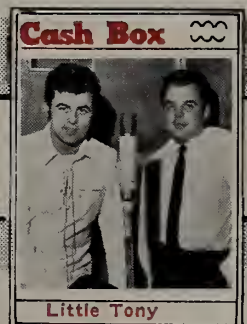


# Cash Box



Among the fastest-rising disks of year was the recent number 1 smash, "Hanky Panky," performed by Tommy James and the Shondells. The Roulette disking has led to the inevitable demand for their talents with regard to new recordings and personal appearances. Roulette has already released a follow-up single, "Say I Am," and an LP, named after the hit. In addition, the group is currently on a 1-niter tour, which concludes July 26 when they make a 1-week stopover in Chicago. After the Chicago dates, the boys will make a promo trek through eastern and midwestern states.

INTERNATIONAL SECTION BEGINS PAGE 53



Little Tony






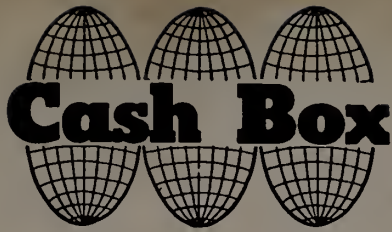
**Chad and Jeremy!**

—their big new single!

**“Distant Shores”** 4-43682

Where the action is. On **COLUMBIA RECORDS** 





# Cash Box

Vol. XXVIII—Number 2

July 30, 1966

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# On Their Own

One of the most satisfying developments of recent years has been the growth of label affiliates of large film companies as record industry entities in their own right. There should be no doubt that parent film companies still view their label affiliates as extremely helpful in promoting film product through the exposure of music. But, even here there seems to be a greater maturity in enlisting the aid of record divisions, including the scoring of music and selection of themes that are more suitable for today's markets, and cross-promotion that helps both the film at the box-office of a theater and records at the cash-register of a retail outlet.

But, film-disk operations today are out there battling for the day-to-day dollar of the general record market, competing for the acceptance of disks that have no relationship to the film company itself, only, happily, to give a brighter financial stance to the entire corporate set-up.

Because these labels have enlarged their scope, they have been helpful in bringing to their benefactors a number of acts who, once they have achieved continuous disk success, have found their way into film product, sometimes as featured performers or as—in a major exploitation device—as special soundtrack voices or instrumental

sounds. Thus, record personalities have found it easier to expand their exposure and further establish themselves as strong show business attractions.

The main point, however, is that these record divisions are now able to move in a manner consistent with the demands of the disk scene. They have erased the stigma of years-back when most label operations had to live down the exploitation of their resources in order to plug, in haphazard, unmusic business-like ways, product, its multi-million dollar cost notwithstanding—of the film company.

In their new modus-operandi, record companies in this area have been able to contribute mightily to the overall growth of the record industry, serving as an ever-eager outlet for the creativity of artists, writers and, very often, the field of independent producers.

The greater the success of film-disk companies, the greater will be their independence to blueprint their operations with the sole objective of selling disks, even if some of their disks involve home company film product. Operating under these conditions, they will, we are certain, continue to do the record industry proud—and their parents to boot!

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# Cash Box TOP 100

JULY 30, 1966

	7/23	7/16		7/23	7/16		7/23	7/16
<b>1</b> THEY'RE COMING TO TAKE ME AWAY NAPOLEON XIV-Warner Bros.-5831	20	—	<b>34</b> SEARCHING FOR MY LOVE BOBBY MOORE & RHYTHM ACES-Checker-1129	39	50	<b>87</b> PHILLY FREEZE ALVIN CASH-Mar-vel-ous-6012	83	—
<b>2</b> WILD THING TROGGS-Arco-6415 TROGGS-Fontana-1548	1	3	<b>35</b> THE IMPOSSIBLE DREAM JACK JONES-Kapp-735	41	43	<b>68</b> YOU'RE A GOOD THING MABLE JOHN-Stax-192	73	—
<b>3</b> LIL' RED RIDING HOOD SAM THE SHAM & PHAROHS-MGM-13506	4	11	<b>36</b> TRAINS & BOATS & PLANES DIONNE WARWICK-Scepter-12153	40	48	<b>69</b> BUS STOP HOLLIES-Imperial-66186	79	—
<b>4</b> PIED PIPER CRISPIAN ST. PETERS-Jamie-1320	5	6	<b>37</b> WHERE WERE YOU WHEN I NEEDED YOU GRASS ROOTS-Dunhill-4029	44	54	<b>70</b> LOOK AT ME GIRL BOBBY VEE-Liberty-55877	74	—
<b>5</b> HANKY PANKY TOMMY JAMES & SHONDELLS-Raulette-4686	2	1	<b>38</b> BLOWIN' IN THE WIND STEVIE WONDER-Tamla-54136	51	75	<b>71</b> YOU YOU YOU MEL CARTER-Imperial-66183	77	—
<b>6</b> I SAW HER AGAIN MAMAS & PAPAS-Dunhill-4041	7	12	<b>39</b> I COULDN'T LIVE WITHOUT YOUR LOVE PETULA CLARK-Warner Bros.-5835	49	73	<b>72</b> A MILLION AND ONE VIC DANA-Dolton-322	75	—
<b>7</b> MOTHER'S LITTLE HELPER ROLLING STONES-London-902	12	21	<b>40</b> LAND OF MILK & HONEY VOGUES-Co & Co-238	36	38	<b>73</b> JUST YESTERDAY AL MARTINO-Capitol-5702	81	—
<b>8</b> YOU DON'T HAVE TO SAY YOU LOVE ME DUSTY SPRINGFIELD-Philips-40371	3	4	<b>41</b> 5 D (FIFTH DIMENSION) BYRDS-Columbia-43702	42	49	<b>74</b> STOP! GET A TICKET CLEFS OF LAVENDER HILL-Date-1510	72	80
<b>9</b> SUMMER IN THE CITY LOVIN' SPOONFUL-Kama Sutra-211	19	40	<b>42</b> LET'S GO GET STONED RAY CHARLES-ABC-10808	37	29	<b>75</b> TOO SOON TO KNOW ROY ORBISON-MGM-13549	80	—
<b>10</b> HUNGRY PAUL REVERE & RAIDERS-Columbia-43678	11	14	<b>43</b> CAN I TRUST YOU BACHELORS-London-20010	48	55	<b>76</b> TEENAGER'S PRAYER JOE SIMONS-Soundstage-72564	76	84
<b>11</b> SWEET PEA TOMMY ROE-ABC-10762	14	17	<b>44</b> MISTY RICHARD 'GROOVE' HOLMES-Prestige-401	55	64	<b>77</b> WORLD OF FANTASY FIVE STAIRSTEPS-Windy C-602	87	—
<b>12</b> PAPERBACK WRITER BEATLES-Capitol-5651	6	2	<b>45</b> BILLY & SUE B. J. THOMAS-Hickory-1395	46	52	<b>78</b> HOW SWEET IT IS JR. WALKER-Soul-35024	—	—
<b>13</b> LITTLE GIRL SYNDICATE OF SOUND-Bell-640	8	9	<b>46</b> DOUBLE SHOT SWINGIN' MEDALIONS-Smash-2033	35	25	<b>79</b> ALFIE CHER-Imperial-66192	—	—
<b>14</b> SUNNY BOBBY HEBB-Philips-40365	21	31	<b>47</b> YOU WOULDN'T LISTEN THE I'DES OF MARCH-Parrot-304	50	56	<b>80</b> THAT'S ENOUGH ROSCOE ROBINSON-Wand-1125	84	95
<b>15</b> SOMEWHERE MY LOVE RAY CONNIFF SINGERS-Columbia-43626	17	22	<b>48</b> LADY JANE ROLLING STONES-London-902	52	69	<b>81</b> WITHOUT A SONG JAMES CLEVELAND-Savoy-4269	85	—
<b>16</b> ALONG COMES MARY THE ASSOCIATION-Valiant-741	9	10	<b>49</b> WADE IN THE WATER RAMSEY LEWIS-Cadet-14814	58	96	<b>82</b> WHO DONE IT MONK HIGGINS-St. Lawrence-1013	—	—
<b>17</b> THIS DOOR SWINGS BOTH WAYS HERMAN'S HERMITS-MGM-13548	27	39	<b>50</b> WARM & TENDER LOVE PERCY SLEDGE-Atlantic-2342	62	85	<b>83</b> HOT SHOT BUENA VISTA-Swan-4255	82	90
<b>18</b> RED RUBBER BALL THE CYRKLE-Columbia-43589	10	7	<b>51</b> OPEN THE DOOR TO YOUR HEART DARRELL BANKS-Revilat-201	64	83	<b>84</b> BORN A WOMAN SANDY POSEY-MGM-13501	89	—
<b>19</b> AIN'T TOO PROUD TO BEG TEMPTATIONS-Gordy-7054	16	13	<b>52</b> FRIDAY'S CHILD NANCY SINATRA-Reprise-0491	53	61	<b>85</b> SUNSHINE SUPERMAN DONOVAN-Epic-10045	88	—
<b>20</b> THE WORK SONG HERB ALPERT & TIJUANA BRASS-A&M-805	22	27	<b>53</b> WHOLE LOT OF SHAKING IN MY HEART MIRACLES-Tamla-54134	56	57	<b>86</b> PETTICOAT WHITE BOBBY VINTON-Epic-10048	90	—
<b>21</b> LOVE LETTERS ELVIS PRESLEY-RCA-8870	24	32	<b>54</b> THE JOKER WENT WILD BRIAN HYLAND-Philips-40377	63	92	<b>87</b> TAR & CEMENT VERDELLE SMITH-Capitol-5632	86	91
<b>22</b> STRANGERS IN THE NIGHT FRANK SINATRA-Reprise-0470	13	5	<b>55</b> THE TIP OF MY FINGERS EDDY ARNOLD-RCA Victor 8869	65	89	<b>88</b> BRING BACK THE TIME B. J. THOMAS-Scepter-12154	92	—
<b>23</b> OVER UNDER SIDEWAYS DOWN YARDBIRDS-Epic-10035	28	37	<b>56</b> SUMMERTIME BILLY STEWART-Chess-1966	67	79	<b>89</b> MAKE ME BELONG TO YOU BARBARA LEWIS-Atlantic-2346	99	—
<b>24</b> DIRTY WATER STANDELS-Tower-185	15	8	<b>57</b> ALMOST PERSUADED DAVID HOUSTON-Epic-10025	69	—	<b>90</b> WHEN YOU WAKE UP CASH McCALL-Thomas-8830	95	97
<b>25</b> MUDDY WATER JOHNNY RIVERS-Imperial-66175	18	18	<b>58</b> DISTANT SHORES CHAD & JEREMY-Columbia-43682	68	—	<b>91</b> WORKING IN THE COAL MINE LEE DORSEY-Amy-958	96	—
<b>26</b> I WANT YOU BOB DYLAN-Columbia-43683	30	35	<b>59</b> LONELY SOLDIER MIKE WILLIAMS-Atlantic-2339	61	68	<b>92</b> TO SHOW I LOVE YOU PETER & GORDON-Capitol-5684	—	—
<b>27</b> SEE YOU IN SEPTEMBER HAPPENINGS-B.T. Puppy-520	32	46	<b>60</b> LAND OF 1,000 DANCES WILSON PICKETT-Atlantic-2348	—	—	<b>93</b> LET'S CALL IT A DAY, GIRL RAZOR'S EDGE-Pow-101	—	—
<b>28</b> COOL JERK CAPITOL-Karen-1524	26	19	<b>61</b> POPSICLE JAN & DEAN-Liberty-55886	38	26	<b>94</b> GUANTANAMERA SANDPIPERS-A&M-806	97	—
<b>29</b> PRETTY FLAMINGO MANFRED MANN-United Artists-50040	33	51	<b>62</b> MY HEART'S SYMPHONY GARY LEWIS-Liberty-55898	—	—	<b>95</b> UNITED INTRUDERS-Gambie-201	—	—
<b>30</b> HAPPY SUMMER DAYS RONNIE DOVE-Diamond-205	31	34	<b>63</b> A MILLION AND ONE DEAN MARTIN-Reprise-0500	70	—	<b>96</b> ANGELICA BARRY MANN-Capitol-5695	100	—
<b>31</b> DON'T BRING ME DOWN ANIMALS-MGM-13514	25	16	<b>64</b> MONEY WON'T CHANGE YOU JAMES BROWN-King-6048	—	—	<b>97</b> YOU MAKE ME FEEL SO GOOD McCOYS-Bang-527	—	—
<b>32</b> YOU BETTER RUN YOUNG RASCALS-Atlantic-2338	23	23	<b>65</b> I GUESS I'LL ALWAYS LOVE YOU ISLEY BROS.-Tamla-54135	71	—	<b>98</b> SUSPICION SIDEKICKS-RCA Victor-8864	—	—
<b>33</b> SWEET DREAMS TOMMY McLAIN-MSL-197	46	58	<b>66</b> I BELIEVE I'M GONNA MAKE IT JOE TEX-Dial-4033	78	87	<b>99</b> DRIVE MY CAR BOB KUBAN & THE IN MEN-Musicland-20007	—	—

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

A Million And One (Silver Star BMI) . . . . .	63, 72	Hungry (Screen Gems-Col. BMI) . . . . .	10	Paperback Writer (Moclen BMI) . . . . .	12	The Tip Of My Fingers (Tree-Champion BMI) . . . . .	55
Ain't Too Proud To Beg (Jobete BMI) . . . . .	19	I Believe I'm Gonna Make It (Tree BMI) . . . . .	66	Philly Freeze (Nomo-Feather-Hi Coat BMI) . . . . .	66	To Show I Love You (Leeds ASCAP) . . . . .	—
Alfie (Famous ASCAP) . . . . .	79	I Couldn't Live Without Your Love (Duchess BMI) . . . . .	39	Philly Freeze (Chardon BMI) . . . . .	67	Too Soon To Know (Acuff-Rose BMI) . . . . .	75
Almost Persuaded (Al Gallico BMI) . . . . .	57	I Guess I'll Always Love You (Jobete BMI) . . . . .	65	Pied Piper (Chardon BMI) . . . . .	4	Trains & Boats & Planes (U.S. Songs BMI) . . . . .	36
Along Comes Mary (Davon BMI) . . . . .	16	I Saw Her Again (Trousdale BMI) . . . . .	6	Popsicle (Lowery BMI) . . . . .	61	United (Share BMI) . . . . .	95
Angelica (Screen Gems-Col. BMI) . . . . .	96	I Want You (Dwarf ASCAP) . . . . .	26	Pretty Flamingo (Ponderosa BMI) . . . . .	29	Wade In The Water (Ramsel BMI) . . . . .	49
Billy And Sue (Hornet BMI) . . . . .	45	Impossible Dream (Fox ASCAP) . . . . .	35	Red Rubber Ball (Electric BMI) . . . . .	18	Warm & Tender Love (Pronto-Bob-Dan-Quivy BMI) . . . . .	50
Blowin' In The Wind (M. Witmark ASCAP) . . . . .	38	The Joker Went Wild (Rising Sons BMI) . . . . .	54	Searching For My Love (Arc BMI) . . . . .	34	When You Wake Up (Cragvee, Special Agent BMI) . . . . .	90
Born A Woman (Painted Desert BMI) . . . . .	84	Just Yesterday (Dominan BMI) . . . . .	73	See You In September (Vibor BMI) . . . . .	27	Where Were You When I Needed You (Trousdale BMI) . . . . .	37
Bring Back The Time (Crazy Cajun-Flomar BMI) . . . . .	B8	Lady Jane (Gideon BMI) . . . . .	48	Somewhere, My Love (Robbins ASCAP) . . . . .	15	Who Done It (Cragvee, Special Agent BMI) . . . . .	82
Bus Stop . . . . .	69	Land Of Milk And Honey (Tree BMI) . . . . .	40	Strangers In The Night (Champion-Roosevelt BMI) . . . . .	22	Whole Lot Of Shaking In My Heart (Jobete BMI) . . . . .	53
Can I Trust You (Miller ASCAP) . . . . .	43	Land Of 1,000 Dances (Kel-Anotole BMI) . . . . .	60	Summer In The City (Faithful-Virtue BMI) . . . . .	9	Wild Thing (Blackwood BMI) . . . . .	2
Cool Jerk (McLoughlin BMI) . . . . .	28	Let's Call It A Day, Girl (Sea Lark BMI) . . . . .	93	Sunny (Portable BMI) . . . . .	14	With A Song (Mathis & Miller ASCAP) . . . . .	81
Drive My Car (Moclen BMI) . . . . .	24	Let's Go Get Stoned (Flo-Mar-Baby Monica BMI) . . . . .	92	Sunshine Superman (Southern ASCAP) . . . . .	85	Working In The Coal Mine (Marsoint BMI) . . . . .	21
Distant Shores (Womo BMI) . . . . .	58	L'il Red Riding Hood (Fred Rose BMI) . . . . .	3	Sweet Dreams (Acuff-Rose BMI) . . . . .	33	Work Song (Upan BMI) . . . . .	90
Don't Bring Me Down (Screen Gems-Col. BMI) . . . . .	31	Little Girl (Duane BMI) . . . . .	13	Sweet Pea (Low-Twi BMI) . . . . .	11	World Of Fantasy (Camod BMI) . . . . .	77
Double Shot (Lyesong Windsong BMI) . . . . .	46	Lonely Soldier (Pronto, Chevix, BMI) . . . . .	59	Stop! Get A Ticket (Al Gallico BMI) . . . . .	74	You Better Run (Salsar BMI) . . . . .	32
Drive My Car (Moclen BMI) . . . . .	99	Look At Me Girl (Epps BMI) . . . . .	70	Suspicion (Music & R&S) . . . . .	98	You Don't Have To Say You Love Me (Robbins ASCAP) . . . . .	8
El Pito (Cordon BMI) . . . . .	100	Love Letters (Famous ASCAP) . . . . .	21	Tor And Cement (Leo Feist ASCAP) . . . . .	87	You Make Me Feel So Young (Grand Canyon BMI) . . . . .	97
5D (Fifth Dimension) (Tickson BMI) . . . . .	41	Make Me Belong (Blackwood BMI) . . . . .	B9	Teenager's Prayer (Frederick BMI) . . . . .	76	You Wouldn't Listen (BMC BMI) . . . . .	47
Friday's Child (Atlantic BMI) . . . . .	52	Misty (Vernon ASCAP) . . . . .	64	That's Enough (Kopa BMI) . . . . .	80	You You You (Mellin BMI) . . . . .	71
Georgia Rose (Leo Feist ASCAP) . . . . .	100	Money Won't Change You (Foynotone BMI) . . . . .	44	They're Coming To Take Me Away, Ho Hoo! (Jepolano BMI) . . . . .	1	You're A Good Thing (East BMI) . . . . .	68
Guantanamera (Fall River BMI) . . . . .	94	Mother's Little Helper (Gideon BMI) . . . . .	7	This Door Swings Both Ways (Blackwood BMI) . . . . .	17		
Hanky Panky (TM BMI) . . . . .	5	Muddy Water (Moricano BMI) . . . . .	25				
Happy Summer Days (Picturetone BMI) . . . . .	30	My Heart's Symphony (Gringo BMI) . . . . .	62				
Hot Shot (Palmino & Shan-Todd BMI) . . . . .	B3	Open The Door To Your Heart (TM-Prortalio BMI) . . . . .	51				
How Sweet It Is (Jobete BMI) . . . . .	78	Over Under Sideways Down (Leo Feist ASCAP) . . . . .	23				



***Breaking bigger than  
any record this week!***  
***(From Spain via England)***



***Los Bravos***  
***BLACK***  
***IS BLACK***

**#60002**

***Prod. and dir. by Ivor Raymonde***



Division of ***LONDON***  
RECORDS



# CHARTED FOR ACTION! THE STAINED GLASS

has a sure-fire single that's certain  
to land right on the charts

**"IF I NEEDED SOMEONE"**

c/w "How Do You Expect Me" #8889

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

## ACTION STATIONS

It's already getting big air play  
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WQXI—Atlanta  
WOKY—Milwaukee  
WRIT—Milwaukee  
WFUN—Miami  
WQAM—Miami  
WKBW—Buffalo  
WUBE—Cincinnati  
WSAI—Cincinnati  
WMAK—Nashville  
WKDA—Nashville  
WNOE—New Orleans  
WBBF—Rochester  
KBOX—Dallas  
KLIF—Dallas  
KFJZ—Fort Worth





**Col, Epic Give Computer Designations To New Product**

LAS VEGAS—New product from the Columbia and Epic labels has been computerized with regard to catalog numbers. Employing a basic, eight digit system are new LP's and tapes announced by Columbia at last week's national sales convention in Las Vegas and Epic's new low-priced classical line, Crossroads (see separate story), also unveiled at Epic's meet in Vegas.

An Epic release on Crossroads might read: 22-16-0035. The first "2" signifies the Epic label; the second "2" designates the release as an LP; the number 1 refers to the amount of LP's in a given set, while "6" states the musical taste of the product; the last grouping classifies the release as either mono or stereo (in this example, "0035" signifies mono, since it ends in an odd number; even numbered endings indicate a stereo version).

**Mershaw Buys Gerber Dist. Of Syracuse**

NEW YORK—Mershaw of America, Charlie Schlang's rack operation in Albany, has purchased Gerber Distributing of Syracuse, Cash Box has learned. It's understood that Bill Gerber will remain as operating head of the company, with no change in the distrib's name.

**Epic Meet Accents New Product Ideas, Promo**

**Levy Speech Opens Confab**

LAS VEGAS—Len Levy, Epic Records' vice president, officially opened the label's 1966 national sales convention at the general session held on Monday morning, July 18. During his address to the distributors, Levy stated: "The new product, new ideas and new merchandising techniques to be presented at this Convention will offer unquestionable proof of our tremendous growth and expansion. However," Levy continued, "no matter what we attempt to do as a manufacturer, whatever new heights we seek to achieve by the acquisition of artists, the creation of new marketing policies and the development of new product lines, you and only you will determine the success of our efforts."

"As the recording industry develops and as more statistics become available, I never cease to be amazed by the yet untapped growth potential of our business. Each time new findings are reported, our management team tries to translate their meanings in terms of their direct application to Epic and Okeh. Taking that application one step further, we try to foresee what the progress will mean where you are concerned, how your position and your growth will

(Continued on page 30)

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**Columbia Seeks 'Total Participation' At Vegas Confab**

**Clive Davis' First Speech As Columbia Label Head**

LAS VEGAS—Clive J. Davis, vice president and general manager of the CBS Records division, in a speech to the opening session of Columbia Records' 1966 National Sales Convention in Las Vegas last Thursday (21), described the meeting, the largest in the Company's history, as a forum for the exchange of fresh ideas. "I am eager," he said, speaking for Columbia Records, "to meet the many challenges that await us in the future." He also described the company's growth and varied operations.

The following is a complete transcript of Davis' speech:

It's good to be here. Obviously, I am particularly gratified to have this opportunity to talk to all of you today. This occasion of our annual convention is not just for the purpose of exhibiting our artistic and technical skills. It serves to rekindle the unique spirit for which Columbia is famous, to renew again the warm relationships that permeate our company and to provide a forum for the exchange of fresh ideas, which is so vital if we are to continue as the leader of our industry.

So much has happened during the year since our last convention. I certainly never expected, when relaxing on an off day in the Florida sun last July thinking of ways to keep Columbia out of legal trouble, that I would be spending this year thinking of

(Continued on page 36)

**Low-Priced Classics With A Light Touch: Crossroads**

LAS VEGAS — Epic Records has added a jet-age touch to the merchandising of classical disks with a \$2.49 (mono or stereo) line called Crossroads Records. Introduced at last week's sales convention here of the label, it's termed a "highbrow and hip" line, intended to appeal to the "fast-moving and hip 20th Century consumer."

Crossroads has the exclusive American distribution rights to the entire existing catalog of the Czechoslovakian label Supraphon of Prague and to all other material to be recorded by the label in the future. All performances are being released for the first time in this country.

The initial release consists of 20 albums, divided into four basic musical categories: baroque, classical, romantic and 20th Century. The category designation for each LP is prominently printed below its catalog number.

To emphasize its merchandising approach, album covers have been designed in a lighthearted, whimsical and eye-catching manner. Epic hopes to attract youthful as well as veteran classical buyers with the tongue-in-cheek humor of the illustrations.

To complement this, a fresh merchandising plan was unveiled for the label.

National advertising has been scheduled and is designed to generate curiosity about Crossroads Records. The headline "We're full of it!" has been geared to intrigue even the most blasé individual. The ad continues:

(Continued on page 32)

**New Epic-Okeh LP's**

NEW YORK—The Epic and Okeh labels announced, at the Epic Sales Convention in Las Vegas, the release of seven albums during the month of August. The albums to be released are: "Latin Pulse" Nancy Ames, "Godfrey Cambridge Toys With The World," "More Of Bobby's Greatest Hits" Bobby Vinton, "Live At The Copa" Bobby Vinton, "Wine, Women, And Walker" Charlie Walker, "Over Under Sideways Down" the Yardbirds, and "New Vibrations" the Vibrations.

**Gallagher Outlines 'TP,' New Merchandising Plans**

LAS VEGAS—"Total Participation" in the merchandising of LP and singles product was the broad theme of Columbia Records' national sales convention in Las Vegas last week.

Bill Gallagher, vp of the label, outlined this approach in his opening address to the Confab on Thursday (21). It was further explored by Stan Kavan, merchandising vp, and Tommy Noonan, director of national promotion for the Columbia and Date labels.

Gallagher stressed that teamwork was a crucial factor in the label's leadership in sales, and that "once you've achieved the pinnacle, you must work twice as hard to stay there." He paid tribute to the label's "support organizations," noting that each salesman is backed by approximately 70 Columbia support people (there are a total of 6,800 Columbia support personnel). The exec also brought out the participation of salesmen in bringing to the fore unknown disk acts such as the Pozo-Secco Singers (Joe Mansfield of Dallas), Simon & Garfunkel (Bud Walker of Cocoa Beach, Fla.), the Statler Bros. (Dick Ware of Kansas City). Citing statistics on the youth market (25 million between the ages of 13 and 19 with \$18 billion to spend "as they see fit"), Gallagher said that "it's not just today's market we're after; it's the long haul we must set our sights on. Today's teen star will be tomorrow's Andy Williams, Robert Goulet or Barbra Streisand." "Further," he added, "today's teen buyers will soon become record buying adults with their own favorites well established in their minds. We must stake our claim to this long-range future, now!"

Gallagher proclaimed the primary assignment and challenge for each salesman to be the development of new artists in all categories, including such specific names as Van McCoy, pianist Joe Harnell, vocalist John Davidson, singers Diahann Carroll and Joanie Sommers and folk artist Tim Rose.

Noting that the label's salesmen were at the "bottom of this funnel" of support, Gallagher concluded: "Gen-

(Continued on page 30)

**Columbia Cartridges, Players Debut At Sales Convention**

LAS VEGAS—Columbia Records moved full-throttle ahead into the tape cartridge field last week, when the company announced its cartridge product—represented by catalog and players—at its sales convention here last week.

Columbia, as previously revealed, is marketing 8-track cartridges, which the company is releasing under the banner of TC8. In addition, Columbia is offering two playback models.

For its initial cartridge release, representing, according to Clive Davis, vp and general manager of the

(Continued on page 34)

**Gallagher Outlines Col. Cartridge Plans At Press Conference**

LAS VEGAS—Tape cartridges were the prime subject for discussion at a press conference held by Bill Gallagher at Columbia's convention site in Las Vegas.

Although Columbia is debuting its TC-8 tape line with 58 cartridge releases, Gallagher said that the company will be "aggressively conservative" in approaching this new and relatively unresearched field. Gallagher specifically emphasized that the tape cartridge field has been

(Continued on page 34)

**New Columbia LP Product**

NEW YORK—Columbia has released 26 highly varied LP's for the month of August. Included in the package are 15 pop items, 2 Latin sets, 8 Masterworks items and a Legacy collection addition titled "The Irish Uprising, 1916-1922."

The fifteen pop disks include "It's Uptown" by the George Benson Quartet; "Time In" by Dave Brubeck; the Byrds' "Fifth Dimension;" Tommy Collins' "If You Can't Bite, Don't Growl;" "Jimmy Dean Sings The Big Ones;" Percy Faith and his Orchestra's "Bim Bam Boom;" "Robert Goulet On Tour;" "Today's Golden Hits" by Andre Kostelanetz and his Orchestra;" "The Fantastic Las Vegas;" Van McCoy's "Night Time

(Continued on page 32)

**Regional Meets Bow New WB-Reprise LP's**

BURBANK—Warner Bros. and Reprise debuted 23 albums at a recent series of four regional sales conventions. The meetings were held in Los Angeles, Chicago, Atlanta and New York, with a traveling crew that included label president Mike Maitland, sales manager Gene Block, WB's general manager Joe Smith, Reprise's g.m. Mo Ostin, merchandising director Joel Friedman, treasurer Ed West, chief engineer Lowell Frank and editorial director Stan Cornyn.

The LP package represents 10 Warner Bros. sets and 13 disks from Reprise. Under the WB logo are "I Couldn't Live Without Your Love" by Petula Clark; "The Peter, Paul and Mary Album;" "Beau Brummels '66;" "Two Yanks in England" by the Everly Bros.; "The Further Adventures of the Mexicali Singers;" "The

New Sounds of the Fabulous King Sisters;" Marcos Valle's "Braziliance;" Jimmy Durante's "One Of Those Songs;" "Allan Sherman—Live;" and "American Patrol" by James Last.

In the Reprise package are "Sinatra At The Sands, Live" a two disk set with Count Basie; "Nancy In London" by Nancy Sinatra; Morgana King's "Wild Is Love;" "The Second Latin Album" by Trini Lopez; "Songs by Tom Lehrer;" "The Kinks Greatest Hits;" "Big Bands and Ballads" by Buddy Greco; Harold Betters' "Out of Sight and Sound;" "Sammy Davis and Buddy Rich" in a live set cut in Las Vegas; Duane Eddy's label debut "The Biggest Twang of Them All;" Don Ho's "You're Gonna Hear From Me" and a Dean Martin Christmas LP completes the release.

**FOR MORE COLUMBIA,  
EPIC CONVENTION NEWS  
SEE PAGES 30, 32, 34, 36 & 48**





# RADIO ACTIVE CHART

A survey of key radio stations in all important markets throughout the country to determine by percentage of those reporting which releases are being added to station play lists this week for the first time and also the degree of concentration combining previous reports. Percentage figures on left indicate how many of the stations reporting this week have added the following titles to their play list for the first time. Percentage figures on right include total from left plus the percentage title received in prior week or weeks. (SURVEY COMPLETED TO JULY 20, 1966)

% OF STATIONS ADDING TITLES TO PROG. SCHED. THIS WEEK	TITLE	ARTIST	LABEL	TOTAL % OF STATIONS TO HAVE ADDED TITLES TO PROG. SCHED. TO DATE
45%	My Heart's Symphony	Gary Lewis	Liberty	45%
43%	Land Of 1,000 Dances	Wilson Pickett	Atlantic	43%
40%	Wouldn't It Be Nice	Beach Boys	Capitol	40%
39%	Wade In The Water	Ramsey Lewis	Cadet	85%
37%	Money Won't Change You	James Brown	King	37%
35%	Blowin' In The Wind	Stevie Wonder	Tamla	97%
33%	Bring Back The Time	B. J. Thomas	Scepter	57%
31%	Living Above Your Head	Jay & Americans	United Artists	31%
30%	Open The Door To Your Heart	Darrell Banks	Revolot	76%
29%	Almost Persuaded	David Houston	Epic	60%
28%	Angelica	Barry Mann	Capitol	44%
27%	Guantanamera	Sandpipers	A & M	49%
25%	Alfie	Cher	Imperial	25%
24%	A Million & One	Dean Martin	Reprise	67%
23%	Philly Freeze	Alvin Cash	Mar-Vel-Ous	47%
22%	Make Me Belong To You	Barbara Lewis	Atlantic	51%
21%	Most Of All	Cowsills	Mercury	21%
20%	Let's Call It A Day, Girl	Razor's Edge	Pow	66%
19%	Born A Woman	Standy Posey	MGM	32%
18%	The Tip Of My Fingers	Eddy Arnold	RCA	68%
17%	United	Intruders	Gamble	17%
16%	Bus Stop	Hollies	Imperial	41%
15%	Suspicion	Sidekicks	RCA Victor	55%
14%	Summertime	Billy Stewart	Chess	48%
13%	Petticoat White	Bobby Vinton	Epic	28%
12%	I Believe I'm Gonna Make It	Joe Tex	Dial	12%
11%	How Sweet It Is	Jr. Walker & All Stars	Soul	11%
10%	Lonely Summer	Shades Of Blue	Impact	10%

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

TOTAL % TO DATE	TITLE	ARTIST	TOTAL % TO DATE	TITLE	ARTIST	TOTAL % TO DATE
34%	A Million & One	Vic Dona (Dolton)	9%	World Of Fantasy	Five Stoirsteps (Windy C)	19%
24%	Sugar & Spice	Cryan Shomes (Destination)	8%	Sunshine Superman	Danavan (Epic)	8%
42%	You Make Me Feel So Good	McCoys (Bong)	8%	Respectable	Outsiders (Copitol)	7%
9%	Wha Done It	Monk Higgins (St. Lawrence)	8%	Warking In A Cool Mine	Lee Darsey (Amy)	7%
21%	Out Of This World	Chiffons (Lourie)	8%	Too Soon To Know	Roy Orbison (MGM)	7%
				This Is My House	Maady Blues (London)	7%
				Look At Me Girl	Bobby Vee (Liberty)	7%
				Who Do You Think You Are	Shindogs (Viva)	7%
				Dear Mrs. Applebee	Flip Cartridge (London)	7%



"GOTTA TRAVEL ON"  
RAY BRYANT TRIO



LP/LPS 767—Gotta Travel On—Ray Bryant

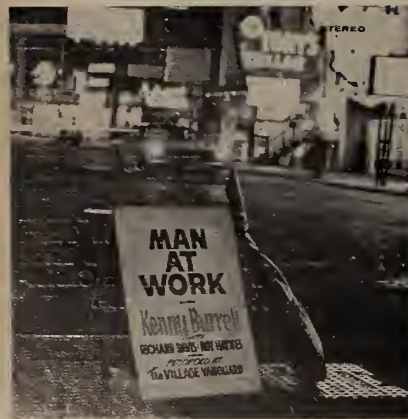


LP/LPS 764—Rhapsody—Ahmad Jamal w/Strings

ON THE CHARTS



LP/LPS 765—The Wailer—Sonny Cox



LP/LPS 769—Man At Work—Kenny Burrell

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# RECORD RAMBLINGS

## NEW YORK:

Lainie Kazan makes her return to New York, after a summer of TV tapings on the coast, when she opens a three-week stand at the Persian Room on the 27th. Lainie's second LP for MGM, to be simply titled "Lainie Kazan" will be released immediately prior to her opening.

Lark Eileen Fulton, who most housewives will recognize from her stint on the "As The World Turns" afternoon soap opera and who theatre goers will find familiar from her appearance in "Who's Afraid of Virginia Woolf?" is now making her club debut on a bill with Allen and Rossi at the Manor, Wildwood, N.J. The lark's disk services are currently being bid for.

Charley Green and Brian Stone are increasing their heavy load with their newly unveiled group, the Daily Flash. The quartet, which was just discovered in Seattle, already has cut its first side for Green and Stone, and the result, "Queen Jane, Approximately" is already on the market.

The nationally franchised Hullahaloo Clubs, got its Asbury Park location off to a flying start last week when the spot was opened by the Vagrants, Myddle Class and Jesse Colin Young and the Youngbloods. Close to a thousand teens plunked down a dollar each to dance to the sounds of the three groups, which are all making large names for themselves locally. . . . Cheetah will be rocking for the next two weeks to the wild sounds of Mike St. Shaw and the Prophets, which had a tremendous success during its recent month at the

Downtown, plus Curtis Knight and the Squires.

Al Altman's latest addition to the Metric staff writers, Bob Stone, has had his recently penned "We Can't Go On This Way" cut by Teddy and the Pandas, for Musicor. The Stone arranged deck is already making strides throughout the entire Northeast. . . . Chad Mitchell does a solo concert at the Westbury Music Fair on the 25th. . . . UA's Gordon Lightfoot, who is responsible for the authoring of a number of hit tunes, spends this week at the Cafe Au Go Go doing his songs and others. Lightfoot also is appearing at one of the Central Park concerts, which have proven so successful, and additionally has a new single, being released, with the title "Spin, Spin." . . . The Pair Extraordinaire go into the Bitter End (27) for two weeks, coinciding with the release of their second LP for Liberty. The duo will also be the subject of a major label promotion while in Gotham.

The upper west side has a swinging new discotheque in Ungano's, which is working on a hit group policy with the Critters booked in for early August. . . . Fran-Tel's Philip Dawn going all out with his latest effort "Tell Her," which he wrote, arranged and produced. . . . Merrec's Jerry Ross has a groovy pair of sides in Jerry Butler's "Love (How Sweet It Is)" and Dee Dee Warwick's "I Want To Be With You." . . . Among the entertainers at the Columbia convention will be the Magicians, who will intro their debut outing "I'll Tell The World About You" and "I'd Like To Know."

Capitol Booking's Ron Terry has added to his Manor booking of Allen and Rossi by placing Connie Francis at the spot for the week preceding Labor Day, through the holiday. . . . Jerry Vale will co-host the "Mike Douglas Show" Aug. 29 thru Sept. 2.

The Kalin Twins have signed for management and recording with Chartbuster, and their releases will appear on one of the Amy/Mala labels. The pair's first session under the new affiliation is set for this week.

Jose Feliciano continues at the Bitter End to complete a two week stand. . . . Jill Sinclair has signed for the femme lead in a new flick, "The Swingers" a Sunset production for next season.

and it's a tribute to Fisher's showmanship that he finally caught the tempo and stayed with it until the bitter end. Fisher had been quoted as saying his opening would include "a new image". But that elusive window must have been a shattering experience for him. Understand Fisher will be renewing talks on some feature films while he's in town for that three week stint at the Grove—possibly "Paint Your Wagon," "Gouffe Case" or "Big Brass Band". Al Schmitt, A&R exec at Victor's Sunset office, is currently questing material for Fisher's first date for the label in several years. Eddie, we understand, would like to cut "Mame"—certainly one of his most impressive numbers at the Grove.



DAILY FLASH



EILEEN FULTON



KALIN TWINS

## HOLLYWOOD:

It's easy to understand reviewers John Scott of the L.A. Times and Glenn Hawkins of the Herald-Examiner confusing the tempo of the opening number that Eddie Fisher unveiled at the Grove. Scott described it as a "ballad" and went on to label it further as an interesting departure for the RCA Victor artist. Hawkins depicted it as a "novelty (?)"—the question mark belongs to Hawkins—not us. The uncertainty stems from the fact that "Open A New Window" (from "Mame") was performed by Fisher as a ballad and by the Dick Stabile band as a rhythm tune. The resulting discord bordered on disaster

Ann-Margret should be cutting an album session at Victor as you read this. . . . With John Gary winging to the Flamingo in Vegas for his opening at the Flamingo. Gary then returns to L.A. for more filming on his TV summer show and another stint at the Grove next month.

A couple of weeks back we devoted some space here to a marvelous new tune titled "Alfie" wondering who might be performing it in the film which opens across the nation next month. We are told it'll be sung by Cher over the credits at the conclusion of the feature. Incidentally, add Vickie Carr to the list of imposing artists who have cut the song. Our guess is that there should be a half a

Epic proudly welcomes another great Country artist to its roster!

**BILLY GRAMMER 'BOTTLES'**

5-10052

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Paula Wayne isn't going places...she's there!

Broadway's Golden Boy started the ball rolling for Paula.

Now, with her current stint at the Copa, she's reached the top rung.

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## “Never Less Than Yesterday”

c/w “In the Name of Love” 4-43727

On COLUMBIA RECORDS 





# RECORD RAMBLINGS

hundred "Alfie" versions by Oscar season in April. . . . Recent film assignments include Lalo Schifrin who has been set to compose and conduct the music for 20th's "Way, Way Out," John Gabriel who has written the title song for "El Dorado" in collaboration with Nelson Riddle for Paramount, Ernie Freeman signed to score "The Cool Ones" for Warners and DeVol who's writing the music for Columbia's "It's What's Happening". . . . Caesar's Palace, the new 25 million dollar complex, opens its doors to the public on Aug. 5 in Vegas—Andy Williams, Elaine Dunne and a forty piece band will be the initial attractions with Tony Bennett, Jack Benny, John Davidson, Anthony Newley, Woody Allen and Pet Clark signed for subsequent appearances. The Ritz Bros. with United Artist's attractive thrush Louise Vienna will be the first entertainment unit in the hotel's lounge. . . .

Our "West Coast Girl of the Week" is 20 year old folk buff Orriel Smith, currently touring Europe in search of material for her next Hooven-Wynn produced LP. She should be winging back to her Van Nuys home within a week or two.

George Pincus and his attractive secretary-wife Florence, among the many who jetted from N.Y. for the Columbia convention, in Vegas last week, should be visiting here by now—lining up additional versions of his title tune from the "Tarzan" series. . . . Newest artist on the A&M roster is Tommy Boyce whose first release is titled "Sunday, Day Before Monday". Boyce is also under contract

to Screen Gems Publishing and is set to write and produce the first "Monkees" album with co-writer Bobby Hart. The team has already composed the title theme to the Screen-Gems TV'er. . . . Another new artist, signed to a three year contract by MGM Records, is Suzi Jane Hokum with Lee Hazelwood composing and producing her first single "Need All The Help I Can Get" b/w "Home".

Vet arranger-conductor Lew Douglas has made the switch from Chicago to town and can be reached at Bob Ross' Music Service. He'll be free lancing—already set to reunite with Joni James,—session planned for next month. . . . "In The Arms Of Love" from the Blake Edwards Prod. "What Did You Do In The War, Daddy" is Mancini-Livingston and Evans' bid for the Academy award come April—already cut by Andy Williams (Columbia), Mancini (R.C.A. Victor) and Hal Frazier (Reprise). . . . White Whale's recording stars the Turtles, celebrating their first anniversary this month, just closed an enormously successful engagement at the Whiskey A Go-Go and are jetting east on a national tour—newest release is "Outside Chance."

Warners unveiled its fall release across the nation last week with an imaginative still film which ran 2 hours and 20 minutes but came off like a breeze thanks to three luscious N.A.U.G.H.T.Y. chicks, a James Bond story line and the creative efforts of writer Stan Cornyn and photographer Ed Thrasher. Mike Maitland also starred as a horn-rimmed Superman, which he is.

## CHICAGO:

New revue at the Regal Theater spotlights Chuck Jackson, The Vibrations, Gladys Knight & the Pips, Roy Head, Tammi Terrell, The Five Blind Boys of Alabama and The Manhat-tans. Management will present a special talent show for local hopefuls on Wednesday evening (27) in addition to the regular feature. . . . Erroll Garner, whose current Chi date marks his first stateside engagement since the highly successful two-month concert tour of Europe, attracted a record breaking opening night crowd into London House. During this stint, MGM will release Garner's new album "Campus Concert" which was recorded at Purdue University. . . . Dick Williamson (WCFL) is bringing a lot of new local groups to the fore

and Julie Monday's "Come Share The Good Times" (Rainbow). . . . Kitty White, who recently completed a new album on Clover Records, was a Chi visitor last week squired by West Coast p.r. man George Jay. Lark's winding up a two-week promo tour. . . . Erwin Barg reports action aplenty here on singles "Who Do You Think You Are" by The Shindogs (Viva), "My Way Of Life" by Sonny Curtis (Viva) and "Wipe Out" by The Surfaris (Dot). . . . Heartfelt condolences to Ernie and George Leaner on the death, last Monday evening (18) of their father, George A. Leaner. Mr. Leaner was the brother of the old swingmaster of radio, Al Benson. . . . Sig Sakowicz (WGN-WTAQ), whose stock has soared as a result of Jackie Vernon's repeated references to him in his various comic



ORRIEL SMITH



TURTLES



LOUISE VIENNA

via the weekly Friday night hops held at the Ridgeland Commons Pool & Rink in suburban Oak Park. . . . The long awaited WBKB-TV production "Illinois Sings" will be telecast on Tuesday, August 30. Ten months in preparation, the special will showcase 17 musical numbers performed by various artists and groups including actor-singer Eddie Albert who will narrate as well as perform in the show. . . . Columbia's Steve Lawrence taped an interview for WIND's "Starview" series. . . . Bob Schimmel, promo man at Summit Dist., has been singing the praises of B. J. Thomas' "Billie & Sue" (Hickory), which recently broke here; The Yardbirds' "Over Under Sideways Down" (Epic)

routines, is slated for an upcoming role in one of Forrest Tucker's "F Troop" TV episodes. This somewhat newfound national recognition hasn't slackened Sig's gruelling local schedule which finds him officiating at a variety of functions ranging from the "Captive Nations" State St. Parade to the anniversary celebration of Candlelight Playhouse! . . . MGM's recent discovery, Chi songster Ric Martin, began a stint at Ray Colomb's last week. Label bow is tagged "I Traveled The Road." . . . London House has booked the George Shearing Quintet for a three weeks engagement beginning August 9. . . . Her-man's Hermits and The Animals come in (31) for a concert at International Amphitheater.

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TO ME  
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Reprise Album No. 6205



THE SECOND LATIN ALBUM • Trini Lopez  
Reprise Album No. 6215



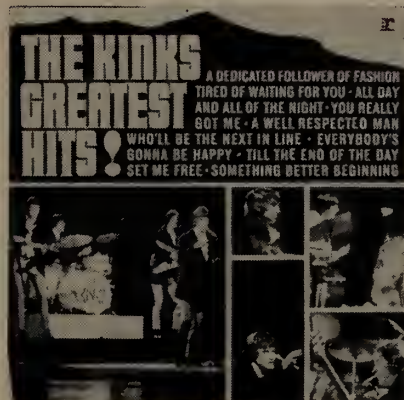
OUT OF SIGHT & SOUND • Harold Betters  
Reprise Album No. 6208



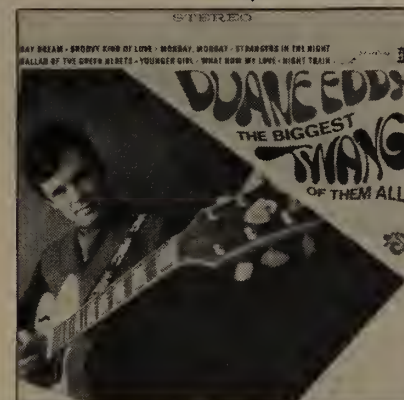
SONGS BY TOM LEHRER • Tom Lehrer  
Reprise Album No. 6216



THE HIT SOUND OF DEAN MARTIN • Dean Martin  
Reprise Album No. 6213



THE KINKS' GREATEST HITS • The Kinks  
Reprise Album No. 6217



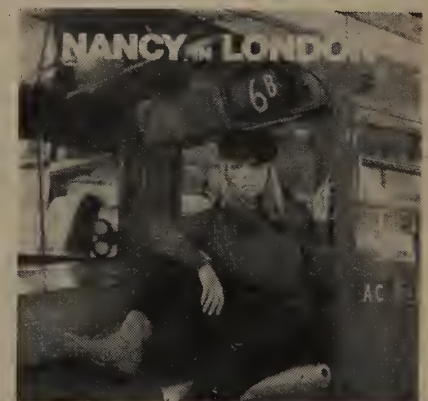
THE BIGGEST TWANG OF THEM ALL • Duane Eddy  
Reprise Album No. 6218



BIG BAND & BALLADS • Buddy Greco  
Reprise Album No. 6220



YOU'RE GONNA HEAR FROM ME • Don Ho  
Reprise Album No. 6219



NANCY IN LONDON • Nancy Sinatra  
Reprise Album No. 6221





STONE  
HITS!



## "PASS THE HATCHET"

Pt I

RODGER & THE GYPSIES

Seven B-7001

## "ROLL CALL"

by

OLIVER MORGAN

Seven B-7003

## "I WONDER WHAT WOULD HAPPEN"

b/w

## "WHERE THE LONELYS GO"

by

SHARAN GILBERT

Seven B-7004

**SEVEN B PRODUCING CORP.**

715 CAMP STREET, NEW ORLEANS, LA.

504-522-1060



# LOOKING AHEAD

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

- |    |  |    |   |
|----|--|----|---|
| 1  | <b>LONELY SUMMER</b><br>(Gamba—BMI)<br><i>Shades of Blue (Impact 1014)</i>                               | 26 | <b>SO YOUNG (AND SO INNOCENT)</b><br>(Sagittarius—BMI)<br><i>Poets (Symbol 216)</i>                                     |
| 2  | <b>LOVE ATTACK</b><br>(Rise-Aim—BMI)<br><i>James Carr (Goldwax 309)</i>                                  | 27 | <b>PRETEND</b><br>(Brandon—ASCAP)<br><i>Tymes (MGM 13563)</i>   |
| 3  | <b>SUGAR &amp; SPICE</b><br>(Duchess—BMI)<br><i>Cryan Shames (Destination 624)</i>                       | 28 | <b>OUT OF THIS WORLD</b><br>(Roznique, Elmwin—BMI)<br><i>Chiffons (Laurie 3350)</i>                                     |
| 4  | <b>IN THE BASEMENT</b><br>(Chevis—BMI)<br><i>Etta James and Sugarpie Desanto (Cadet 5539)</i>            | 29 | <b>WITH A GIRL LIKE YOU</b><br>(Dick James, Blackwood—BMI)<br><i>Troggs (Fontana 1552)</i><br><i>Troggs (Atco 6415)</i> |
| 5  | <b>I PUT A SPELL ON YOU</b><br>(Travis—BMI)<br><i>Alan Price Set (Parrot 30001)</i>                      | 30 | <b>DON'T TAKE YOURSELF TOO SERIOUSLY</b><br>(Sea Of Tunes—BMI)<br><i>Sunrays (Tower 256)</i>                            |
| 6  | <b>CRADLE OF LOVE</b><br>(Hanna Barbera—BMI)<br><i>Ronnie &amp; Robyn (HBR 489)</i>                      | 31 | <b>SWEET DREAMS</b><br>(Acuf-Rose—BMI)<br><i>Mighty Sam (Amy 957)</i>   |
| 7  | <b>DIRTY WORK GOING ON</b><br><i>Little Joe Blue (Checker 1147)</i>                                      | 32 | <b>AIN'T NOBODY HOME</b><br>(Written House—BMI)<br><i>Howard Tate (Verve 10420)</i>                                     |
| 8  | <b>SHAKE YOUR HIPS</b><br>(Excellorec—BMI)<br><i>Slim Harpo (Excello 2278)</i>                           | 33 | <b>7 AND 7 IS</b><br>(Grass Roots—BMI)<br><i>Love (Elektra 45605)</i>   |
| 9  | <b>MY BACKSCRATCHER</b><br>(Hillsboro—BMI)<br><i>Frank Frost (Jewel 765)</i>                             | 34 | <b>IN MY NEIGHBORHOOD</b><br>(Wee Three-Little Rick—BMI)<br><i>Jive Five (United Artists 50033)</i>                     |
| 10 | <b>GO GO TRAIN</b><br>(Crazy Cajun Music—BMI)<br><i>Jackie Pane (Jetstream 725)</i>                      | 35 | <b>GOOD TIMES</b><br>(Jeststar—BMI)<br><i>Five Americans (HBR 483)</i>  |
| 11 | <b>WHO DO YOU THINK YOU ARE</b><br>(Criterion—ASCAP)<br><i>Shindogs (Viva 102)</i>                       | 36 | <b>WE CAN MAKE IT</b><br>(Picturetone-Eden—BMI)<br><i>Ruby &amp; Romantics (Kapp 759)</i>                               |
| 12 | <b>RESPECTABLE</b><br>(Wemer—BMI)<br><i>Outsiders (Capitol 5701)</i>                                     | 37 | <b>WE CAN WORK IT OUT</b><br>(MacLen—BMI)<br><i>Maxine Brown (Wand 1128)</i>  |
| 13 | <b>THAT NEW GIRL/CAN I</b><br>(Sanavan—BMI)<br><i>Manhattans (Carnival 517)</i>                          | 38 | <b>LARA'S THEME</b><br>(Robbins—ASCAP)<br><i>Brass Ring (Dunhill 4036)</i>  |
| 14 | <b>WHAT BECAME OF A BROKEN HEART</b><br>(Jobeto—BMI)<br><i>Jimmy Ruffin (Soul 35022)</i>                 | 39 | <b>AFTER I'M NUMBER ONE</b><br>(Soul Songs—BMI)<br><i>Don Cherry (Monument 947)</i>                                     |
| 15 | <b>COME SHARE THE GOOD TIMES WITH ME</b><br>(Joey Brooks—ASCAP)<br><i>Julie Monday (Rainbow 100)</i>     | 40 | <b>WIPE OUT</b><br>(Miraleste, Robinhood—BMI)<br><i>Surfars (Dot 144)</i>   |
| 16 | <b>TAKIN' ALL I CAN GET</b><br>(Saturday—BMI)<br><i>Mitch Ryder (New Voice 814)</i>                      | 41 | <b>YOU'RE GONNA MISS ME</b><br>(Acquire-Kassen—BMI)<br><i>Thirteenth Floor Elevator (International Artists IA 107)</i>  |
| 17 | <b>PASS THE HATCHET</b><br><i>Roger &amp; Gypsies (Seven B 7001)</i>                                     | 42 | <b>THIS IS MY HOUSE</b><br>(Essex—ASCAP)<br><i>Moody Blues (London 1005)</i>  |
| 18 | <b>I CALL YOUR NAME</b><br>(MacLen—BMI)<br><i>Buckingham's (U.S.A. 848)</i>                              | 43 | <b>CHAINS OF LOVE</b><br>(Hornet—BMI)<br><i>Chuck Jackson (Wand 1129)</i>   |
| 19 | <b>LIVING ABOVE YOUR HEAD</b><br>(Wippity—BMI)<br><i>Jay and The Americans (United Artists UA 50046)</i> | 44 | <b>BIG CITY</b><br>(Lantam, Heleriqui—BMI)<br><i>Daniels (Lantam Oil)</i>   |
| 20 | <b>MOST OF ALL</b><br>(Geld-Udel—ASCAP)<br><i>Cowsills (Philips 40382)</i>                               | 45 | <b>PUT YOURSELF IN MY PLACE</b><br>(Screen Gems, Columbia—BMI)<br><i>Buddy Grace (Reprise 0495)</i>                     |
| 21 | <b>DEAR MRS. APPLEBEE</b><br>(H & L—BMI)<br><i>Flip Cartridge (Parrot 306)</i>                           | 46 | <b>SUMMER KISSES</b><br>(Presta—BMI)<br><i>Floud &amp; Jerry &amp; Counterpoints (Presta 1006)</i>                      |
| 22 | <b>BABY I LOVE YOU</b><br>(Metric—BMI)<br><i>Jimmy Holiday (Minit 3202)</i>                              | 47 | <b>(BABY) YOU DON'T HAVE TO TELL ME</b><br>(Saturday—BMI)<br><i>Walker Bros. (Smash 2048)</i>                           |
| 23 | <b>TAKE YOUR LOVE</b><br>(Screen Gems-Cal.—BMI)<br><i>Bobby Goldsboro (United Artists 50044)</i>         | 48 | <b>BORN FREE</b><br>(Screen Gems, Columbia—BMI)<br><i>Roger Williams (Kapp 767)</i>                                     |
| 24 | <b>A LETTER FROM A SOLDIER</b><br>(Wanessa-Bookings—BMI)<br><i>Connie Francis (MGM 13545)</i>            | 49 | <b>TOO MANY PEOPLE</b><br>(Pongari, Cooga—BMI)<br><i>Leaves (Mira 227)</i>  |
| 25 | <b>DADDY</b><br>(Crazy Cajun-Flamar—BMI)<br><i>Pebbles &amp; Bam Bam (HBR 484)</i>                       | 50 | <b>MR. DIEINGLY SAID</b><br>(Tender Tunes, Elmwin—BMI)<br><i>Critters (Kapp 769)</i>                                    |



# Little Milton

## TELLS IT LIKE IT IS!

### “Man Loves Two”<sup>CHECKER 1149</sup>



### COOKIN'

Ramsey Lewis  
**WADE IN THE WATER**  
CADET 5541

Billy Stewart  
**SUMMERTIME**  
CHESS 1966

Etta James & Sugar Pie DeSanto  
**IN THE BASEMENT**  
CADET 5539

Little Joe Blue  
**DIRTY WORK GOING ON**  
CHECKER 1141

Kip Anderson  
**WITHOUT A WOMAN**  
CHECKER 1145

The Dells  
**THINKIN' ABOUT YOU**  
CADET 5538

The Strangers  
**LAND OF MUSIC**  
\*KR 0115

Cash McCALL  
**WHEN YOU WAKE UP**  
\*THOMAS 307

Monk Higgins  
**WHO-DUN-IT**  
\*St. LAWRENCE 1013



## CHESS

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# PLATTER SPINNER PATTER

WXYZ-Detroit is the first radio outlet to receive the Metropolitan Detroit Junior Achievement Media Award. The award was presented to the outlet in "recognition of its outstanding and continual contribution to the cause of free enterprise and for its concern and active participation in the field of educating our youth in the principles of our nation's business system." Under the direction of John Dew, public service director for the outlet, a series of announcements was aired assisting Junior Achievement in their goal with emphasis on Junior Achievement Week.

David and Caryn Watkins are regularly scheduled Top 40 spinners over WBAL-FM-New York. This is definitely a youthful achievement as David and Caryn are aged 13 and 11 respectively. Their program is in the 4:30 to 5:30 slot each Thursday. The youthful spinners air approximately 22 decks during their weekly hour.

The "Softball Softies" of WRAW-Reading, Pa. met their match when they played "The King & His Court." Approximately 2500 fans were in attendance to see the pros' beat the deejays. The final score was 3 to 1 with the "Softball Softies" on the lower end of the score sheet.

WKLO-Louisville, Ken. is sending 750 singles and 100 albums in response to a request for "musical sounds" from Pfc. John E. Reed who is stationed with the 347th Transportation Co. in Viet Nam. Reed was in charge of building a company day-room and appealed to the outlet for records. The station aired the request and received about 10,000 decks, all of which will be distributed to U.S. outfits stationed in Viet Nam.

Vince Paul of KHOW-Denver has, in 2-weeks, collected over 6,000 pounds of un-popped pop-corn . . . all because of a letter from a soldier in Viet Nam expressing a desire for this popular American "delicacy."

The big man, Fat Daddy of WWIN-Baltimore, was there last Saturday (23) at the "WWIN Caravan Of Stars" at the Baltimore Civic Center. Otis Redding and Garnett Mimms were only two of the many performers appearing on the Caravan. Fat Daddy emceed the show along with some of the outlet's other swingin' spinners such as Hot Rod, Sir Johnny-O, Sam Beasley, Kelson Fischer, Larry Dean, Al Jefferson, Joe Parker, and Champ Higgins.

Vik Armen of WPRO-Providence, R.I. presented James Brown with one of the stations "I Do It." sweatshirts when the songster stopped by for a visit. Brown seemed to like the gift so Armen silk-screened "James Brown" on it. Brown was in Providence for a one-night spectacular.

KNEW-Spokane as of July 18th became KJRB-Spokane. The outlet's programming policy and staff has remained unchanged.

Jim Stagg who spins 'em for WCFL-Chicago reports that he has been receiving "thousands of entries daily" in his "London Trip" contest. The winner of this trip (which has nothing whatsoever to do with LSD) will leave August 6th for a 6-day stay in London. A postcard entry is all that's necessary.

Vet radio exec Bill Watson has joined Drake-Chenault, broadcasting consultants. Watson will serve as programming assistant to Bill Drake. Watson formerly hosted his own af-



**SUPREMES DAY:** The very popular Supremes recently dropped into Wibbageland to see what was happening. They found out. WIBG-Philadelphia had gotten word that the three ladies were on their way and announced that that day (that very day) was "Supremes Day." The Supremes were in the Quaker City area due to their being scheduled for a performance at the nearby Lambertville, New Jersey Music Circus. Soon after arriving at the outlet, the winsome threesome was ushered into a broadcast booth where Bill Wright Sr. was holding down the fort and spinning 'em out over the air waves. Bill is shown in the center of the above picture, while surrounded by the Supremes. During their visit to Wibbageland, the Supremes answered questions regarding their marital status, ages and the like. The recordings of the group were spotlighted on every show aired by the outlet on "Supremes Day."

ternoon show over KMEN-San Bernardino.

Following on the heels of the "Batman" craze, "The Green Hornet" will return to the air via ABC-TV this Fall. Al Hirt's trumpet blasts the sounds of the show's theme, "Flight Of The Bumblebee." This tune has been associated with "The Green Hornet" since its beginning as a radio adventure series in 1936. Van Williams will play the title role.

WEAM-Arlington, Va. recently hosted a gala in the Washington Coliseum. Several thousand avid fans packed themselves into the hall to see the Rolling Stones, the McCoys, the Standells, and the Tradewinds. The big event was emceed by the outlet's "Red Coat" Russ Wheeler. Other "Red Coats," Richie Sher and Steve Wade assisted in the emcee chores.

**SPUTTERS:** Al Koski, radio news director of WXYZ-Detroit, has been appointed to the Michigan State Citizens' Committee (for the disbandment of organized crime within the state). . . . Stan Gurell has been appointed veep/general manager of the National Science Network. . . . Victor Sabatini has been added to the sales staff of KFWB-Hollywood. . . . Ronnie Whitlock has been promoted to news director of KRIO-McAllen, Tex.

**VITAL STATS:** David Young has left KPPC-FM-Pasadena to head up a KG nightly pop-jazz program over KGLA-Hollywood. . . . Danny O'Brien, formerly of KGNS-TV-Laredo, has joined the air staff of KRIO-McAllen, Tex. . . . Formerly general manager of KDAY-Los Angeles, Norman Posen has joined the sales force of KFWB-Hollywood.

## BREAKING

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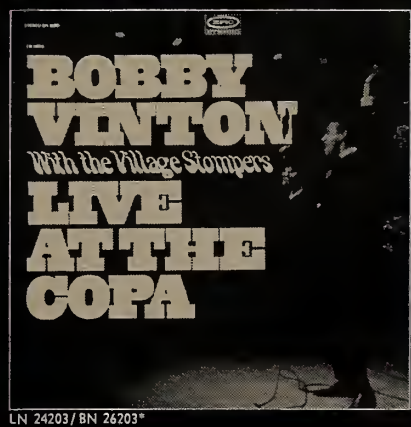




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# RECORD REVIEWS

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

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

## Pick of the Week

LIVIN' ABOVE YOUR HEAD (2:35)  
[Wippity, BMI—Sanders, Vance, Black]

LOOK AT ME—WHAT DO YOU SEE (2:23) [Unart, BMI—Young]

JAY & AMERICANS (United Artists 50046)

Jay and the Americans should quickly add another link to their long string of hits (the crew recently hit with "Crying") with this latest UA offering. The "A" side here, "Livin' Above Your Head," is a rhythmic, dramatically-building item about a fella whose concerned that his girlfriend is riding for a fall. "Look At Me—What Do You See" is a lively, warm-hearted handclapper about a guy who wants a certain gal to take notice of him.

GO AHEAD AND CRY (2:34) [Righteous Brothers BMI—Medley]

THINGS DIDN'T GO YOUR WAY (3:30)  
[Righteous Brothers BMI—Hatfield]

RIGHTEOUS BROTHERS (Verve 10430)

The Righteous Bros. should strike paydirt in no time flat with this new original Verve entry tabbed "Go Ahead And Cry." The tune's a tender, blues-soaked, dramatically-building, chorus-backed tale of rejection. "Things Didn't Go Your Way" is a slow-moving, bittersweet after-hours blueser.

MONEY WON'T CHANGE YOU PT. I  
[Dynatone, BMI—Brown, Jones]

MONEY WON'T CHANGE YOU PT. II  
[Dynatone, BMI—Brown, Jones]

JAMES BROWN (King 6048)

James Brown is already hitting with this latest King offering, "Money Won't Change You," which looks as if it could well be one of the vet pop-blues songster's biggest to date. The side is a pulsating, bluesy, danceable affair about a guy who appears to have serious problems with his gal. The coupler's a lively handclapper in the same bag as the top lid.

THE DANGLING CONVERSATION (2:35)  
[Charing Cross, BMI—Simon]

THE BIG BRIGHT GREEN PLEASURE MACHINE (2:40)  
[Charing Cross, BMI—Simon]

SIMON & GARFUNKEL (Columbia 43728)

Simon and Garfunkel haven't missed yet (they're currently coming off "I'm A Rock") and this commercial newbie should also become a smash. The "A" side, "The Dangling Conversation," is an easy-going, gentle pop-folk ode which underscores some of life's everyday hypocrisies. "The Big Bright Green Pleasure Machine" is a rollicking, blues-soaked danceable rocker.

HOW SWEET IT IS (TO BE LOVED BY YOU) (2:58)  
[Jobete, BMI—Holland, Dozier, Holland]

NOTHING BUT SOUL (2:24)  
[Jobete, BMI—Holland, Dozier, Holland]

JR. WALKER & ALL STARS (Soul 35024)

Jr. Walker and Co. are already moving up the charts with this latest Soul offering, "How Sweet It Is (To Be Loved By You)," and there's no reason why the deck can't continue to zoom. The side is a pulsating, infectious jazz-blues pledge of devotion with an effective 'cut-live' flavor. "Nothing But Soul" is a rhythmic, raunchy sans-vocal stanza.

ASHES TO ASHES (2:27) [Screen Gems-Columbia, BMI—Wine, Bayer]  
YOU DON'T KNOW ABOUT LOVE (2:56) [Kenstreet, BMI—Stewart]  
MINDBENDERS (Fontana 1555)

The Mindbenders could well duplicate their recent number smash of "A Groovy Kind Of Love" with this blue-ribbon follow-up labeled "Ashes To Ashes." The side's a rhythmic, medium-paced tearjerker about a love-sick guy whose singin' the blues 'cause his romance is headed for the rocks. "You Don't Know About Love" is a moody, low-key especially tender lament.

YOU BETTER TAKE IT EASY BABY (2:32)  
[South Mountain, BMI—Randazzo, Pike]

GONNA FIX YOU GOOD (EVERY TIME YOU'RE BAD) (2:30)  
[South Mountain, BMI—Randazzo, Pike]

LITTLE ANTHONY & IMPERIALS (Veep 1223)

Little Anthony and the Imperials should have no difficulty zipping up the charts 1-2-3 (they're currently coming off with "Better Use Your Head") with this top-flight newbie tagged "You Better Take It Easy." The tune's a slow-shufflin' blues-drenched ode about a fella who wants his gal to give him half a chance to prove himself in the romance dept. "Gonna Fix You Good (Every Time You're Bad)" is a quick-paced, warm-hearted r&b romancer.

## Pick of the Week

SAY I AM (WHAT I AM) (2:37) [Dundee, BMI—G.&B. Tomsco]

LOTS OF PRETTY GIRLS (2:13) [TM, BMI—Rush, Leka]

TOMMY JAMES & SHONDELLS (Roulette 4695)

Right-off-the-bat Tommy James and the Shondells topped the charts with their initial Roulette offering of "Hanky Panky" and this blue-ribbon follow-up, "Say I Am (What I Am)," should also go the hitsville route. The side is a twangy, medium-paced bluesy ode about a fella who'll do almost anything to get the girl of his dreams. Flip, "Lot's Of Pretty Girls," is a low-key soulful thumper.

TURN-DOWN DAY (2:29) [Northern, ASCAP—Keller, Blume]

BIG, LITTLE WOMAN (2:30) [Nemperor, BMI—Dawes, Dannemann]

CYRKLE (Columbia 43729)

The Cyrkle did real well with their initial blockbuster, "Red Rubber Ball," and this second edition, "Turn-Down Day," should also become a tremendous money-maker. This one's an easy-going, rhythmic blueser about an unfortunate guy who's been given the romantic gate. "Big, Little Woman" is a pulsating, infectious good-natured romancer.

MORNING MEANS TOMORROW (3:02)  
[Honeycomb, ASCAP—Rodgers]

YOUNG IDEAS (2:35) [Geld-Udell, ASCAP—Geld, Udell]

JIMMIE RODGERS (Dot 16916)

Jimmie Rodgers should soar up the charts lickety-split with this excellent follow-up to his recent "It's Over" triumph. The "plug" lid here, "Morning Means Tomorrow." The tune is medium-paced, hauntingly lyrical lament about a guy who really wants to get back together with his ex-gal. "Young Ideas" is a lively, high-powered, chorus-backed affair which claims that kids should have their say.

CHERRY, CHERRY (2:37) [Tallyrand, BMI—Diamond]

I'LL COME RUNNING (3:00) [Tallyrand, BMI—Diamond]

NEIL DIAMOND (Bang 528)

Hot-on-the-heels of his reputation-establishing "Solitary Man" triumph, Neil Diamond comes up with another sure-fire blockbuster. This one's called "Cherry, Cherry" and it's a lively, pulsating chorus-backed romancer with an infectious repeating riff. "I'll Come Running" is a hauntingly plaintive, slow-shufflin' tender ballad.

TORN CURTAIN (2:47)  
[Shamley, ASCAP—Addison, Livingston, Evans]

IVY (2:30) [Saturday, BMI—Linzer, Randell]

DICK ROMAN (Coral 62489)

Dick Roman can get back in his previous money-making ways with this impressive Henry Jerome-produced reading of the main-theme from the soon-to-bow "Torn Curtain" flick. The tune is a laconic, slow-moving chorus-backed romancer impressively essayed by the songster. "Ivy" is a catchy, listenable pledge of devotion.

## Newcomer Pick

WHY CAN'T I (2:05) [Trippington, BMI—Barberis, Joyce]

PUCCI GIRL (2:14) [Trippington, BMI—Weinstein, Barberis, Joyce]

NEW ORDER (Warner Bros. 5836)

The New Order can quickly establish themselves with this potent Warner Bros. candidate called "Why Can't I." Cut is a fast-moving throbblingly bittersweet laconic affair about a fella who can't understand why a certain special girl doesn't fall for him. "Pucci Girl" is a tender, slow-shufflin' plaintive romancer.

AIN'T NOBODY HOME (2:25) [Rittenhouse, BMI—Ragovoy]

HOW COME MY BULL DOG DON'T BARK (2:45)  
[Rittenhouse, BMI—Ellison, Bell]

HOWARD TATE (Verve 10420)

Newcomer Howard Tate can create plenty of excitement in both the pop and r&b departments with this top-notch Verve outing called "Ain't Nobody Home." The tune is a medium-paced, funky, soulful lament about a fella who serves notice on his gal that he won't put up with her selfish ways anymore. "How Come My Bull Dog Don't Bark" is a raunchy, tradition-oriented blues rocker.



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# RECORD REVIEWS

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

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

## Best Bets

**BILLY JOE ROYAL** (Columbia 43740)

● **CAMPFIRE GIRLS** (2:19) [Febe, BMI—Weller] Billy Joe Royal could score with this medium-paced, happy sounding ditty that puts down an unfaithful girl. Loads of appeal in the groovy sound here.

(B+) **SHOULD I COME BACK** (2:56) [Lowery, BMI—South] Another tale of a heartbreaking affair.

**LITTLE MILTON** (Checker 1149)

● **MAN LOVES TWO** (2:59) [Febe, BMI—Crosby, Branch] Little Milton should have this deck moving both pop and R&B with his groovy, blue drenched, shouting reading of this tale of the eternal triangle.

(B+) **BELIEVE IN ME** (2:45) [Chevis, BMI—Anderson, DeMell, DeSanto] More soul-filled sounds back here.

**THE CHARADES** (MGM 13540)

● **THE KEY TO MY HAPPINESS** (2:14) [Duchess, BMI—Maxwell] Powerful, hard driving R&B sound coupled with a smooth, melodic vocal should make noise for the Charades. This danceable side could stir action both Top 40 and R&B.

(B+) **WEEPING CUP** (2:15) [Hastings, BMI—Maxwell] More groovy rhythms.

**THE LEGEND** (Date 1521)

● **RAINING IN MY HEART** (2:15) [Acuff-Rose, BMI—Bryant, Bryant] The Legend could do very well with this groovy, lyrical updating of this years back Buddy Holly click. Loads of appeal for the teens packed in here.

(B+) **HOW CAN I FIND HER** (2:10) [Bodean, BMI—Foster, Sessody] Easy paced tuneful ditty.

**BERNIE MADNESS** (Bang 529)

● **BIKINI BEACH** (2:48) [Web IV, BMI—Haber] Medium-paced infectious summer tune could make lots of spins and sales noise for Bernie Madness. The beach tune should keep the teens' attention.

(B+) **PLEASANT DREAMS** (2:29) [Web IV, BMI—Haber] Pretty ballad for a backer.

**THE BELFAST GIPSIES**

(Loma 2051)

● **GLORIA'S DREAM (ROUND AND AROUND)** (2:05) [Living Legend, ASCAP—McAuley, McAuley, McLeod, Scott, Fowley] This newcoming group could make a national name with this thumping, shouting, medium-paced rocker. The danceable sound should find favor with the teens.

(B+) **SECRET POLICE** (2:35) [Fowley, Zulu, BMI—Fowley, Hardesty, Waltner] Wild screamer back here.

**GLORIA JONES** (Uptown 732)

● **COME GO WITH ME** (1:53) [Fee Bee, Gil, BMI—Quick] Powerful hard driving rhythmic romancer smoothly read by Gloria Jones backed by a solid ork. Side has loads of danceability and could go far.

(B+) **HOW DO YOU TELL AN ANGEL** (1:55) [Equinox, BMI—Cobb] Warm ballad back here.

**WEBSTER'S NEW WORD**

(Columbia 43745)

● **HARD LOVING LOSER** (2:50) [Witmark, ASCAP—Farina] Webster's New Word could make a national name for itself with this seemingly caustic funky rocker that resolves itself in affairs. Highly different sound could make lots of noise.

(B+) **I DON'T WANT TO BE THE ONE** (2:42) [Blackwood, BMI—Mason] Easy paced melodic outing.

**RANDY AND THE RAINBOWS**

(Mike 4008)

● **BONNIE'S PART OF TOWN** (2:40) [Screen Gems, BMI—Lee] Loads of potent teen dance appeal packed into this hard driving, thumping ditty. The group's harmonic vocal effort gives the side added appeal. Watch closely.

(B+) **CAN IT BE** (2:10) [Key Play, BMI—O'Brien, O'Brien, Shea] More good sounds back here.

**JOSEPHINE XIII** (Cameo 427)

● **DOWN ON THE FUNNY FARM** (2:44) [Captain Marvel, BMI—Rand] Josephine XIII answers the currently chart topping Napoleon XIV outing with this recitation in the same bag. Deejays should have a ball with this one.

(B+) **BREAK THE DRUM** [Captain Marvel, BMI—Rand] Instrumental backer.

**THE DAYDREAMS** (Dial 4034)

● **EASY BABY** (2:32) [Tree, BMI—Johnson, Clay, Smith, Jones, Cheek] Groovy, rhythmic infectious outing could make lots of noise for the Daydreams in both the pop and R&B markets. Watch this smooth outing closely.

(B+) **HERE AND NOW** (1:58) [Tree, BMI—Hurley, Wilkins] Sweet, full bodied ode.

**TONY DEAN** (Manhattan 802)

● **MY GROUP HAS TOO MANY CAVITIES** (2:05) [Mirby, White Cliffs, BMI—Hatcher] Happy go lucky novelty take off on the TV commercial classic could get lots of attention. The cute vocal and instrumental backing help sell the deck.

(B+) **JUST FOR FUN** (2:08) [Mirby, White Cliffs, BMI—Hatcher] Interesting tune for a backer.

## Best Bets

**LAVERN BAKER** (Brunswick 55297)

● **BATMAN TO THE RESCUE** (2:00) [Raleigh, BMI—Chase] LaVern Baker should get loads of play with this wild, swinging ditty in the modern, camp bag. The lark does her usually fine, full bodied vocal job on this outing.

(B+) **CALL ME DARLING** (2:40) [Anne Rachel, BMI—Reisfeld, Marbot, Dick] Pretty ballad for a backer.

**LEON HAYWOOD** (Fat Fish 8005)

● **SOUL CARGO** (2:05) [Vault, BMI—Haywood] Leon Haywood could have a multi-faceted success with this groovy, jazz based rhythmic instrumental outing. Side is spinnable via Top 40, middle of the road and jazz outlets. Watch closely.

(B+) **SPICE OF THE BLUES** (2:45) [Vault, BMI—Haywood] More groovy sounds on the back.

**TIMI YURO** (Mercury 72601)

● **DON'T KEEP ME LONELY TOO LONG** (2:34) [Glad, BMI—Montgomery] Timi Yuro could have a bit hit with this haunting, melodious love lost ballad. The lush ork and the story-filled lyric give the outing added potential.

(B+) **YOU TOOK MY HAPPY AWAY** (2:21) [Pamper, BMI—Nelson] Another tale of a broken heart.

**CHRIS CLARK** (VIP 25038)

● **LOVE'S GONE BAD** (2:21) [Jobete, BMI—Halland, Dozier, Holland] Powerful R&B sound could make lots of noise for Chris Clark via both R&B and top 40 outlets. Potent thumping highly danceable sound gives the side a step forward.

(B+) **PUT YOURSELF IN MY PLACE** (2:43) [Jobete, BMI—Holland, Dozier, Holland, Thorton] Groovy, medium-paced rhythmic ditty.

**JOE DOWELL** (Monument 952)

● **IF I COULD FIND OUT WHAT IS WRONG** (2:06) [Tuneville, BMI—Dowell] Joe Dowell could stir lots of interest with this message filled tune that searches for the key to today's problems. This emotion provoking outing should get play via a variety of outlets.

(B+) **INDIAN SUMMER DAYS** (2:08) [Combine, BMI—Dowell] Pretty, but touching tune back here.

**JIMMY RADCLIFFE** (Shout 202)

● **LUCKY OLD SUN** (2:55) [Robbins, ASCAP—Gillespie, Smith] Jimmy Radcliffe should make lots of R&B noise and could score pop as well with this driving, infectious reading of this evergreen. The soul-filled sound is a solid play item.

(B+) **SO DEEP** (2:36) [Sealark, BMI—Brass, Brooks] Pretty ballad back here.

**MAYFIELD SINGERS**

(Mayfield 7712)

● **I'VE BEEN TRYING** (2:44) [Curtom, BMI—Mayfield] The Mayfield Singers should get a good reaction to this moving, blues drenched, melodic romancer. The pretty vocal effort and the lush ork backing give the side a tone of potential.

(B+) **IF** (2:23) [Chi-Sound, BMI—Draper] Groovy, medium-paced ode.

**LES LEDO** (Epic 10047)

● **YOU'LL BE BACK** (2:05) [Serene, ASCAP—Ledo] Les Ledo could make a big name with this hard driving, thumping tale of a roaming girl. The potent, highly danceable sound could catch on with the teens.

(B+) **WHEN YOU'RE IN LOVE** (2:25) [Serene, ASCAP—Ledo] Strongly moving tale of romance.

**DEBBIE LORI KAYE**

(Columbia 43730)

● **THE IRON CROSS** (2:31) [Vintage, BMI—Tubert, Ward] This haunting, hard deck could make lots of noise for the young lark. The teen oriented subject should evoke loads of comment and cause attention to the side.

(B+) **BABY WHAT I MEAN** (2:31) [United Artists, ASCAP—Sheldon, Hamilton] Easy chant over here.

**THE BIRDWATCHERS** (Mala 536)

● **I'M GONNA LOVE YOU ANYWAY** (2:15) [Sherlyn, BMI—Murcia] Thumping, rocking teen-slanted romancer should prove to be a noise maker for the Birdwatchers. The pretty lyric gives the side added appeal.

(B+) **A LITTLE BIT OF LOVIN'** (1:50) [Sherlyn, BMI—Hall] Strong rocker back here.

**NORMA TANEGA** (NewVoice 815)

● **BREAD** (2:43) [Saturday, BMI—Tanega, Brown, Bloodworth] Norma Tanega could break the charts with this lyrical, infectious ditty in her usual haunting bag. The lark's different sound makes this funky side a good play item.

(B+) **WAVES** (2:52) [Saturday, BMI—Tanega] Smooth, poetic ditty.

**THE LIVE WIRES** (Boom 60,015)

● **THE MASK** (2:20) [Tard, Dorafo, BMI—Filchock, Theopolis, Nescatosis] Medium-paced, highly danceable rocker with a highly infectious refrain should stir spins and sales for the Live Wires. Fine play item for either listening or dancing.

(B+) **KEEP IT TO YOURSELF** (2:30) [Tard, Dorafo, BMI—Filchock, Theopolis, Nescatosis] Medium-paced, melodic rocker.





**as  
hot  
as  
the  
sun!**

#77833

**"COME ON SUNSHINE"  
GIL & JOHNNY**







# RECORD REVIEWS

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

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

## Best Bets

JAYBEES (RCA Victor 8904)

● I'M A LONER (2:14) [Valando, ASCAP—Hill, Nicholls] The Jaybees could go a long way with this rocking, lyrical highly danceable teen-slanted entry. The groovy sounds should get lots of spinning.

(B+) DO YOU THINK I'M IN LOVE (2:13) [Valando, ASCAP—Kaye, Nicholls] Thumping, melodic teen romancer.

CHARLES CHRISTY (HBR 473)

● IN THE ARMS OF A GIRL (2:40) [Anihanbar, Wubker, BMI—Smith, May] Charles Christy could make a name for himself with this sweet, moving melodic teen-slanted ode to the glories of love. Easy listening throughout the side.

(B+) YOUNG AND BEAUTIFUL (2:07) [Gladys, BMI—Silver, Schroeder] Pretty ballad back here.

HENRY THE IX (Showcase 9810)

● DON'T TAKE ME BACK OH, NO! (2:24) [Barmour BMI—Beducci] Henry The IX can create plenty of sales and airplay excitement with this top-flight take-off on the current Napoleon XIV chart-topper. This amusing spoof concerns a fellow who seems rather pleased to be locked up in the funny farm. Watch it closely.

(B+) DON'T TAKE ME BACK OH, NO! DO IT YOURSELF STYLE (2:24) [Barmour BMI—Beducci] Far-out, sans-vocal gimmicky affair.

DICK GLASS (RCA Victor 8898)

● ETHEREAL BABY (2:37) [Morning, BMI—Wolfe, Glass] Here's a pretty session that could launch Dick Glass right into the national spotlight. A pretty, soft romancer done up nicely, this one may make it.

(B+) CAVERNS (2:22) [Caverned, Morning, BMI—Wolfe, Glass] Haunting Lindesque ballad.

## B+ REVIEWS

STARBUCK (Valiant 744)

(B+) I WHO HAVE NOTHING (2:18) [Milky Way, Trio, Cottillion, BMI—Lieber, Stoller] Potent reading of this sturdy ballad.

(B) LET YOUR HAIR HANG LONG (2:29) [Sherman, DeVorzon, BMI—Gurren, Keith] Low-key, funk-filled rocker.

ALL THE MARBLES (Oliver 2004)

(B+) IT TAKES A LITTLE LOVE-LIGHT (2:54) [Captain Marvel, BMI—Haber] Soft, pretty rock charmer.

(B) I'M GONNA LOCK YOU UP (2:20) [Captain Marvel, BMI—Haber] Raunchy, rhythmic teen item.

JUDY LYNN (Musicor 1192)

(B+) THE PROSPECTOR (2:39) [Glad, BMI—E. Horton, J. Lynn] Light, sprightly, bouncing, semi-syncopated ditty.

(B) MOMENT OF SILENCE (2:35) [Glad, BMI—R. Behunin, J. Lynn] Tear-stained country ballad.

UDO JERGENS

(Warner Brothers 5837)

(B+) MERCI CHERIE (3:12) [Montana-Cavendish, Jurgens, Hoerbiger] Slow, pulsating ballad.

(B) STAY, STAY, STAY IN MY WORLD (2:28) [Burbank, ASCAP—Udo Jurgens] Up-tempo, Latin-flavored ballad.

FRANKIE RANDALL

(RCA Victor 47-8905)

(B+) SPANISH FLEA (2:12) [Almo, ASCAP—J. Wechter, C. Wechter] Bright, bouncing treatment of this oft cut side.

(B) HOW QUICKLY THEY FORGET (2:27) [Diane-Lisa, ASCAP—D. Poncher, B. Russel] Quiet, late-night ballad with a Latin flavor.

LORNE GREENE

(RCA Victor 47-8901)

(B+) WACO (2:21) [Ensign & Lorne Greene, BMI—Hal Blair, Jimmie Haskell] Narration backed by chorus, similar to his "Ringo" while-backer.

(B) ALL BUT THE REMEMBERING (2:33) [Ensign & Lorne Greene, BMI—Blair, Haskell] Easy going ballad for the romantically inclined.

(B+) EVIL OFF MY MIND (2:25) [Wilderness, BMI—Harlan Howard] The vet balladeer returns with this cover of the Jan Howard C&W hit.

(B) A TASTE OF HEAVEN (2:39) [Forest Hills, BMI—David Briggs, Jimmy Rule] Sprightly, folk-like romp.

SOUL LEE (Atlas 1258-2)

(B+) I STILL HAVE A FEELING FOR YOU (2:49) [White Cliff & MacAvery, BMI—R. Hines, E. Lee] Medium paced R&B moaner.

(B) I LOVE YOU (2:11) [White Cliff & MacAvery, BMI—R. Hines, E. Lee] Up-tempo R&B outing.

THE BOBBIES (Sonny 1001)

(B+) (SHE) PUT ME DOWN (Part 1) (2:50) [Hi Lo, BMI—Roland Janes] Rhythmic, thumping, rock effort.

(B) (SHE) PUT ME DOWN (Part 2) (2:55) [Hi Lo, BMI—Roland Janes] Same here.

ERIC KLOSS (Prestige 412)

(B+) ALL BLUES (3:05) [Musical Frontiers, BMI—Davis] Blue, jazz instrumental.

(B) THE SHADOW OF YOUR SMILE (2:30) [Webster-Miller, ASCAP—Mandel] Up-beat, jazz instrumental.

## B+ REVIEWS

KIT KATS (Jamie 1321)

(B) WON'T FIND BETTER THAN ME (2:30) [Dandelion, BMI—C. Housman, C. Stewart] Hard driving rock accompaniment to a high keyed ballad.

(B+) THAT'S THE WAY (2:15) [Dandelion, BMI—C. Housman, C. Stewart] Up-beat rock outing.

L'I'L WALLY AND HARMONY BOYS (Jay Jay 333)

(B+) ALL FOR NOTHING WSZYSTKO NADAREMNIE [Jay Jay, BMI—W. Jagiello] Fast paced, Russian gypsy type tune.

(B) GIVE HER TO ME (DAJCIE MI JA) [Jay Jay, BMI—W. Jagiello] Same for this side.

KEITH EVERETT (TMP-Ting 121)

(B+) SHE'S THE ONE WHO LOVED YOU (2:17) [Toddmark, BMI—K. Gravenhorst] Slow paced, blues flavored, lamenting, heart throber.

(B) LOOKIN' SO FINE (2:33) [Toddmark, BMI—K. Gravenhorst] Slow rock ballad.

ERROLL GARNER (MGM 13547)

(B+) AFFINIDAD (2:50) [Octave, ASCAP—Garner] Medium paced bossa nova romp by the vet 88'er.

(B) THAT'S MY KICK (2:45) [Octave, ASCAP—Garner] Bouncing up-tempo ditty.

HAL FRAZIER (Reprise 0498)

(B+) IN THE ARMS OF LOVE (2:18) [Twin Chris, ASCAP—Mancini, Livingston, Evans] Rich, dreamy, vocal.

(B) COLD, COLD SUMMER (2:12) [Pomona, BMI—Christopher, Lombardo] Heavily orchestrated, pulsating ditty.

FREDDY SCOTT & ORCHESTRA (Marlin 16004)

(B+) POW CITY (2:32) [Sherlyn, BMI—] Rhythmic, pounding, thumping R&B session.

(B) QUIET TIME (2:10) [Sherlyn, BMI—Shapiro] Soft, quiet, mostly piano inst.

GLADYS TYLER WITH RAY SCOTT AND THE SCOTSMEN (Decca 31991)

(B+) ONLY THE ONE YOU LOVE (2:17) [Roosevelt, BMI—Charles Singleton, Eddie Snyder] Soft late-night ballad.

(B+) A LITTLE BITTY GIRL (WITH A GREAT BIG MOUNTAIN OF PRIDE) (2:50) [Duchess, BMI—Gladys Tyler] Rhythmic, wailing vocal romp.

MILL EVANS (Constellation 66297)

(B+) THINGS WON'T BE THE SAME (2:10) [Chardon, BMI—C. Jones, R. Dobyne] Rhythmic, semi-syncopated, vocal outing.

(B) I'VE GOT TO HAVE YOUR LOVE (1:50) [Lula, Joni, BMI—B. Shepphard, R. Parker] Spritely, up-tempo vocal.

BRIMSTONES (World Pacific 77834)

(B+) I'M IN MISERY (2:03) [Metric, BMI—Smith, Hutchings, McCarty] Soft, mid-tempo teen blues-er.

(B) COLD HEARTED WOMAN (2:15) [Metric, BMI—Smith, Hutchings, McCarty] Another blues-er, but more lively.

TORNADOS (Date 1519)

(B+) HEY! BABY (2:18) [LeBill, BMI—Channel, Cobb] Wild reworking of the Bruce Channel while-backer.

(B) NEXT STOP, KANSAS CITY (1:32) [Fairlane, BMI—Caricola] Contagious instrumental.

DAVID CLAYTON THOMAS (Tower 263)

(B+) BRAIN WASHED (3:10) [Duffer, BMI—D. C. Thomas, R. Cates] Strong, pounding, wailing rocking, Dylanesque protest song.

(B) BORN WITH THE BLUES (2:30) [Duffer, BMI—D. C. Thomas, R. Cates] Moaning blues rocker.

CYNTHIA (Barry 1007)

(B+) HEAVENLY LOVE [Ponderosa, BMI—Carl Spencer, Robert Spencer] Up-tempo beat number with an almost chant-like reedy, vocal.

(B) THE WAY I FEEL [Moods, ASCAP—Terry Parker] This side is a little slower.

OVERTONES (Ajax 174)

(B+) SALLY PUT YOUR RED DRESS ON (2:12) [Westchester, BMI—Sabatino] Frantic "scream" workout.

(B) FROM MY HEART (2:21) [Westchester, BMI—Kelle] Soft, tender romancer.

RAY CHARLES SINGERS (Command 4085)

(B+) PROMISES (2:32) [Chappel, ASCAP—Springfield, Newell] Charming choral offering for middle-of-the-roads.

(B) IT'S TIME TO SING (2:05) [Manor, ASCAP—Wilson, Jones, Herman] Happy-go-lucky swing ditty.

NAI BONET (Karate 532)

(B+) JELLY/BELLY 2:22 [BW, ASCAP—Wilson, Bonet] Dance-oriented item, cashing in on well-known beer commercial and belly dancing.

(B) THE SEVENTH VEIL (1:58) [BW, ASCAP—Wilson, Bonet] Exotic, middle east danceable, sans vocal.

PHIL & FRANTICS (Ramco 1970)

(B+) I MUST RUN (2:40) [Renda, BMI—Kelsey, Musil] Soft, sad-sounding blueser.

(B) WHAT'S HAPPENING (2:12) [Renda, BMI—Kelsey, Musil] Wild, frenetic workout.



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# THE PIED PIPER



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ST. PETERS**

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*The Fabulously Talented*  
**KIT-KATS** with an  
"OUT OF SIGHT SOUND"  
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WAY"**

Jamie 1321



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# "SWEET DREAMS"

by

**TOMMY McLAIN**

MSL 197



**Jamie/Guyden Distributing Corporation**  
PHILADELPHIA, PA. 19123



# The Monkees mean big money

not  
peanuts



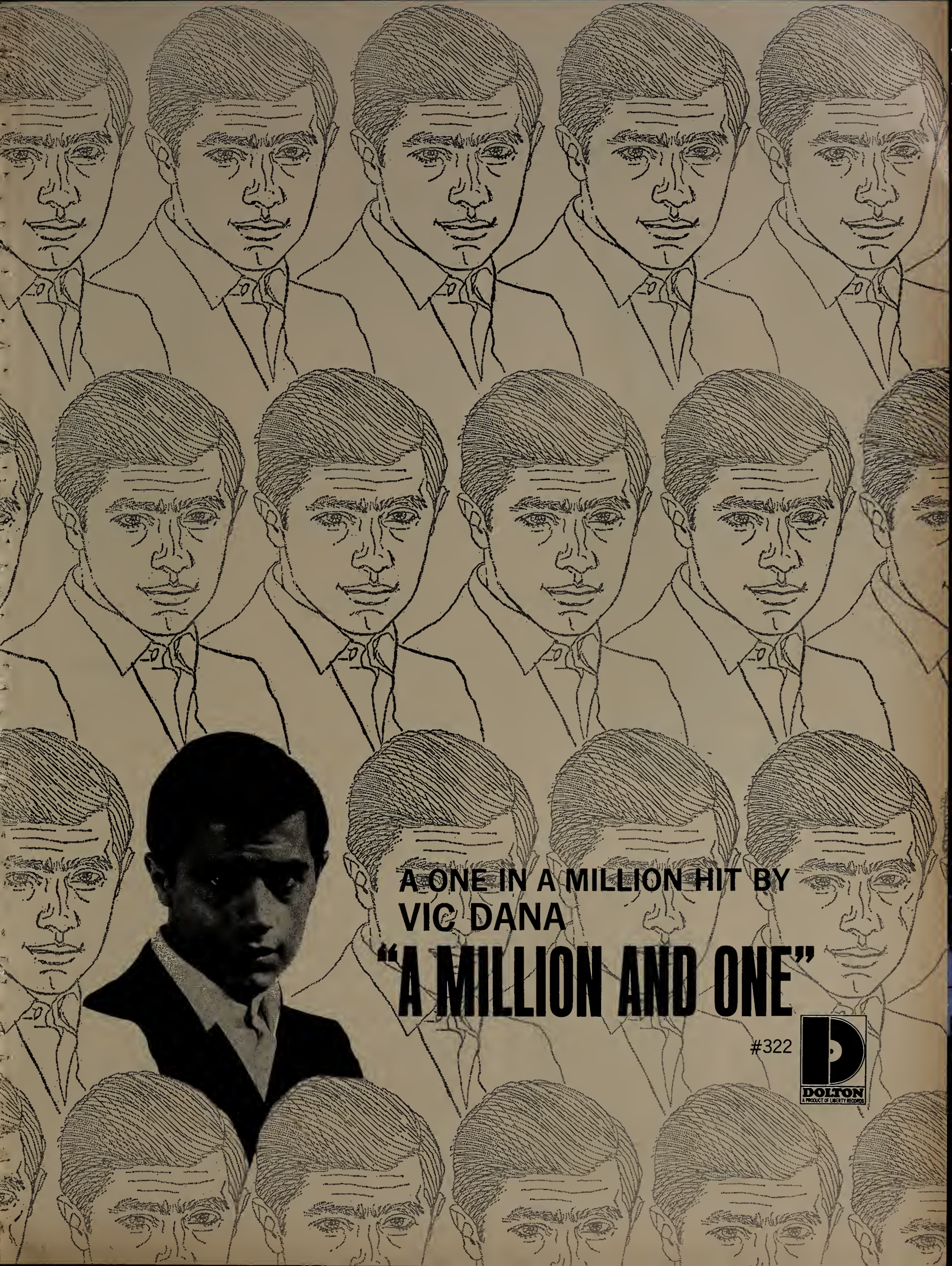
## TOP 50 IN R&B LOCATIONS

1	<b>HANKY PANKY</b> Tommy James & Shondells (Roulette 4686)	2	<b>THAT NEW GIRL</b> Manhattens (Carnival 517)	22
2	<b>I LOVE YOU 1000 TIMES</b> Platters (Musicor 1166)	1	<b>THAT'S ENOUGH</b> Roscoe Robinson (Wand 1125)	32
3	<b>LET ME BE GOOD TO YOU</b> Carla Thomas (Stax 188)	5	<b>WHEN A MAN LOVES A WOMAN</b> Percy Sledge (Atlantic 2326)	19
4	<b>GOOD TIME CHARLIE</b> Bobby Bland (Duke 402)	3	<b>LOVE ATTACK</b> James Carr (Goldwax 309)	35
5	<b>TAKE THIS HEART OF MINE</b> Marvin Gaye (Tamla 54132)	6	<b>SHADOW OF YOUR SMILE</b> Lou Rawls (Capitol 5655)	23
6	<b>MISTY</b> Richard 'Groove' Holmes (Prestige 401)	7	<b>I GUESS I'LL ALWAYS LOVE YOU</b> Isley Brothers (Tamla 54135)	31
7	<b>LET'S GO GET STONED</b> Ray Charles (ABC Paramount 10808)	4	<b>SWEET DREAMS</b> Mighty Sam (Amy 957)	36
8	<b>OPEN THE DOOR TO YOUR HEART</b> Darrell Banks (Revilott 204)	15	<b>WORLD OF FANTASY</b> Five Stairsteps (Windy City 602)	41
9	<b>TEENAGER'S PRAYER</b> Joe Simon (Sound Stage 7)	9	<b>LAND OF 1,000 DANCES</b> Wilson Pickett (Atlantic 2348)	—
10	<b>HAYANA MOON</b> Chuck Berry (Chess 1963)	16	<b>YOU'RE A GOOD THING</b> Mable John (Stax 192)	40
11	<b>WHEN YOU WAKE UP</b> Cash MC Call (Thomas)	13	<b>COOL JERK</b> Capitals (Karen 1524)	24
12	<b>TRAINS AND BOATS AND PLANES</b> Dionne Warwick (Scepter 12153)	18	<b>MONEY WON'T CHANGE YOU</b> James Brown (King 6048)	—
13	<b>I'LL LOVE YOU FOREVER</b> Holidays (Golden World 36)	11	<b>BABY I LOVE YOU</b> Jimmy Holiday (Minit 32002)	39
14	<b>IT'S AN UPHILL CLIMB TO THE BOTTOM</b> Walter Jackson (Okeh 7247)	14	<b>DIRTY WORK GOING ON</b> Little Joe Blue (Checker 1141)	42
15	<b>NEIGHBOR, NEIGHBOR</b> Jimmy Hughes (Fame 1003)	8	<b>GO GO TRAIN</b> Johnny Pano (Jet Stream 725)	25
16	<b>WADE IN THE WATER</b> Ramsey Lewis (Cadet 14814)	20	<b>THE RIGHT TRACK</b> Billy Butler (Okeh 7245)	44
17	<b>HOT SHOT</b> The Buena Vistas (Swan 4255)	12	<b>HOW SWEET IT IS</b> Jr. Walker & All Stars (Soul 35024)	—
18	<b>BLOWIN' IN THE WIND</b> Stevie Wonder (Tamla 54136)	21	<b>MAKE ME BELONG TO YOU</b> Barbara Lewis (Atlantic 2346)	49
19	<b>WARM AND TENDER LOVE</b> Percy Sledge (Atlantic 2342)	26	<b>BABY IT'S OVER</b> Bob & Earl (Mirwood 5517)	27
20	<b>AIN'T TOO PROUD TO BEG</b> Temptations (Gordy 7054)	6	<b>WORKING IN THE COAL MINE</b> Lee Dorsey (Amy 958)	50
21	<b>PHILLY FREEZE</b> Alvin Cash (Mar-Yel-Ous 6012)	29	<b>IN THE BASEMENT</b> Etta James & Sugarpie De Santo (Cadet 5539)	48
22	<b>WITHOUT A SONG</b> James Cleveland (Savoy 4269)	37	<b>WHO DONE IT</b> Monk Higgins (St. Lawrence 1013)	—
23	<b>HOLD ON I'M COMING</b> Sam & Dave (Stax 189)	17	<b>COUNT DOWN</b> Dave 'Baby' Cortez (Roulette 4679)	30
24	<b>UNITED</b> The Intruders (Gamble 201)	28	<b>MY BACK SCRATCHER</b> Frank Frost (Jewel 765)	47
25	<b>SUDDENLY</b> Solomon Burke (Atlantic 2345)	33	<b>SUMMERTIME</b> Billy Stewart (Chess 1966)	—





**we repeat...**



**A ONE IN A MILLION HIT BY  
VIC DANA**

**"A MILLION AND ONE"**

#322





# Everybody Is Going Ape For The Monkees




**This is  
A PAIR  
but not  
THE PAIR  
coming soon ...**



## JUKE BOX OPS' RECORD GUIDE

### ACTIVE with OPS

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

**LET ME TELL YOU BABE**  
Nat Cole (Capitol 5683)

**ALFIE**  
Cilla Black (Capitol 5647)

**I REMEMBER MAMA**  
Jody Miller (Capitol 5671)

**UPTIGHT**  
Nancy Wilson (Capitol 5673)

**YOU'VE GOT POSSIBILITIES**  
Peggy Lee (Capitol 5653)

**IN THE ARMS OF LOVE**  
Andy Williams (Columbia 43737)

**WHO'S AFREAD**  
Frank D'Rone (Columbia 43733)

**IT'LL TAKE A LITTLE TIME**  
Jerry Vale (Columbia 43696)

**MOTHERS & DAUGHTERS**  
Doc Severinsen & His Sextet (Command 4084)

**YOU DON'T NEED ME ANYMORE**  
Pat Boone (Dot 16903)

**PASS ME BY**  
Glenn Miller (Epic 10028)

**HEY, GOOD LOOKING**  
Bill Black's Combo (Hi 2106)

**PUT IT BACK**  
Sue Thompson (Hickory 1403)

**JUST LET ME CRY**  
Jimmy McCracklin (Imperial 66180)

**WE CAN MAKE IT**  
Ruby & The Romantics (Kapp 759)

**WE NEED A LITTLE CHRISTMAS**  
Julius LaRosa (MGM 13543)

**AFFINIDAD**  
Earroll Garner (MGM 13547)

**EVERYBODY LOVES SOMEBODY**  
Sarah Vaughan (Mercury 72588)

**DARK SHADOWS AND EMPTY  
HALLWAYS**  
Chad Mitchell Trio (Mercury 72591)

**LET IT BE ME**  
Arthur Prysock (Old Town 1196)

**I LOVE YOUR LOVIN' WAYS**  
Nina Simone (Phillips 40359)

**MAYBE BABY**  
Serendipity Singers (Phillips 40385)

**BREAK HER HEART**  
Brook Benton (RCA Victor 8879)

**BORN FREE**  
Peter Nero (RCA Victor 8892)

**PUT YOURSELF IN MY PLACE**  
Buddy Greco (Reprise 0495)

**THE WONDER OF YOU**  
Keely Smith (Reprise 0482)

**NOBODY NEEDS YOUR LOVE MORE  
THAN I DO**  
Tammy Grimes (Reprise 0487)

**IT'S BEEN SUCH A LONG WAY HOME**  
Garnet Mimms (Veep 1232)

**I'M YOUR HOOCHIE COOCHIE MAN**  
Jimmy Smith (Verve 10426)

**I GOT TO LOVE SOMEBODY'S BABY**  
Johnny Taylor (Stax 193)

**WISH ME A RAINBOW**  
Astrud Gilberto (Verve 10414)

**DIRTY DOG**  
Kai Winding (Verve 10407)

**WE'RE GOING UFOing/MAME**  
Jimmy Durante (Warner Bros. 5823)

**MOST OF ALL**  
Connie Stevens (Warner Bros. 5834)

### NEW ADDITIONS to TOP 100

**LAND OF 1,000 DANCES**  
Wilson Pickett (Atlantic 2348)

**MY HEART'S SYMPHONY**  
Gary Lewis (Liberty 55898)

**MONEY WON'T CHANGE YOU**  
James Brown (King 6048)

**HOW SWEET IT IS**  
Jr. Walker (Soul 35024)

**ALFIE**  
Cher (Imperial 66192)

**WHO DONE IT**  
Monk Higgins (St. Lawrence 1013)

**TO SHOW I LOVE YOU**  
Peter & Gordon (Capitol 5684)

**LET'S CALL IT A DAY, GIRL**  
Razor's Edge (Pow 101)

**UNITED**  
Intruders (Gamble 201)

**YOU MAKE ME FEEL SO GOOD**  
McCoys (Bang)

**SUSPICION**  
Sidekicks (RCA Victor 8864)

**DRIVE MY CAR**  
Bob Kuban & The In Men (Musicland 20007)

**GEORGIA ROSE**  
Tony Bennett (Columbia 43715)

**EL PITO**  
Joe Cuba (Tico 470)

#### Phil Spector/Jeff Barry Pact

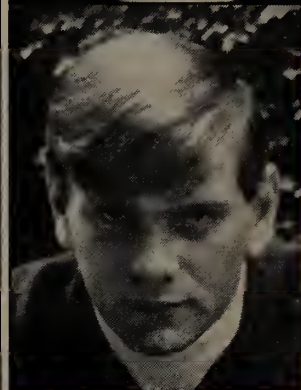
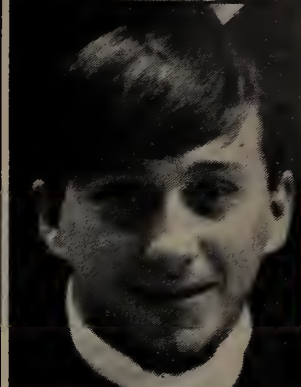
NEW YORK—Jeff Barry and Philles Records' topper Phil Spector have entered into an agreement whereby Barry assumes production reins for that firm, which enables Spector to devote all of his time to the making of motion pictures. The pact, which is non-exclusive, permits Barry to continue as an independent producer for other labels and artists.

Barry has just completed his first session with the Ronettes for Philles, in New York. The sides, which are scheduled to be released soon, were written by him. Barry also penned "Hanky Panky."

#### New Sheet Music Notation Scheduled For Criterion

HOLLYWOOD—With the release of Nancy Sinatra's new Reprise record of two Lee Hazelwood songs, "Friday's Child" and "Hutchinson Jail," Mickey Goldsen's Criterion Music will incorporate into sheet music the "a-b-simplified system" of guitar notation. This new style of copy will add letters of each note of melody so that any guitarist can read it. This is being done in recognition of the guitar's importance in today's music market. Since only actual notes are used in conjunction with their corresponding letters, this system may be useful in guitar training.





forced  
by demand  
to release  
**“SAY I AM”**

B/W

**“LOTS OF  
PRETTY GIRLS”**  
**TOMMY JAMES  
and the Shondells**



ROULETTE 4695  
FROM THEIR SMASH HIT LP  
**HANXY PANXY**



**Estamos Haciendo Algo Bien!**  
**We Must Be Doing Something Right!**

**JOE CUBA SEXTET**



**70,000 SINGLES IN N.Y.**  
**ALREADY A HIT IN LOS ANGELES, CLEVELAND**  
**50,000 LP'S**  
**BREAKING ACROSS THE COUNTRY**

**EL PITO** *I'LL NEVER GO BACK TO GEORGIA*  
**FROM THE ALBUM “ESTAMOS HACIENDO ALGO BIEN!”**  
**WOULD YOU BELIEVE...**

**WE MUST BE DOING SOMETHING RIGHT**  
**JOE CUBA SEXTET**





# Gallagher Outlines 'Total Participation'

(Continued from page 7)

flemen, this is your year of decision. This is the year you must prove to me that you're ready to pledge your Total Participation."

## Consumer Campaign

Gallagher also announced plans for Columbia's fall-winter newspaper supplement merchandising program during the label's national sales convention in Las Vegas. The supplement is part of the greatest consumer-oriented record advertising campaign in history.

Following announcement of the 1966 supplement, Gallagher reviewed the success of the label's three previous newspaper supplements. "In 1963, we started in a modest way by placing our supplement in the leading newspapers in New York, Chicago and Los Angeles. We reached 16 million consumers. In 1964, we enlarged the program, based on our 1963 success, to include 20 markets. We reached 60 million consumers. Last year's story is fresh in your minds. The supplement went to 23 markets, and we reached 82 million consumers. We found out that one out of every two families kept our supplement for two weeks or longer; we also found out that one out of every four bought one or more albums listed in the supplement. In fact, we found that we did in excess of 3 million dollars in incremental business in those markets in which the supplement appeared."

## Reaching 135 Million

Looking ahead, Gallagher stated: "This year we intend not only to repeat our success, but to improve upon it significantly. Our 1966 supplement will go to 33 markets. In addition, we will use two newspapers in selected major cities to give us a consumer reach of 96 million readers. And just to make certain that every market gets its share of incremental sales, we will be running full-page advertising and a saturation radio campaign—merchandising the entire program in an additional 26 markets so that the total consumer impact of our fall-winter merchandising program will saturate the United States and reach 135 million consumers."

Gallagher indicated that other phases of Columbia Records' newspaper supplement merchandising pro-

gram would be revealed at a later date.

Stressing the magnitude of this year's convention theme, Total Participation (see separate story), Gallagher told the salesmen, "This is what we call Total Participation marketing!"

## Kavan & Merchandising

The importance of Total Participation in merchandising was stressed by Stan Kavan, vice president of Merchandising, in his address. "Total Participation," Kavan declared, "means a lot of things, but it all reduces to this: At every level of this business, our involvement must be complete and total to achieve full, satisfying success. At the national level, Total Participation means understanding the needs and desires of the customer and using every skill to fulfill those needs and desires. And at the local level, it means employing all available merchandising techniques and know-how to achieve complete follow-through.

"The Columbia catalog," he continued, "is not a fixed thing. To remain great, a catalog needs to be fed and groomed continually. We do this in two basic ways—through constant product and through constant attention." Kavan then introduced five of the people responsible for these activities: Bruce Lundvall, product manager of pop albums; Charles Burr, product manager of shows and special products; Peter Munves, product manager of Masterworks; Alvin Goldstein, director of advertising and sales promotion; and Joe Norton, director of sales promotion material and pop albums merchandising.

Merchandising techniques for pop albums were presented by Bruce Lundvall. During his presentation, Lundvall commented: "Ours is a business seemingly preoccupied with creating new ideas and conditioning the public to accept them. For record people, the idea may be a new sound, a new song, or a new way of combining both. Every week—every day, in fact—we bring more new products, embracing more new ideas, to market than perhaps any other business you can name. Some albums are pre-tested via singles that have attained a modicum of success. Others are pre-sold by singles that have steamed their way to the top of the charts."

## Lundvall Talk

Lundvall went on to discuss Columbia's successful "Greatest Hits" merchandising program. "A total 'Greatest Hits' merchandising concept on a grand scale," he stated, "had never been tried before, to our knowledge. Judging from the sale of 'Greatest Hits' albums—many of which registered as much as a 300% sales increase over the same period in 1965—our idea was not only new, but revolutionary."

## Show & Special Products

In discussing show and special (Continued on page 32)



**FISHER REJOINS RCA VICTOR**—Immediately after Eddie Fisher's recent opening at Los Angeles' Coconut Grove, the chanter signed an exclusive recording contract with RCA Victor Records, represented in this photo by product and talent vice president Joseph E. D'Imperio. D'Imperio stated in making the announcement of the signing: "We are proud to have Eddie back on RCA Victor. His is one of the most illustrious names in show business and his reputation as a performer is synonymous with quality. It was with RCA Victor that Eddie enjoyed so many of his big recording hits, and we look forward to making many more now." Fisher, who was under contract to Victor from 1950 through 1959, scored with four million selling decks during that period, including "Anytime," "I'm Walking Behind You," "Oh, My Papa" and "I Need You Now," and added a host of other successes among which were "Heart," "Fanny" and "Trust In Me." Fisher's first sessions for RCA were conducted last week in the company's Hollywood studios.

## Levy's Speech Opens Epic Confab

(Continued from page 7)

be affected by the ever-expanding, ever-changing, more diversified market.

"After four or five years of controversy and upheaval due to a change in the basic principles of retail marketing which has affected all consumer goods, the wholesale record distributors—as we now know and recognize you—have emerged as the truly strong link in the chain of sale between ourselves as a manufacturer and the eventual consumer. You are, in fact, the true marketing arms of Epic and Okeh Records.

"I think, in fact I know, that my staff and the people behind the scenes who guide the financial destinies of Epic Records have done more to help solidify the position of the independent distributor than any of our competitors. We have made available financial and marketing know-how because we believe this aid is forming the firm foundation for your growth, the growth which must accompany our own if we are to be successful.

"Your sales and your profits on this new product, and for that matter, on the entire Epic and Okeh lines, are directly related to our own. We neither intend to walk the road of expansion and growth alone, nor will we tolerate anyone who is not prepared to walk that road with us. Your cooperation goes beyond just participating in the profits to be gained by the pre-selecting or 'cherry picking' of established artists. We willingly invest a considerable amount of time and money in the development of new artists who conceivably could account for greater mutual profits. Along with our financial and time investment, there is also a considerable risk involved—there always is in this kind of business.

"As yet, no one has come up with the proverbial crystal ball which predicts hits. We expect to make the financial investment and take the risk—this is all part of the game, and it's the only way we as a company can grow. When we find that some of our distributors are often hesitant to assume even a minor share of the risk and investment to back up our efforts with new product and new artists, we begin to wonder if there is any loyalty in this business and just how short some memories really are.

"Everyone of you," Levy concluded, "has amply partaken of the sweet taste of the Epic and Okeh volume profits. We fully intend to perpetuate the sales and the resulting profits in the months and years to come and further the growth that began five years ago. As I said before, we're going up the road of expansion; if you want to join us,

we'll expect your full cooperation. But we're not here today only to look back; we're here to lay the foundations for the future. This new cycle of mutual growth and expansion begins right here and now."

## Finance Seminar

A finance seminar held on Monday afternoon, July 18, was headed by Victor Linn, director of administration. Leonard Hirsch, a prominent Chicago management consultant, was invited by Epic Records to speak at this Seminar. Hirsch led a discussion on management control, with an emphasis on internal organization and the need for the delegation of authority within organizations. Bill Leo, director of credit and collections, CBS/Columbia Group, discussed the latest balance sheet and profit-and-loss statistics for Epic's distrib.

On Tuesday morning, July 19, Levy introduced Crossroads Records, the label's new medium-priced classical line which will carry the suggested list price of \$2.49 for both mono and stereo albums. (See separate release.)

A merchandising seminar conducted by Mort Hoffman, Epic's director of sales, and Sol Rabinowitz, director of merchandising for the label, was held on Tuesday afternoon, July 19. The merchandising aids for the Crossroads label and the Bobby Vinton Cover Girl Contest were among the topics reviewed. In addition, a Sales Book including an up-to-date list of all Epic, Okeh and Crossroads product was introduced. The book is designed to aid the salesman in presenting the labels' complete catalog to the dealer. It includes not only a complete active singles listing for Epic and Okeh, but also complete listings of the Memory Lane Series and Little LP's. Albums are listed alphabetically by artist as well as numerically. A complete set of new browser divider cards for Crossroads Records categories and for Epic Records artists were also announced.

Epic's Convention was concluded with a Grand Banquet held on Tuesday evening, July 19. An important highlight of the evening was the announcement of the winners of Epic's sales incentive program, the "DeVille Run." In addition, two surprise awards were given for special achievement in the merchandising of Epic and Okeh product and for promotion of the labels' product. (See separate releases.)

A show produced by Epic's director of A&R, Bob Morgan, and emceed by comedian Norm Crosby ended the evening's festivities. Such popular Epic and Okeh artists as Bobby Vinton, Bobby Hackett, Walter Jackson, The Vibrations and Ronnie David entertained.

**record promotion**

CONGRATULATIONS TO our client  
**APRIL/BLACKWOOD MUSIC**  
on their #1 HIT!  
"WILD THING" by  
**THE TROGGS**  
BLACKWOOD MUSIC

**MORTY WAX**  
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**This is A PEAR but not THE PAIR coming soon...**



# Flip Cartridge



**DEAR  
MRS.  
APPLEBEE**

produced by Hugo & Luigi

#306



A DIVISION OF  
LONDON RECORDS, INC.

**2 New Giants!**

**Freddy  
Scott**

**POW  
CITY**

A Brad Shapiro, Steve Alaimo Production

#16004

**MARLIN** RECORDS

THE LONDON GROUP





# Epic Launches Vinton Cover Girl Contest

LAS VEGAS—A Bobby Vinton Cover Girl Contest and, its related major promotion campaign were announced at general session of the Epic Records national sales convention in Las Vegas by Sol Rabinowitz, Epic's director of merchandising, and Saul Saget, manager of advertising and sales promotion.

The contest is part of a massive campaign designed to promote Vinton's entire catalog of LP's. The contest, which begins on August 15 and continues through October 5, is one of the most extensive programs ever launched by Epic to stimulate the sale of any particular series of LP's.

## The Prizes

The Grand-Prize winner, in addition to being featured on the cover of Bobby Vinton's next Epic album, will fly to New York via TWA Starstream Jet for an all-expense-paid weekend for two. Highlighting this weekend

Portable Transistor Radios. The 500 remaining finalists will be awarded a copy of the Bobby Vinton Cover Girl album, upon its release.

Entry blanks for the contest will be available free of charge from local Epic dealers throughout the country.

In a product tie-in Epic is releasing two new Vinton albums to spearhead the all-out Bobby Vinton campaign. The albums, which are being released simultaneously, are "More of Bobby's Greatest Hits" and "Bobby Vinton Live at the Copa."

Epic has launched an extensive nationwide advertising and merchandising campaign to promote the Bobby Vinton Cover Girl Contest and Vinton's two new LP's. National advertising will reach millions of readers in the September issues of Seventeen, Teen, Co-Ed, and Teen Set magazines. Epic has also prepared ad mats for local dealer use. The label has also prepared two separate one-minute radio spots (one for each LP) which promote the new albums and the contest.

To facilitate advertising and merchandising on the contest and Vinton's entire album catalog, Epic has developed for distributor use two versatile display kits. One kit contains a quantity of contest entry blanks and fan photo discographies, as well as an eye-catching counter dispenser for the entry blanks and discographies which calls attention to both the contest and the new Bobby Vinton albums. The kit also contains components (Kleenstick album-cover slicks and pennants) for an easy-to-assemble hanging in-store display. In addition, the kit features a quantity of 8" x 10" glossy photographs of Vinton, a supply of mounted album covers, and two large streamers suitable for use in windows or on walls. The other kit contains a big, colorful, window-display centerpiece and two handy counter album dispensers.

## Window Display Contest

In conjunction with the Bobby Vinton Cover Girl Contest and the total Vinton promotion campaign, Epic also unveiled a Bobby Vinton Dealer Window Display Contest, which also starts August 15. Both the dealer and his Epic salesman are eligible for major cash awards. For judging purposes in the contest, Epic has divided the country into four geographical regions.

Following are the prizes to be awarded in each region: 1st Prize, \$100 in cash to the winning dealer and his Epic Records salesman; 2nd Prize, \$50 in cash to the winning dealer and his Epic Records salesman.

In addition, the best of the four regional windows will bring a national award of \$200 to both the dealer and his Epic Records salesman. Thus, the national winning dealer and salesman will each receive a total of \$300.

# Epic's Crossroads Line

(Continued from page 7)



The "inside information" is contained in a Crossroads Digest of Musical Minutiae entitled "Poof! You're an Expert." The booklet will be available to consumers free of charge, when they mail in the coupon contained in each Crossroads ad. "Poof! You're an Expert" contains such laff sections as "How to Strike a Blow for Brahms" and "The Correct Thing to Say When Caught Sleeping at a Concert."

Throughout the booklet are reproductions of Crossroads album covers, and there is also a complete listing of Crossroads repertoire.

Ads have been scheduled for varied publications as Saturday Review, Vogue, Schwann Long Playing Record Catalog, McCall's, The American Record Guide, Elegant, High Fidelity, Evergreen Review and Hi/Fi Stereo Review.

In introducing the label, Len Levy, vice president of Epic said: "We believe that this campaign to introduce and promote the Crossroads Records catalog is one of the most refreshing and inventive ever undertaken by any record company. We are confident that the label will emerge as one of the most successful medium-priced classical lines in the industry."

## 'Total Participation'

(Continued from page 30)

products albums, Charles Burr emphasized that "specialized records demand specialized selling." Citing two new releases, a two-record set entitled "Edward R. Murrow—A Reporter Remembers—Volume One: The War Years" and the latest addition to the CBS Legacy Collection, "The Irish Uprising, 1916-1922," Burr stated: "The concepts of these sets are very different, but both are unique, and each has a strong appeal for its own, special public." Addressing the salesmen, he continued: "It is your job to see that these people are reached locally, informed of the product, told where it can be purchased, and excited by the concepts behind these albums. During the coming year, we will be devising programs to help you sell albums like these. The point of these programs will be to encourage you to put your efforts into marketing the albums where they are wanted, where they will sell—and not where they won't!" In further reviewing the many albums included in the Show and Special Products catalog, Mr. Burr reminded the salesmen: "These one-of-a-kind albums, more than any others in the Columbia catalog, need you."

## Munves: Masterworks

Peter Munves spoke of new Columbia Masterworks merchandising aids, among which is a "World's Favorite Music" pre-pack of thirty top-selling light-classical and classical albums. "We have updated the pre-pack by replacing older selections with new top-turnover sellers," Munves announced. He also introduced a new point-of-sale kit that consists of backer cards which extend twelve inches above the albums and "grab" consumers with stunning, full-color reproductions of nine hit albums. In addition, Columbia has designed six

(Continued on page 34)

## New Columbia LP's

(Continued from page 7)

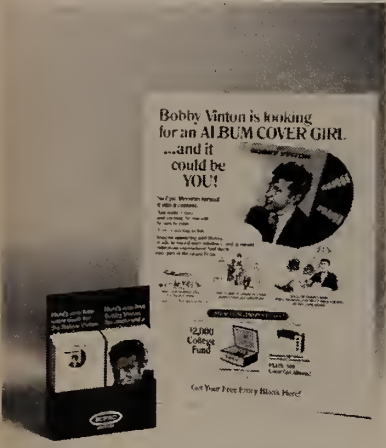
Is Lonely Time;" "Patti Page's Greatest Hits;" Ray Price's "Another Bridge To Burn;" Marty Robbins' "The Drifter;" "The Magic of the Spellbinders" and "Hey, Amigo!" by the Trio Los Panchos.

The Latin pair being offered are Javier Solis' "Te Necesito" and Linda Vera's "La Nueva Voz Tropical."

The Masterworks package is highlighted by a documentary two-disk set titled "Edward R. Murrow—A Reporter Remembers—Volume One." The classical balance of the offerings includes a seven disk set of "Beethoven; The Nine Symphonies" by Eugene Ormandy and the Philadelphia Orchestra; the New York Philharmonic under Bernstein with "Mahler: Symphony No. 7;" another set by the same group with "The Moldau and Other Favorites;" E. Power Biggs' "Holiday For Harpsichord;" The Cleveland Orchestra under the baton of George Szell offers "Two Favorite Suites;" "Andre Kostelanetz plays the light Music of Shostakovich" and Isaac Stern with Ormandy and the Philadelphia Orchestra offers "Dvorak: Concerto In A Minor for Violin and Orchestra."

A new addition to the Columbia Legacy Series is a two-disk plus book set marking the 50th Anniversary of the Easter-Week Uprising and titled "The Irish Uprising, 1916-1922."

Also along with the release of the LP's the company is placing four 3-3/4 tapes and five 7-1/2 tapes on the market. The subject matter of the tapes, which included both pop and classical material, has been selected from previously released Columbia LP's.



will be a dinner date with Bobby Vinton at the Copacabana and a complete wardrobe of Irvington Place fashions. In addition to the Grand Prize, Epic is offering 519 other prizes: The Second-Prize winner will receive a \$2,000 scholarship to the school of her choice; the Third-, Fourth-, and Fifth-Prize winners will each receive a handsome Columbia 360 Stereo System, and the next 15 winners will receive Masterwork AM/FM Shortwave

**MILLS MUSIC PUBLISHING**

**You've Got Your Troubles**  
Nancy Wilson (Capitol)  
**I CAN'T GIVE YOU ANYTHING BUT LOVE**  
Bert Kaempfert (Decca)  
**BLUE CLARINET**  
Pee Wee Spitelera (RCA)

---

**CONY ISLAND WASHBOARD**  
Mike & Judy Callahan (Decca)

**HARD BOILED ROSE**  
Robert Arvon (MTA)

**MILLS MUSIC, INC.**

**This is a PAIR but not THE PAIR coming soon...**





**If  
you think  
Double Shot  
killed 'em  
...  
Their new  
single has  
just opened  
fire!**



**included in  
their hit album  
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# SHE DRIVES ME OUT OF MY MIND

LOWERY MUSIC CO. INC. (BMI)

B/W YOU GOTTA HAVE FAITH • SMASH SINGLE S-2050

LYRESONG PUBLISHING CO. (BMI)

# theSwingin'Medallions



IF IT'S A HIT IT'S ON



# Columbia Cartridge Players

(Continued from page 7)  
label, two years of engineering research, Columbia has set the marketing of 52 albums for Aug. 1, including dates by Percy Faith, Johnny Mathis, Andy Williams, Miles Davis, the New Christy Minstrels, Barbra Streisand, Ray Conniff, Robert Goulet, the Byrds, Bob Dylan, Jerry Vale, Jimmy Dean, Johnny Cash, Chad & Jeremy, Flatt & Scruggs, Ray Price,

Delivery of Model M-8000 is scheduled for mid-August; Model M-8500 will be delivered early in October.

Columbia Records' pop 8-track stereo tape cartridges are priced to sell at \$7.95 for single packages and \$10.95 for twin-packs. The cast, Motion Picture Sound Track and Masterworks cartridges are priced at \$8.95 for single cartridges and \$11.95 for twin-packs.



Andre Kostelanetz, the Philadelphia Orchestra under Eugene Ormandy, the N.Y. Philharmonic under Leonard Bernstein. There are also cast and track cartridges as "My Fair Lady," "West Side Story," "Camelot," "The Sound of Music" and "Sweet Charity."

Included in this release are 49 single cartridge packs and three twin-packs. The twin-packs are each equivalent to two complete stereo LP's.

## Two Playback Models

The Masterwork playback equipment consists of two models. Model M-8000 is an attachment to be used with any stereo unit (components, console or stereo tape player) that is equipped with input receptacles. This model, which carries a suggested list price of \$79.95, has the following features: complete preamp stage, automatic program selector and a manual push-button track selector. It is powered by a hysteresis synchronous motor to insure constant operating speed. Encased in solid walnut, Model M-8000, which has the component look, may be mounted on the back or placed on top of the consumer's stereo unit.

Model M-8500 is a complete, self-contained 8-Track Cartridge Tape Player. It has compact, oxford-grey cabinet, with ebony highlights. Among the features of this unit are a ten-transistor chassis, a ten-watt amplifier plus preamplifier, all Solid State circuitry, fully automatic track changing for continued play, fingertip track selector for manual changing, and four controls—bass, treble, balance and volume. Model M-8500 also has two specially designed eight-inch oval speakers in detachable enclosures and a retractable spring-loaded handle for ease in carrying.

To promote the sale of this vast catalog of 8-track stereo tape cartridges, Columbia has developed an extensive list of useful merchandising aids.

In addition to identifying the various categories of new tape cartridges by specific numerical prefixes (18 10 for Popular, 18 11 for Masterworks, 18 12 for original cast and soundtrack albums, 18 20 for pop twin-packs and 18 21 for Masterworks twin-packs) Columbia is utilizing different colors to designate two main types of repertoire: red for all pop product, and blue for Masterworks, original cast and soundtrack albums.

New Cartridge product was introduced by George Novak, manager of sales and market development of tapes, while the playback models were unveiled by J. J. Harris, general manager of Masterwork Audio Products.

## Epic's Special Distrib Awards

LAS VEGAS—Two special distrib awards were presented at Epic Records' sales confab in Las Vegas last week. Since the distrib awards were not given advance notice of the awards, the presentation, by the label's Len Levy, came as a complete surprise.

The Merchandising Award was given to Eastern Record Distributors of East Hartford, Connecticut, in recognition of its "outstanding creative advertising, display and general merchandising of Epic and Okeh product. Owner Dick Godlewski accepted the trophy.

Gunter Hauer, promotion manager of Universal Record Distributors in Philadelphia, was honored with the promotion man of the year award in recognition of his "outstanding performance in the promotion and exploitation of Epic and Okeh artists and their product."

# Gallagher Discusses Columbia Cartridge Plans

(Continued from page 7)

"overpropagandized" and that the pipeline to the consumer has been overstuffed with too many releases that were unsuccessful on records and which cannot be expected to sell in tape cartridge form.

He said that the dealer in tape, to date, has been poorly programmed. The only cartridges that the dealer should expect to sell in decent quantity will be by top names or will feature top musical works.

In discussing Columbia's commitment, Gallagher advised that the label insists on a return on investment and, as a result, Columbia's tape cartridges will carry the \$7.95 (pop) and \$8.95 (Masterworks) price tag. The retailers will work on a 38% margin.

"Because it is necessary for a manufacturer to control his product in an unproven, developing market," Gallagher went on, "Columbia will distribute its tape cartridges thru Columbia distributors and sub-distributors (rack-jobbers and one-stops)."

Sub-distributors will receive the 10% functional discount they now receive on records and a 10% exchange privilege prevails.

In discussing market potential, George Novak, head of the label's tape department, noted that the auto industry expects that 5% of new autos sold in the regular-price range will be equipped with cartridge players. In the high-priced line of autos, 20-25% of new sales are expected to be equipped with tape cartridge units.

Although Columbia is committed to reaching the tape consumer via retail outlets, racks and one-stops, Gallagher agreed that tape cartridge product was perfectly suited for sale on a direct basis through record clubs. However, at present, club plans in this infant area of the business are not developed.

Columbia has many more tape cartridge releases planned for the near future and will determine its emphasis in this field as it learns and researches the market while selling its product.

# Columbia's 'Total Participation'

(Continued from page 32)

new divider cards "which draw the consumer's attention with all-time best-selling titles—titles which have sold millions of records. As a new guidance feature, the copy on these cards now reads, for example, 'If you like "Greensleeves," you will like . . .'. Thus, each title exposes the consumer to other albums he might enjoy if he likes the 'grabber' selection. We've also developed a 'World's Favorite Music' display kit and related radio spots, as well as Ormandy and Bernstein browser bins for impulse items. Research shows that close to 50% of store sales are made on impulse, and consumers buy what they see."

Munves also showed the salesmen a number of specially designed displays and ad mats. Two ad mats have been created for special, low-priced basic-library sets. One of these sells ten sets of basic symphonies and ballets, and the other ad, smaller in size, sells six sets of favorite concertos. In addition, the label has developed a handy vest-pocket price list of all the low-priced Masterworks sets to aid salesmen in planning promotions. Other Columbia Masterworks merchandising aids include a special Ormandy display and ad mat for the seven-record set of Beethoven's Nine Symphonies performed by Ormandy and the Philadelphia Orchestra, as well as the third edition of "The Sound of Genius" sampler record.

Munves also announced plans to syndicate the highly successful weekly "Sound of Genius" radio program to major classical markets throughout the country.

## Ad Program Aids

Alvin Goldstein described how Columbia's advertising program aids the

salesman in presenting the product. "The function of advertising," he stated, "is to perform certain parts of the marketing job with greater economy, speed and repetition than can be accomplished through other means. Advertising's job, purely and simply, is to communicate. Advertising succeeds or fails depending on how well it communicates our message at the right time to the right people at the right cost. Advertising is only one of several marketing forces that lead to the ultimate objective of a sale. There are at least seven other forces that must be blended with advertising to consummate a sale. The most important of all is Product—its artist, its appearance, its timeliness, the performance. The other components are Display, Package Design, Personal Selling, Promotion, Publicity and, of course, that hard reality, Price."

Goldstein further commented that in five major areas, advertising was working for salesmen. "In magazines we carefully evaluate and select from literally hundreds of publications those that reach the right people at the right time for a specific release. We have appreciably increased our use of radio and will continue to do so. Sound is vital for our product, and when sound and audience meet, action results. Every week, continuous trade advertising opens doors for you, makes calls for you on key buying influences, on racks, radio stations, retailers. In newspapers and supplements, Columbia has long been the innovator—in special supplements, in Sunday sections, every day in every section. Television is another area in which Columbia has again been the innovator, with increased testing, regional use and network daytime exposure on every audience participation show."

## Norton Concludes

Joe Norton concluded the presentation with further emphasis on the Total Participation concept. He stated: "Capturing the consumer at point of purchase is mandatory for any Total Participation program. Let's take a look at how Columbia will help you and your dealer to motivate and capture the consumer at point of purchase." Norton then introduced the new Columbia selling aids: wing displays, a hanging mobile, handsome sketches of Columbia's leading artists, and eye-catching blinker displays done in the manner of traffic signs. Other aids include a special Country-and-Western display kit, a special jazz display package, divider cards for leading teen artists, divider cards for new artists, and a special Simon and Garfunkel browser display.

In summation, Norton said: "The basic premise that 'Display means sales' is irrefutable. Your Total Participation in obtaining and maintaining more display for your product will

(Continued on page 36)

ATTENTION, ALL SOUTHEAST!!! DISTRIBUTORS AND DEE JAYS, HERE'S A BEST SELLER FOR THIS AREA.

## "STUBBORN KIND OF FELLOW" by the phatons

#1 in Pensacola . . . Big in Knoxville, Memphis, and Mobile, breaking in other markets in SE.

ORDER FROM: Unique Records

Personal Management:  
Jerry Ray  
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P.O. Box 5296  
Pensacola, USA  
PHO: 1-901-432-1716

# We're LONG

## on Service at . . . . .

Dear Jack,

Many thanks for handling the job promptly despite my failure to send proper notification as I was in a hurry. Your service is superb.

A Satisfied Customer

# LONG WEAR STAMPER CORP.

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**An EXPLOSION From HOUSTON, TEXAS**

**A NATIONAL HIT!**

**“YOU’RE  
GONNA  
MISS ME”**

**THE 13th FLOOR ELEVATORS**

IA 107

OWNED and DISTRIBUTED BY:

**INTERNATIONAL ARTISTS RECORDS**

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## ED WALKER WORKS A SMASH!!!

"Have you heard the new record Sam Montel has?"

"No."

"Would you like to?"

"I don't have time."

"It's a solid smash in New Orleans after about a week."

"I don't have time."

"It's by THE GREEK FOUNTAINS."

"The what's?"

"THE GREEK FOUNTAINS."

"What is it, a restaurant?"

"No, it's a record."

"Oh, I thought you said

'THE GREEK FOUNTAINS'."

"I did, it's called 'I CAN'T GET AWAY'."

"What is?"

"The new GREEK FOUNTAIN record Sam Montel has."

"This is incredibly confusing."

"It's called 'I CAN'T GET AWAY'. Listen."

"Hey, that is good. I'll buy some."

"Buy some what?"

"That Greek what ever it is."

"Oh."

Montel/Michelle #976

P. O. Box 2306

Baton Rouge, Louisiana

A Solid Sales Breakout in  
New Orleans!!!!

## Clive Davis First Speech As Col. Label Head

(Continued from page 7)

schemes which could probably lead to that very same trouble. However, as you are all aware, things move rapidly in our industry. Before I knew it Messrs. Robinson and Patman were far less familiar names to me than Simon and Garfunkel and the initials FTC seemed much more logical to mean "Follow The Cyrkle" than anything else. But as many of you—especially those with whom I have worked so closely for the last six years—know, I love this business, I am proud and excited to be a part of it. I am eager to meet the many challenges that await us in the future.

And what challenges there will be. Our industry is a complex one. Growth is dependent so frequently on changes artistic, sound and taste changes, marketing changes, technological changes, international relationship changes and so on. Look around us here today and we see a product of those changes. The vast sales, distribution, advertising and merchandising organization so vitally necessary to get our product through the rack jobber, one stop and dealer to the consumer; the ever growing manufacturing operation whose skills have been enormously refined over the years and whose ability to plan for the unforeseen has enabled us to increase our production requirements from 66 million records as recently as 1960 to 121 million records in 1964, 150 million records in 1965 and close to 200 million records are now estimated for 1966. The ever resourceful research and development group which cannot stop to rest on its past accomplishments, of which there are many, but which must keep us on top of changes in the production and quality of the disk and also must always be alert to the possibility of new forms of sound reproduction. Then, of course, around us here today are our welcome relatives from the newly formed direct marketing services division and the international division. Each of these divisions has participated in its own revolution—one, the Columbia Record Club, involving the selling of records to almost two million members through the mail and the other involving the creation and development of a one world concept of records. How amazing it is to see records being created at one of our own studios in the United States and then to find them on top of the charts in England or Japan or Germany or Mexico or Hong Kong and so on. This brings me to the last group to be mentioned, the creators of our product—our A&R department. I mention this group last only to underscore their importance because it is this group whose strides this year have been really made with giant steps—and upon whom every one in this room depends so greatly. Our A&R department justly deserves our warm gratitude. They have helped build the foremost artist roster extant, strong in every category of music. The names of our artists read like a Who's Who of the entertainment world. All of this took thoughtful creativity and much effort. It is no secret that two years ago we were lagging in the vital teen-age part of our business but our roster today of contemporary artists is the envy of the entire recording industry. With experimentation, originality, hard work

and perseverance, our A&R men and our artists have innovated with the folk music message song, so closely identified with Bob Dylan and so well expanded upon by Simon and Garfunkel, and with folk rock and with rag-a-rock, so creatively demonstrated by the Byrds. These plus the exciting Paul Revere and the Raiders, The Cyrkle, Billy Joe Royal—all of whom have had top 3 records this year—plus the many others who have contributed so much to our alive and dynamic image. Clearly we have not become a slumbering giant but we are a young, and ever changing company alert to, and frequently ahead of, the public's demand for something new and different. We must continue to make sure that this sensitive, imaginative responsiveness becomes a part of our very fiber and a basic characteristic of our company for the future.

We have done all this and still during the past year released the much praised and honored legacy package, "John F. Kennedy—As We Remember Him," returned to the top of Broadway with "Mame," "Sweet Charity," and "The Mad Show" and pioneered in recording the works of Carl Nielsen and Charles Ives.

### Long Range View

Further, individually and collectively, we must not be afraid to be heard on issues but should speak out to get a healthy exchange of views. I urge each of you to do more than just your daily tasks—as formidable as many of them are—but also to think frequently of longer range problems and whether you and the company are gearing up to meet them. What new ideas are you—the best equipped marketing organization in our industry—harboring? Are your own individual ideas getting a fair hearing or are they being too easily dismissed? How receptive are those of you in managerial posts to these new ideas—to testing them—to experimentation in general? What is your own research and development program? All of us must guard against our using experience as a wall which doesn't allow for the penetration of new ideas or fresh knowledge. Creativity should not be thought of solely as an objective of A&R men. We have heard of creative salesmanship. Let us also have creative planning, creative testing and creative criticism.

The problems and challenges for the future are indeed great but so are the opportunities for growth both in our industry as well as industries compatible with our expertise and into which it would be natural for us to expand. Let me emphasize for those of you who are members of the CBS records division that I will be expecting all of you to participate in a new age of expansion for us, an expansion to take place both internally and also by further diversification. We need each of you, your inspired efforts and your imaginative ideas. I am optimistic of our future growth—even more so when I look out at all of you and see the tremendous talent upon which we have to rely. With your total participation. I am confident our potential will be converted to reality.

Thank you.

## 'Total Participation'

(Continued from page 34)

put you that much closer to capturing the total business."

### The Singles Picture

Terming Columbia the "hottest" label in the business, Tommy Noonan said that since the last convention, the label had placed 58 different disks on the singles charts. In 1965, he noted, Columbia had 22 different artists on the singles charts, seven of whom were new disk attractions, and in 1966, the company placed even more new artists on the charts. "I know," he declared, "that there isn't another record company in the industry that has placed a total of 13 new artists on the charts in the past 18 months."

### 1 Year: 344 New Releases

Noonan presented the statistics which showed that Columbia has averaged seven singles per week during the past year, making a total of 344 new releases from July, 1965, to July, 1966. The industry average for all singles making the charts, as compared to total records released, is 4.5%. Columbia Records has, in the past year, made an impressive showing, with 17% of all Columbia singles placing on the charts. If those records listed on the "Looking Ahead" charts were included, Columbia's average would be in excess of 20%, without even considering those Columbia recordings making the country-and-western and R&B charts, Noonan said. Recapping these figures, Noonan termed it "a pretty fantastic batting average in any league."

Noonan, underlining the importance of a consistently large volume of "strong, hot product," stated: "If Columbia didn't release the number of records that it does, we would NOT, most certainly, have with us today such artists as Simon and Garfunkel, The Cyrkle, Billy Joe Royal, Bob Dylan, The Pozo-Secco Singers, Susan Christie, The Statler Brothers, The Harden Trio or The Clefs of Lavender Hill. And we would not today be sitting in the beautiful position of being loaded with talented new artists who—guaranteed—will be big this time next year. Columbia has many established artists, and every one of them is capable of a hit with his next release. We also have an impressive list of new artists being released each month, and each of these can make it with any of their first releases."

Noonan continued: "The record industry of today must satisfy a wider range of musical tastes than ever before. To do this, it must produce the new sounds, capitalize on new trends as they begin to develop, and even establish new trends. This requires experimentation—more so, possibly, than ever before in our history."

Charting a plan of action, Noonan stated: "To prepare for the future—before the future is upon us—requires the signing of many new artists, as well as keeping all contract artists current. It requires the purchasing of masters, working with independent producers and working on all types of records. There isn't any pat formula. It's going to bat—as often as feasible—to bang out the hits and maintain a profitable average. Experimentation means releases!"

Noonan, turning the discussion to the new Date label, remarked: "Date is now a significant addition to the Columbia family. Approximately 20 records have been released on Date, and we have our first chart record, "Stop!—Get a Ticket" by The Clefs of Lavender Hill. We feel we've also made noise with other artists and that they will come through with subsequent releases."

Noonan introduced the four Date regional promotion managers—Bill Keane, Ron Alexenburg, Mort Weiner and Mitch Manning—and then commented: "Sufficient time has now elapsed for all four of these men to become well known in their respective regions by both radio and Columbia personnel, and this is now paying dividends. These men work closely with Columbia's vast promotion staff and help to establish the separate image we seek for Date."

# STUPEFYING!

# THE FRIVOLOUS FIVE





# TOP 100 Albums

JULY 30, 1966

Pos.	Last Week	Album	Pos.	Last Week	Album	Pos.	Last Week	Album	Pos.	Last Week	Album
1		STRANGERS IN THE NIGHT Frank Sinatra (Reprise F/FS 1017)	3	44	THE MORE I SEE YOU/ CALL ME Chris Montez (A & M LP 115/SP 4115)	51		PARADISE HAWAIIAN STYLE Elvis Presley (RCA Victor LPM/LSP 3643)	76		ONE STORMY NIGHT Mystic Moods (Phillips PHM 200-205/ PHS 600-205)
2		YESTERDAY & TODAY Beatles (Capitol T/ST 2553)	2	27	GO WITH THE VENTURES (Dolton BLP 2045/BST 8045)	52		SOUNDS OF SILENCE Simon & Garfunkel (Columbia CL 2469/CS 9269)	77		HANKY PANKY Tommy James & Shondells (Roulette R/SR 25336)
3		WHAT NOW MY LOVE Herb Alpert & Tijuana Brass (A & M LP 114/SP 4114)	1	28	SOUL AND INSPIRATION Righteous Brothers (Verve V/V-6 5001)	53		THE BEST OF RONNIE DOVE (Diamond D/S 5005)	78		RUBBER SOUL Beatles (Capitol T/ST 2442)
4		AFTERMATH Rolling Stones (London LL 3476/PS 476)	4	29	TRY TOO HARD Dave Clark Five (Epic LN 24198/BN 26198)	54		LOVE (Elektra EKL 4001/EKS 74001)	79		COOL JERK Capitols (Atco 190/SD 190)
5		IF YOU CAN BELIEVE YOUR EYES AND EARS Mama & Papa's (Dunhill D/DS 50006)	5	30	LONELY BULL Herb Alpert & Tijuana Brass (A & M LP/SP 101)	55	58	BEST OF THE BEACH BOYS, VOL. I (Capitol D/DT 2545)	80		EVERYBODY LOVES A NUT Johnny Cash (Columbia CL 2492/CS 9292)
6		DR. ZHIVAGO Soundtrack (MGM E/SE 6 ST)	6	31	I'LL REMEMBER YOU Roger Williams (Kapp KL 1347/KS 3470)	56		GLORIA The Shadows Of The Knight (Dunwich 666/SD 666)	81		10 GOLDEN YEARS Brenda Lee (Decca DL 4757/DL 74757)
7		GOING PLACES Herb Alpert & Tijuana Brass (A & M LP 112/SP 4112)	8	32	GARY LEWIS HITS AGAIN (Liberty LRP 3452/LST 7452)	57		CRYING TIME Ray Charles (ABC Paramount ABC/ABCs 544)	82		I WANT TO GO WITH YOU Eddy Arnold (RCA Victor LPM/LSP 3507)
8		WHIPPED CREAM AND OTHER DELIGHTS Herb Alpert & Tijuana Brass (A & M LP/SP 110)	7	33	WHY IS THERE AIR? Bill Cosby (Warner Bros. W/WS 1606)	58		MAN OF LA MANCHA Original Cast (Kapp KRL/KRS 4505)	83		SOUL MESSAGE Richard "Groove" Holmes (Prestige PR/PRS 7435)
9		MIDNIGHT RIDE Paul Revere & The Raiders (Columbia CL 2508/CS 9308)	10	34	DISTANT DRUMS Jim Reeves (RCA Victor LPM/LSP 3452)	59		THE MOVIE SONG ALBUM Tony Bennett (Columbia CL 2472/CS 9272)	84		YOU DON'T HAVE TO SAY YOU LOVE ME Dusty Springfield (Phillips PHM 200-210/PHS 600-610)
10		LOU RAWLS LIVE (Capitol T/ST 2459)	12	35	A NEW SONG FOR YOUNG LOVE Lettermen (Capitol T/ST 2496)	60		BEST OF CHAD & JEREMY (Capitol T/ST 2470)	85		DO YOU BELIEVE IN MAGIC Lovin' Spoonful (Kama Sutra KLP/KLPS 8050)
11		WONDERFULNESS Bill Cosby (Warner Bros. W/WS 1634)	9	36	STRANGERS IN THE NIGHT Bert Kaempfert (Decca DL 4795/DL 74795)	61		THE INCREDIBLE JIMMY SMITH GOT MY MOJO WORKIN' (Verve V/V-6 8641)	86		BACKSTAGE Gene Pitney (Musicor MS 209S/MS 309S)
12		SOUND OF MUSIC Soundtrack (RCA Victor LOCD/LSOD 2005)	11	37	DAYDREAM Lovin' Spoonful (Kama Sutra KLP/KLPS 8051)	62		I STARTED OUT AS A CHILD Bill Cosby (Warner Bros. W/WS 1567)	87		THE FANTASTIC BOOTS RANDOLPH (Monument MLP 8042/SLP 8042)
13		MAME Original Cast (Columbia KOL 6600/KOS 3000)	14	38	FIDDLER ON THE ROOF Original Cast (RCA Victor LCO/LSO 1093)	63		OUR HERO Pat Cooper (United Artists UAL 3446/UAS 6446)	88		I'M SO LONESOME I COULD CRY B. J. Thomas (Scepter S35/S 535)
14		BIG HITS (HIGH TIDE AND GREEN GRASS) Rolling Stones (London NP-1)	16	39	DON'T GO TO STRANGERS Eydie Gorme (Columbia CL 2476/CS 9276)	64	64	THE IMPOSSIBLE DREAM Jack Jones (Kapp KL 1486/KS 3486)	89		LOVE THEMES FROM THE FLIGHT OF THE PHOENIX Brass Ring (Dunhill D D5 50008)
15		GETTIN' READY Temptations (Gordy GM/GS 918)	30	40	SPANISH EYES Al Martino (Capitol T/ST 2435)	65		THE FUGS (ESP 1028)	90		MOODS OF MARVIN GAYE (Tamla 266/S 266)
16		SHADOW OF YOUR SMILE Andy Williams (Columbia CL 2499/CS 9299)	15	41	HOW DOES THAT GRAB YOU? Nancy Sinatra (Reprise R/RS 6207)	66		UPTIGHT Stevie Wonder (Tamla M/S 268)	91		A GROOVY KIND OF LOVE Mindbenders (Fontana MGF 27554/SRF 67554)
17		A TOUCH OF TODAY Nancy Wilson (Capitol T/ST 2495)	18	42	THE DAVE CLARK FIVE'S GREATEST HITS (Epic LN 24185/BN 26185)	67		BALLAD OF THE GREEN BERETS S/Sgt. Barry Sadler (RCA Victor LPM/LSP 3547)	92		TIJUANA BRASS VOL. II Herb Alpert & The Tijuana Brass (A & M LP/SP 103)
18		SOMEWHERE MY LOVE Ray Conniff (Columbia CL 2519/CS 9319)	56	43	WHEN A MAN LOVES A WOMAN Percy Sledge (Atlantic 8125/SD 8125)	68		SINGING NUN (MGM TE/SIE-75T)	93		I LOVE YOU 1000 TIMES Platters (Musicor MM 2091/MS 3091)
19		PET SOUNDS Beach Boys (Capitol T/DT 2458)	13	44	BILL COSBY IS A VERY FUNNY FELLOW, RIGHT! (Warner Bros. W/WS 1518)	69		MARTHA & VANDELLAS GREATEST HITS (Gordy GM/GS 917)	94		DOUBLE SHOT Swingin' Medallions (Smash MGS 27083/SRS 67083)
20		COLOR ME BARBRA Barbra Streisand (Columbia CL 2478/CS 9278)	17	45	THE SUNNY SIDE OF CHER (Imperial LP 9301/LP 12301)	70		DIONNE WARWICK IN PARIS (Scepter M/S 534)	95		GOTTA TRAVEL ON Ray Bryant (Cadet LP-LPS 767)
21		THE BEST OF THE ANIMALS (MGM E SE 4324)	22	46	HOLD ON Herman's Hermits (MGM E/SE 4342)	71		TRINI Trini Lopez (Reprise R/RS 6196)	96		RED RUBBER BALL Cyrkle (Columbia CL 2544/CS 9344)
22		SOUTH OF THE BORDER Herb Alpert & Tijuana Brass (A & M LP/SP 108)	19	47	BOOTS Nancy Sinatra (Reprise R/RS 6202)	72		MRS. MILLER'S GREATEST HITS (Capitol T/ST 2494)	97		15 GREATEST HITS Kingsmen (Wand WDM/WDS 674)
23		SHADOW OF YOUR SMILE Johnny Mathis (Mercury MG 21073/SR 61073)	21	48	DIRTY WATER Standells (Tower T/ST 5027)	73		LIGHTLY LATIN Perry Como (RCA LPM/LSP 3552)	98		THE HAPPY TRUMPET Al Hirt (RCA Victor LPM/LSP 3579)
24		BLONDE ON BLONDE Bob Dylan (Columbia C2S 841)	58	49	THE BEST OF HERMAN'S HERMITS (MGM E/SE 4315)	40		JUST LIKE US Paul Revere & The Raiders (Columbia CL 2451/CS 9251)	99		IN MY QUIET ROOM Harry Belafonte (RCA Victor LPM/LSP 3571)
25		THE YOUNG RASCALS (Atlantic 8123/SD 8123)	20	50	TIME WON'T LET ME Outsiders (Capitol T/ST 2501)	45		MY WORLD Eddy Arnold (RCA Victor LPM/LSP 3466)	100		MICKIE FINN'S Orig. TV Cast (Dunhill D/DS 50009)

## LOOKING AHEAD ALBUMS

1	LITTLE GIRL Syndicate Of Sound (Bell 6001)	7	THE "POPS" GOES COUNTRY Chet Atkins & Boston Pops (RCA Victor LM/LSC 2870)	13	RHAPSODY Ahmad Jamal (Cadet LP/LPS 764)	20	WILDEST ORGAN IN TOWN Billy Preston (Capitol T/ST 2532)
2	THE LAST WORD IN LONESOME IS ME Eddy Arnold (RCA Victor LPM/LSP 3622)	8	THE BEST OF PETER & GORDON (Capitol T/ST 2549)	14	JOHN GARY SINGS YOUR ALL-TIME COUNTRY FAVORITES (RCA Victor LPM/LSP 3570)	21	TEMPTIN' TEMPTATIONS (Gordy 914)
3	WHO'S AFRAID OF VIRGINIA WOLF Orig. Movie Cast (Warner Bros. 2B 1657)	9	GREATEST HITS The New Christy Minstrels (Columbia CL 2479/CS 9279)	15	BREAKTHROUGH New Colony Six (Santaur 101)	22	GOLDEN HITS OF THE SMOTHERS BROTHERS VOL. 2 (Mercury MG 21089/SR 61089)
4	HIT SONGS TO REMEMBER Ray Anthony (Capitol T/ST 2530)	10	THE BROTHERS FOUR SING LENNON-MCCARTNEY (Columbia CL 2544/CS 9344)	16	TOWN & COUNTRY Vic Dana (Dolton BLP 2046/BST 8046)	23	WHAT'S SHAKIN' Various Artists (Elektra 4002)
5	HEY, LET'S PARTY Mongo Santamaria (Columbia CL 2473/CS 9273)	11	KHARTOUM Soundtrack (United Artists UAL 4140/UAS 5140)	17	THE VERY BEST OF ROY ORBISON (Monument MLP 8045/SLP 18045)	24	GREAT MOVIE THEMES Andre Kostolanetz (Columbia CL 2467/CS 9267)
6	POPSICLE Jan & Dean (Liberty LRP 3458/LST 7458)	12	ONE OF THOSE SONGS Ray Charles Singers (Command 8998/RS 8998 SD)	18	FUGS FIRST ALBUM (ESP 1018)	25	A TASTE OF HONEY Pete Fountain (Coral CRL 57486/757486)
				19	WASHINGTON IS FOR THE BIRDS (Reprise R/RS 6212)		

COMPILED BY CASH BOX FROM LEADING RETAIL OUTLETS • Indicates Strong Upward Move



# 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.

## LIBERTY

Martin Denny	Quiet Village	3122	7122
Jan & Dean	Ride The Wild Surf	3368	7368
Jan & Dean	Little Old Lady From Pasadena	3377	7377
Bobby Vee	30 Big Hits Of The 60's	3385	7385
Jan & Dean	Command Performance	3403	7403
Gary Lewis	This Diamond Ring	3408	7408
Jan & Dean	Jan & Dean Golden Hits Volume 2	3417	7417
Gary Lewis	Everybody Loves A Clown	3428	7428
T-Bones	No Matter What Shape	3439	7439
50 Guitars	50 Guitars Go South Of The Border	13005	14005
50 Guitars	Love Songs From South Of The Border	13035	14035
Ventures	Walk—Don't Run	2003	8003
Ventures	The Ventures Play Telstar	2019	8019
Ventures	Walk—Don't Run, 2	2031	8031
Ventures	The Ventures Knock Me Out	2033	8033
Ventures	The Ventures On Stage	2035	8035
Ventures	Ventures A Go-Go	2037	8037
Ventures	Where The Action Is	2040	8040
Ventures	Play Guitar With The Ventures, Vol. 1	16501	17501
Ventures	Play Guitar With The Ventures, Vol. 2	16502	17502

## LONDON

Rolling Stones	12X5	L-3402	PS402
Mantovani	Incomparable Mantovani	L-3392	PS392
Mantovani	Mantovani Sound	L-3419	PS419
Rolling Stones	The Rolling Stones	L-3375	
Marianne Faithfull	Marianne Faithfull	L-3423	PS423
Roland Shaw	Themes From James Bond Thrillers	L-3412	PS412
Mantovani	Moon River & Other Themes	L-3261	PS249
Mantovani	Exodus & Great Film Themes	L-3231	PS224
Frank Chacksfield	Ebb Tide	L-3322	PS322
C. Valente	Valente's Greatest Hits	L-3441	PS441
Frank Chacksfield	Country & Western Hits	L-3436	PS436
Will Glahe	The Big Polka Band Hits	L-3344	PS344
Bachelors	Marie	L-3435	PS435
Mantovani	Film Encores	L-3117	PS164
Anton Karas	Third Man Theme	L-1560	
Stanley Black	Broadway Spectacular		SP44071
David Whitfield	Cara Mia	L-1417	
Vera Lynn	Vera Lynn's Golden Hits	L-3294	
Mantovani	Latin Rendezvous	L-3295	PS295
Newley-Original Cast	Stop The World	AM-58001	AMS88001
Mantovani	Film Encores	L-1700	PS124
Bachelors	No Arms Can Ever Hold You	L-3418	PS418
Stanley Black	Music Of A People	L-3409	SP44060
Ronnie Aldrich	That Aldrich Feeling		SP44070
Will Glahe	The Polka King	L-3046	
Mantovani	Strauss Waltzes	L-685	PS118
Loussier Trio	Play Bach, Vol 1	L-3287	PS289
Edmundo Ros	Rhythms Of The South	L-1612	PS114
Frank Chacksfield	The New Ebb Tide		SP44053

## LONDON (con't)

Grenadier Guards	Marches Of Sousa	L-1229	PS139
Stanley Black	Cuban Moonlight	L-1166	PS137
Bachelors	Presenting The Bachelors	L-3353	PS353
Stanley Black	Spain	L-3313	PS44016
Stanley Black	Film Spectacular	L-3291	PS44025

## LONDON GROUP

Them	Them	PA-61005	PAS71005
Bill Black's Combo	More Solid And Raunchy	HL-12023	SHL32023
Tom Jones	It's Not Unusual	PA61004	PAS71004
Fortunes	The Fortunes	PR-73002	PRS83002
Bill Black's Combo	Bill Black's Greatest Hits	HL-12012	SHL32012
Bill Black's Combo	Mr. Beat	HL-12027	SHL-32027
Ace Cannon	Nashville Hits	HL-12028	SHL32028
Willie Mitchell	Hold It	HL-12021	SHL32021
Bill Black's Combo	Solid And Raunchy	HL-12003	SHL-32003
Ace Cannon	"Tuff" Sax	HL-12007	SHL-32007
Bill Black's Combo	The Untouchable Sound Of The Bill Black Combo	HL-12009	SHL-32009
Ace Cannon	Aces Hi	HL-12016	SHL-32016

## MAINSTREAM

Morgana King	With A Taste Of Honey	56015	6015
Jerry Goldsmith	A Patch Of Blue	56068	6068
Original Sound Track	The Collector	56053	6053
Maurice Jarre			
Original Sound Track	Women Talk-Live at the Village Gate	56065	6065
Carmen McRae	Corcovado Trumpets		
Vic Schoen	Billie Holiday	56036	6036
Billie Holiday	The Blues	56000	6000
Lightning Hopkins	Tonight	56040	6040
Clark Terry, Bob Brookmeyer Quintet		56043	6043
Eddie Heywood	Begin The Beguine	56001	6001
Jack Teagarden, Wild Bill Davison, etc.	Dixieland-New Orleans	56003	6003
Carmen McRae	Second To None	56028	6028
Fellini-Original Sound Track	Juliet Of The Spirits	56062	6062
Clark Terry, Bob Brookmeyer Quintet	The Power Of Positive Swinging	56054	6054
Lester Young & The Kansas City Six	Prez	56012	6012
John Berberian	Oud Artistry Of John Berberian	56047	6047
Jelly Roll Morton	Jelly Roll Morton	56020	6020
Morgana King	Miss Morgana King	56052	6052
Maynard Ferguson	Color Him Wild	56031	6031
Johnny Mandel-Original Sound Track	Harper	56078	6078
Clark Terry	Mumble's	56066	6066
Piccioni-Original Sound Track	The Moment Of Truth	56057	6057
Piccioni-Original Sound Track	The Tenth Victim	56071	6071



TOTAL LOCATION INVENTORY



Look ahead... That's where  is

See page 19



**A Mancini composition.  
A Ventures hit.**

# ARABESQUE

#321

# THE VENTURES

PUBLISHED BY THE SOUTHDALÉ MUSIC CORP. & NORTHERN MUSIC CORP.

GREGORY PECK and SOPHIA LOREN  
in a STANLEY DONEN Production  
"ARABESQUE"  
a Universal Release





**THE BIG SOUNDS**  
are on  
**BLUE NOTE**

THE FINEST IN JAZZ SINCE 1939

**BLUE NOTE**

A PRODUCT OF LIBERTY RECORDS



**THE CAPE VERDEAN  
BLUES**

**HORACE SILVER**

BLP 4220/BST 84220

I WANT TO HOLD YOUR HAND



**I WANT TO HOLD  
YOUR HAND**

**GRANT GREEN**

BLP 4202/BST 84202



**MAIDEN VOYAGE**

**HERBIE HANCOCK**

BLP 4195/BST 84195

the 3 sounds out of this world



**THE 3 SOUNDS**

**OUT OF THIS WORLD**

BLP 4197/BST 84197

**BLUE NOTE**

(PRODUCT OF LIBERTY RECORDS)  
43 W. 61st St., N.Y. 23, N.Y.

**FOCUS ON JAZZ**

This month marks the seventh anniversary of the passing of Billie Holiday. Even though the definition of a jazz singer remains a very nebulous thing, Billie's acceptance as undisputed champion is virtually uncontested. And it isn't as though this legend has grown since her death; Billie was a legend in her own time. Too often we're prone to forget the great ones of the past, in deference to the stars of the moment. Today, as a token repayment for all the great music she left us as a legacy, we shall concern ourselves with Lady Day, as Billie Holiday came to be known.

We're fortunate to have an abundance of recorded works by Billie Holiday, spanning an era from 1933 to 1958. Admittedly, some of what she recorded in the twilight of her career left something to be desired, but in the light of comparison, even her less-than-best efforts dwarfed most of what was being recorded by other so-called jazz singers. She had an indefinable quality which was never approached by any other female singer; the fact that no other female singer has had the temerity to try to imitate Billie Holiday is eloquent testimony to her uniqueness.

**Always Recorded with the Best**

The major portion of Billie's recordings can be found on three labels: Columbia, Decca, and Verve, and in that chronological order. The sides she did for Columbia covered the period from 1933 to 1942, and on these recordings she surrounded herself with such jazz notables as Benny Goodman, Teddy Wilson, Ben Webster, Bunny Berigan, Lester Young, Buck Clayton, Chu Berry, Roy Eldridge, and countless others of that high caliber. One thing was for sure: Billie Holiday never went into a recording studio with anyone but the best! The Holiday sides on Columbia have, for the most part, been consolidated into two packages, The Golden Years, Vol. 1 and Vol. 2. Each of these boxed packages is made up of three albums, and each box contains an illustrated brochure, complete with many valuable photographs and all the pertinent data concerning each recording. There is reason to believe that Columbia still has a sufficiency of sides to make up another volume.

From the mid-forties to the very early fifties we have many excellent things that Lady Day did for the Decca label. Most of these recordings were done with large orchestrations, although there were some done in a small group setting. The Decca recordings included such legendary Holiday offerings as "Lover Man," "No More," "God Bless The Child," "Crazy He Calls Me," "You're My Thrill," and "Porgy." While she recorded for Decca Billie did some wonderful things with Louis Armstrong, a wedding of talents that was so completely right that it defies description.

Billie Holiday's last affiliation, with the exception of two albums that she did for Columbia (her last two albums), was with Norman Granz and his Clef label, now Verve. There are those who feel that these are the best she did, in spite of a lessening of that pure sound that she evidenced early in her singing career. In the absence of that pure sound there was a much more mature and emotional delivery. Again, as always, Miss Holiday recorded only in the company of the top jazz musicians of the moment. Some of the Verve things were recorded in concert, but for the most part Granz recorded Billie in the studio. She recorded again many of the things with which she was identified, things like "Strange Fruit," "Some Other Spring," "My Man," and she also performed many formidable standards which lent themselves so well to the Holiday approach.

**Reprint of Eulogy**

This writer had the privilege of writing the following for a program of the 1959 Randall's Island Jazz Festival:

**DON'T EXPLAIN**

Today I said, "Goodbye, Lady, and Thank You." As I sat in the chapel where Billie Holiday lay in state, I observed the never-ending lines of friends who came to pay their last respects to Lady Day, who gave so much and asked so little in return. It was obvious that these were not morbid thrill seekers who came to see the Billie Holiday who was vilified by the press, even as she lay at death's door. Instead, these were mourners from every walk of life, rich and poor, Negro and white, silent and weeping, come to repay in some small way the many gloriously thrilling moments that she, Lady, had given so generously.

It has been said that Billie Holiday's voice was like a piece of rare silk, with a tattered edge, and so it was, filled with the emotion and the poignancy that she breathed into every lyric. There was a tender and delicate sincerity that made you feel that she was singing her song, ballad, blues, or whatever, just for you, and you alone. It was as though she wanted you to share her happy moments and to help her endure her sad times. Those who enjoyed the privilege of watching the Lady work know the magic she possessed; how, when it was time for her set, no matter how low she felt, she became an articulate and plaintive teller of stories. There is a certain indefinable something that separates the great from the near great, and this quality, call it what you will, was Billie Holiday's heritage.

Much has been written about Billie Holiday's life, but always with the taint of sensationalism, so that for the many, her very existence was merely a source for tabloid exploitation. This I reject vehemently! What about Billie, the sincere, Billie the warm, Billie the love kind of person? Do you suppose that she could have attained that pinnacle of greatness that made her the peerless performer without all these qualities, plus the inner beauty with which she was blessed? Billie Holiday was a beautiful person and a great artist, perhaps the greatest we shall know in her idiom; I choose to respect and venerate her memory for this, and for this alone.

To sympathize is not to condone, to be sure; but sympathy and understanding were owed to Billie; unfortunately, she received little of either. She had her inadequacies and her excesses, none will deny that, for she was a mortal, even as you and I, and she fell prey to the frailties that plague us all. How many times, over the years, must she have asked herself, "What's the use?" From her early childhood on, even as an established star, the indignities heaped upon her must have taxed her restraint. Her experiences while traveling as featured vocalist with name bands, both Negro and White, have been recounted so often as to be commonplace, as have her encounters with the law. However, one incident of a more recent vintage took place in a large Midwestern city where Billie was performing, and this incident should be made known. While she was out having supper, her dressing room was illegally entered, ransacked, and her expensive wardrobe slashed in fruitless search for damaging evidence that would result in her arrest. This hostile attitude was Billie's welcome wherever she went, wherever she worked. Is it any wonder she despaired, and asked, "What's the use?"

We should consider ourselves privileged to have known Billie Holiday, the singer, from her performances, both live and recorded. We should consider ourselves even more privileged to have known Billie Holiday, the Lady, and I, for one, shall be eternally grateful for her legacy, a library of her recorded efforts, which I shall treasure as one of my most prized possessions. Thank you, Lady Day, and . . . don't explain.

**BIOS FOR DEEJAYS**

**Richard 'Groove' Holmes**



Richard Arnold Holmes was born about 30-years ago in Camden, N.J., the town in which he went on to attend the Wittier grade school and Camden High. While in high school, Holmes excelled in many athletic endeavors including Football, Baseball, Basketball, and Track. He won the New Jersey State Trophy for a high-jump of 6½ feet.

Holmes developed an interest in the organ in 1952. Having had no formal musical training, he taught himself not only how to play the instrument but its inner mechanical workings as well. With this technical knowledge of the organ's operation, Holmes can modify the instrument at will to produce practically any sound he is looking for. Named "Groove" by his fellow musicians, he has adopted the West Coast as his home base. "Groove" Holmes is known to jazzophiles through his 5 LPs on the Pacific Jazz logo and he is currently climbing the Top 100 with his Prestige release of "Misty" which is number 44 this week.

**Five Stairsteps**



This Chicago based singing group consists of four brothers and one sister, all between the ages of 12 and 17. The Five Stairsteps are currently climbing up the Top 100 with their Windy C outing of "World Of Fantasy" which is number 77 this week. They have come a long way since their first public appearance at the St. James School (Chicago) in 1958. They appeared then for a fund raising drive and since that time they have toured throughout the U.S.A., working in many major theaters. During their cross-country p.a. tours the Five Stairsteps have built a steadily increasing following.


All members of the Burke family, the sister is Alohe who attends Harlan High and plays trumpet in the school ork. Clarence Jr. also attends Harlan and writes much of the group's material. James III is an artist. Dennis is the athlete of the group (favorite is baseball). Kenneth is an avid record collector and is learning to play the guitar.





**Andy Williams sings of things like love...and another of his memorable singles is headed for record history!**

**"In the Arms of Love"  
c/w "The Many Faces of Love" 4-43737**

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THE 3RD CONSECUTIVE HIT FROM THIS GREAT  
NEW ARTIST FROM THE CURRENT CHART ALBUM



**CHRIS  
MONTEZ  
THERE  
WILL  
NEVER  
BE  
ANOTHER  
YOU**

**B/W**

**YOU CAN HURT THE ONE YOU LOVE**

**A&M 810**







## SURE SHOTS

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

<b>LAND OF 1,000 DANCES</b> WILSON PICKETT .....	Atlantic 2348
<b>MY HEART'S SYMPHONY</b> GARY LEWIS .....	Liberty 55898
<b>MONEY WON'T CHANGE YOU</b> JAMES BROWN .....	King 6048
<b>HOW SWEET IT IS</b> JR. WALKER & ALL STARS .....	Soul 35024
<b>ALFIE</b> CHER .....	Imperial 66192
<b>WHO DONE IT</b> MONK HIGGINS .....	St. Lawrence 1013
<b>MAKE ME BELONG TO YOU</b> BARBARA LEWIS .....	Atlantic 2346

### Chuck Kaye To Helm Moss, Alpert Music Firms



**HOLLYWOOD**—Jerry Moss, co-owner with Herb Alpert of Almo Music Corp. (ASCAP)—and Irving Music, Inc. (BMI) has announced the appointment of Chuck Kaye as general manager of these firms. Kay's experience in the music publishing field will be utilized on a global basis. He will be totally responsible for the signing of writers, acquisition of copyrights and catalogs, as well as placing and promoting the companies' material on all fronts. Kaye, a seven year veteran in the music industry, was most recently west coast director for Screen Gems Music. He has also held important positions with the Colpix-Dimension and Phyllis labels. Among the many assignments of his new post will be the continuation of the global concept of Almo and Irving as already begun with an affiliate firm in England, Rondor Music Ltd.

### Phonograph, FM Radio Sales Up

**WASHINGTON, D.C.** — Distributor sales of radios and phonographs showed substantial gains in May as compared to May 1965, according to a report by the Electronic Industries Association's Marketing Services Department. The biggest advances were in FM radios and console phonographs, the only decline was in sales of automobile radios.

### Goldmark Named To Big-3 Staff

**NEW YORK**—In a move to boost his professional staff for a further push into the current music market, Arnold Maxin, veep and general manager of Big-3 Music (Robbins-Feist-Miller), named "Goldie" Goldmark as the firm's coordinator of pop talent. Goldmark is a 20-year veteran of the music industry who has covered the publishing scene, record production, and pop artist relations. He first made his mark in the field as a West Coast exec for Lou Levy's Duchess Music and the Leeds organization. Then he went on to head the Sheldon-Shalimar-Sequence music combine and, most recently, handled the music publishing interests of the ABC network.

### R&B Expansion For Mercury Brings Junior Parker To Label

**CHICAGO**—Another important artist acquisition further strengthening Mercury Records as a rhythm & blues talent power was announced this week by Irwin H. Steinberg, executive vice-president. With the expiration of his present contract with Duke Records, established veteran blues artist Junior Parker joins the Mercury roster on August 8th in a long-term pact.



The signing of Parker follows closely the inking of Jerry Butler, the former VeeJay balladeer, and the creation by Mercury of the post of national promotion director for Rhythm & Blues product, keyed to the label's expansion in this vital marketing area. Mercury also has such important R&B names as Fats Domino, Dee Dee Warwick, Carl Hall, and Wayne Cochran.

## Capitol & Pickwick In Ten-Year Pact

**NEW YORK**—Capitol Records' entire non-current album catalog will become available for economy-priced release by Pickwick International, as a result of a ten-year agreement announced last week (21) by Capitol president Alan W. Livingston and Cy Leslie, president of Pickwick.

Under the agreement, which becomes effective immediately, Pickwick will have access to recordings by such pop artists as Nat King Cole, Dean Martin, Peggy Lee, Al Martino, Judy Garland, Tennessee Ernie Ford, the Louvin Brothers, Ray Anthony, etc. The agreement also gives Pickwick access to Capitol's classical catalog, including artists like Leonard Pennario, Nathan Milstein, William Steinberg, Carmen Dragon, the Roger Wagner Chorale, the Hollywood Bowl Symphony and others.

The Capitol recordings will be issued on the Pickwick/33 and Hilltop labels, and album jackets will bear the legend, "By arrangement with Capitol Records."

Commenting on the new agreement, Leslie stated:

"The continuing addition of so much fine material to our Pickwick/33 and Hilltop lines will increase our sales potential dramatically for the months and years ahead. Economy-price rights to Capitol masters of such top-name artists as Nat Cole and Judy Garland give Pickwick a broad marketing appeal in this highly competitive field and insure that Pickwick will play an even more aggressive

role in economy-price marketing throughout the United States and Canada."

Leslie also stated that Pickwick licensing agreements now in effect with many other record companies will continue and will be enhanced by the Capitol agreement.

Alan W. Livingston, Capitol's president, commented:

"Since entering into our first licensing agreement with Pickwick over a year ago, we have watched that firm's progress with great care and interest. Our high respect for Pickwick's merchandising acumen has grown rapidly with the success of each Pickwick release. Thus, we approach our new relationship with Pickwick in a spirit of great confidence and enthusiasm."

Capitol entered into a limited licensing agreement with Pickwick in Mar., 1965. Since that time, 15 pop and 15 classical Capitol recordings have been issued on the Pickwick/33 label, and one Capitol C&W recording has been issued on the Hilltop label.

Under the new agreement, Pickwick is issuing, this month, six pop and 15 classical Capitol recordings on the pickwick/33 label and four Capitol country recordings on the Hilltop label. Artists represented in the new Pickwick releases include Nat King Cole, Al Martino, Judy Garland, Merle Travis and Faron Young, among the pop albums, and Leonard Pennario, Nathan Milstein and Rudolf Firkusny among the classics.

### Consolidated Foods To Acquire United Artists

**NEW YORK**—Consolidated Foods, the giant, Chicago-based food company whose interests include such well-known consumer products as Sara Lee and Popsicles, last week completed steps to merge with the United Artists Corp.

Directors of both boards approved the merger agreement in the principle whereby 0.689 of a share of Consolidated would be exchanged for each share of common stock of UA. This is computed on a price of \$33 a share for UA which has 8,605,433 shares outstanding, \$47 1/2 a share for Consolidated which has 4,217,966 shares outstanding.

Based on the current profit performance of the two companies, the earnings rate of the surviving corporation, Consolidated Foods, approximates \$3 a share, with a sales volume in excess of \$1 billion.

UA reported net income last year totaling \$12.8 million from revenues of \$193.7 million. Robert S. Benjamin, chairman, and Arthur B. Krim, president of the world-wide flick-TV-disk-publishing combine, said UA would continue as autonomous, wholly owned subsidiary of Consolidated, operated by the present UA management team.



**WINNER**—Lou Dennis (right), product manager of Smash/Fontana holds the winning card in the company's recent Auto-Matic Sales Contest, which was drawn by Philips and Fontana's London A&R exec Jack Baverstock (center) while Smash's national promo manager Jerry Meyers looks on. The lucky recipient of a fully equipped 1966 Mustang was Tom Schlesinger of Jay-Kay Distributors of Detroit.

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YOUR GOOD THING  
(IS ABOUT TO END)**

## MABLE JOHN

STAX 192

Distributed by Atlantic Records

# UNBELIEVABLE!

# THE FRIVOLOUS FIVE



## Bobby Fuller Found Dead

HOLLYWOOD—The body of well known rock chanter Bobby Fuller was found late Monday night (July 18) in the front seat of his parked car in Hollywood. Police reported that there was a plastic hose and a gas can by his side. The coroner's office has listed the cause of death as being "undetermined causes" pending further investigation. Lorraine Fuller, mother of the 23-year-old Mustang recording artist, discovered the body outside the apartment she shared with her son.

Bob Keene, president of Mustang Records, said that the suicide rumor that has built up about the El Paso born songster's death cannot possibly be valid. Keene also said, "It would be ridiculous to assume that he drank gasoline."

Fuller (remembered for his Mustang outing of "I Fought The Law") is survived by his mother and a brother, Randy (also a member of the Bobby Fuller Four.)

## 'Showboat': Sights & Sounds Still A Delight To Encounter

NEW YORK—"Showboat" refuses to join the mothball fleet of musical shows of the 20's. The classic sailed smoothly into New York's Lincoln Center last week with all of Captain Andy's hands in complete command of the memorable Jerome Kern & Oscar Hammerstein song and Hammerstein's generally excellent libretto, which does, one has to admit, falter quite noticeably about midway in the second act.

The present production has the shiny look of a full-scale Broadway musical trying to please critics and audiences the first time around. Performance-wise, the score couldn't be in more sympathetic surroundings.

There's Barbara Cook's Magnolia, Stephen Douglass' Gaylord Ravenal, and their singing of "Make Believe" (the musical theater's finest love-at-first-sight scene) and "You Are Love" are among the production's highlights. Further strong points in song are William Warfield's magnificent "Ol Man River," still the best American protest song ever written, and lovely Constance Tower's "Bill."

As viewed at a preview, a charming song, "I Might Fall Back on You," seemed a victim of a possible post 11:30 curtain. Also, a fine addition to the score for the 1946 revival—"Nobody Else But Me"—also gets the ax.

"Showboat," with a subplot involving miscegenation and transition music by Kern that contributes greatly to the overall drama of the show, is perhaps the pacesetter musical of all-time. Add a score of unflinching melodic wonderment, it seems that "Showboat's" outstanding qualities are standards that Broadway should continue to try to match. RCA Victor was scheduled to cut the cast album last Sunday (24).

## New Epic Group: Doodletown Pipers

LAS VEGAS—Epic introduced a new group to its conventioners in Las Vegas last week. They're the Doodletown Pipers, an integrated group of 10 males and females. The singers will be regulars on next season's Roger Miller TV and are expected to appear on a number of other prime-time shows.

## ABC Records Signs Alan Copeland Singers

NEW YORK—The Alan Copeland Singers have signed an exclusive recording contract with ABC Records, according to Bob Thiele, the diskery's A&R director. Negotiations were finalized through Richard O. Linke who is Alan Copeland's manager. One of the first albums to be released is by the Alan Copeland Singers is "Basie Swingin', Voices Singin'" Due early in August, the package is the first recording made by Count Basie and his band with a choral group.

## TALENT ON STAGE

### HERB ALPERT TIJUANA BRASS

LOS ANGELES—Producer-director Bob Finkel has pursued his task with a vengeance, sparing virtually nothing to make the week at the Greek as visually compelling as the Brass' multi-million selling disks. There are a host of names—all deserving of approbation—concerned with the event which took place last week. An event it is—the most glitteringly triumphant occasion of the L.A. summer season.

Firstly there is matador Herb Alpert. He of the mellow trumpet who, with each note and gesture, further transforms this Greek amphitheater into a veritable Plaza de Toros. His six banderilleros have abandoned their piedras negras to join in this joyous jazz sorteo. A kind of regimented dixie. A sort of shuffle mariachi with the horns carrying the basic melodic lines. But obviously much more. The most copied sound—and with good reason—north and south of any border. The most harmonious group of gringos since Garcia got the message.

Credit, too, to Sergio Mendes and Brasil '66 who opened the second half of the concert with a short but emphatic statement. Their jazz version of Oscar Brown's "Laia Ladaia" is both exquisitely delicate and precise.

A low bow the Allyn Ferguson Orchestra and conductor Jack Feerman, art director Archie Sharp, lighting director Gil Hemsley, stage manager Jerry Franks and so many others involved in this substantial pageant.

And let's not forget the efforts of Paul Keyes and Bill Dana who came up with the special material for Alpert to deliver betwixt the tunes. Concerning his "Whipped Cream and Other Delights" LP—"sorry but we're unable to play the cover." Or the closing line of the evening "thanks to Zorba for the use of his theater."

Let's not dispute the allegation of the opening announcement "you are about to hear the most exciting musical sound in the world today." It might, in fact, be one of the sublime understatements of the year.

### RONNIE DOVE

NEW YORK—Although, admittedly, Ronnie Dove is not without fault as a 'live' artist, the overall impression created by his opening performance at the Living Room last week was highly favorable. The faults, such as a lack of the stage presence that is vital in such an intimate setting, are greatly outweighed by the artist's ability in handling a song. There's an ease and a compelling charm in his style that certainly commands attention. Dove is not merely a 'studio' artist. He is a performer who understands a lyric and the feeling behind it, and he delivers each different song with that same understanding. He is one of the few talents on the scene who can captivate an audience with pop material (e.g. "Kiss Away") and swing right into a country ballad, the likes of "I Can't Stop Loving You," without the offensiveness that is so often generated by such a move. He gives each tune its just due, whether it be pop or country. Musically his performance was faultless and perfectly entertaining, which is the prime goal of any singer. The aforementioned lack of stage presence can be attributed to nervousness or inexperience in this type of atmosphere, both of which can surely be overcome. And when they are overcome, and the diamond-in-the-rough is polished, Ronnie Dove will undoubtedly grow to be an entertainer of the first order.

### EDDIE FISHER

LOS ANGELES—Eddie Fisher's decision to follow a new highway, whistle a new song and "Open a New Window" for his fifth opening night appearance at the Grove was a cunning and, on the whole, winning conception. Most of his repertoire, culled from the Broadway bag (South Pacific, Gypsy and Sound of Music) also included three tunes gleaned from 3 Beekman Place and the score to Jerry Herman's "Mame". Later he warmed to the occasion with a stirring version of the title song to the show. But lost us again as he reprised the tune not once but twice more—practically "maiming" us to death.

On the plus side were Fisher's warm reading of "I Will Wait For You", the marvelous academy award contender from "Umbrellas of Cherbourg", a delightful challenge duet with pianist-friend Eddy Samuels to "Do Re Mi" and a switch on his usual Jolson medley as Fisher strolled thru the audience directing one of the ballads to a most attractive blonde in the audience. Another series of switches were less successful as Fisher attempted to update his standup portion with some antiquated George Jessel lines to fit the marriage of Frankie and Mia. There were fewer references than usual to his own marital exploits for which we were grateful.

Fisher's voice has mellowed with the years and he's certainly singing with a greater dedication than ever before. If he is not yet "possessor of one of the truly great singing voices of our time" (credited to him by an overzealous press agent in the Grove Playbill) he is definitely an improving performer.

A huge floral replica of the Eiffel Tower was presented by Carol Channing at the conclusion of the show. The pointed reproduction arrived from Paris and Maurice Chevalier in celebration of Fisher's opening on Bastille Day.

## Sears Places Large 4-Track Car Stereo Order With Craig

LOS ANGELES—Sears Roebuck & Co., has signed a \$500,000 manufacturing contract with Craig Panorama for the purchase of 4-track cartridge car stereo tape players, according to Ed. Y. Motokane, president of the manufacturing-marketing division of Craig. "Sears Solid-State Stereo-4", as the unit is called, will be sold nationally through automotive departments of 300 Sears retail outlets. The unit was developed for Sears and combines such features as solid state two-channel stereo amplifiers, dual stereo playback heads, and push button track changer. The 12-transistor machine accepts all standard 4-track cartridges.

## M. A. Durhan To Lear Jet

DETROIT—M. A. Durhan, formerly manager of production control for Rock-Ola Manufacturing, has been appointed to the position of manager of material control of the Stereo division of Lear Jet Industries. William F. Grady, operations manager of Lear Jet, in making the announcement, noted that Durhan will be responsible for the critical planning and scheduling of all incoming materials to meet expanding product line production schedules. Other responsibilities assigned to Durhan include warehousing, shipping, receiving, and inventory control.

## Ann Litman Leaves Mainstream

NEW YORK—Ann Litman, long in charge of publicity and promotion for Mainstream Records, has left the employ of that firm as of July 15.

COME WHAT MAY	RCA VICTOR
ELVIS PRESLEY	Tiger Music, Inc.
CHEATING	
THE ANIMALS	MGM
SLAMINA MUSIC, INC.	
DEDICATED FOLLOWER OF FASHION	REPRISE
THE KINKS	NUMA MUSIC, INC.
SITTING ON MY SOFA	
THE KINKS	REPRISE
NUMA MUSIC, INC.	
THE MANY FACES OF LOVE	
ANDY WILLIAMS	COLUMBIA
VALLEY PUBLISHERS, INC.	
PETTICOAT WHITE (SUMMER SKY BLUE)	
BOBBY VINTON	EPIC
NUMA MUSIC, INC./FEATHER MUSIC, INC./HI-COUNT MUSIC, INC.	
LOOK OUT GIRLS (HERE WE COME)	
DINO, DESI & BILLY	REPRISE
NUMA MUSIC, INC.	
SHE'S SO FAR OUT, SHE'S IN	
DINO, DESI & BILLY	REPRISE
NUMA MUSIC, INC.	
SO GOOD	
THE McCOYS	BANG
RUMBALERO MUSIC, INC./GRAND CANYON MUSIC, INC.	
DISTANT SHORES	
CHAD & JEREMY	COLUMBIA
NUMA MUSIC, INC./CHAD & JEREMY MUSIC, INC.	
LAST NIGHT	
CHAD & JEREMY	COLUMBIA
NUMA MUSIC, INC./CHAD & JEREMY MUSIC, INC.	
AUSTIN PRISON	
JOHNNY CASH	COLUMBIA
SOUTHWIND MUSIC, INC.	
ALL THE KING'S HORSES (AND ALL THE KING'S MEN)	
BOBBY VINTON	EPIC
HOMEFOLKS MUSIC, INC.	
IT'S BEEN SUCH A LONG WAY HOME	
GARNET MIMMS	UNITED ARTISTS
RUMBALERO MUSIC, INC./RITTENHOUSE MUSIC, INC.	
DON'T DRINK THE WATER	
NELSON RIDDLE	REPRISE
ANN-RACHEL MUSIC CORPORATION	
IT KINDA REMINDS ME OF ME	
MARTY ROBBINS	COLUMBIA
MOJAVE MUSIC, INC./NUMA MUSIC, INC./ELVIS PRESLEY MUSIC, INC.	
PRIVATE WILSON WHITE	
MARTY ROBBINS	COLUMBIA
NUMA MUSIC, INC./MOJAVE MUSIC, INC.	
SOMEONE TO CARE	
THE FORTUNES	PRESS
NUMA MUSIC, INC./PARTITUDE MUSIC, INC.	
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The great title song by Bacharach and David from Paramount Pictures' sensational 'ALFIE' is now duplicating its fabulous London success. Already, eight top stars have recorded it, in addition to the Sonny Rollins' original sound track album — and the word is out "Watch 'ALFIE' go all the way!"

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Jack Jones Kapp  
Billie Vaughn Dot

**L** Janie Sommers Columbia  
Cilla Black Capitol

**F** Cher Imperial  
AS SHE SINGS IT IN THE FILM

**I** ORIGINAL SOUND TRACK AVAILABLE ON IMPULSE

**E** Carmen McRae Mainstream  
Dionne Warwick Scepter

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Paramount Pictures Presents MICHAEL CAINE as 'ALFIE' starring MILLICENT MARTIN · JULIA FOSTER · JANE ASHER · SHIRLEY ANNE FIELD · VIVIEN MERCHANT · ELEANOR BRON with SHELLEY WINTERS as Ruby · Screenplay by Bill Naughton based on the play 'Alfie' by Bill Naughton · Music by Sonny Rollins · Produced and Directed by Lewis Gilbert · A LEWIS GILBERT Production · TECHNICOLOR® TECHNISCOPY®

and Watch "ALFIE" Go in its U.S. Premiere in New York, August 24 at the New Embassy and Coronet Theatres.



## Capitol Releases 12 Albums This Week

HOLLYWOOD—New albums by Matt Monro, Nancy Wilson and Buck Owens, plus the first documentary LP on LSD ever produced, are among the highlights of Capitol's 12 pop-albums slated for release this week (25).

Monro makes his Capitol debut with "This Is The Life . . ." an LP of ballads and upbeat tunes. Nancy Wilson is heard with "Tender Loving Care", and Buck Owens and his Buckaroos offer their first "live" album, "Carnegie Hall Concert With Buck Owens And His Buckaroos."

"LSD," a documentary examining the pros and cons of the drug, was co-produced by Capitol's president, Alan W. Livingston, and Lawrence Schiller, who put together the recent essay on LSD for Life Magazine.

On July 25, Capitol also intro'd the first two volumes of "Super Oldies,"

—a series of albums featuring the biggest hit singles ever released. Inspirational albums take the spotlight with a pair by Tennessee Ernie Ford ("Wonderful Peace") and Sonny James ("Till The Last Leaf Shall Fall").

"The Unforgettable Nat King Cole Sings The Great Songs" is an album featuring the late Nat Cole in some previously unreleased songs, and Guy Lombardo offers a collection of current Broadway hits with "Guy Lombardo's Broadway." Completing the release is an instrumental album by Billy May ("Billy May Today . . .") and a Capitol Of The World Journey To Portugal with an album of Fado Songs by their leading exponent, Amalia Rodrigus, "Haunting Fire Of The Fado".

### Nancy Wilson, Beatles On Capitol Tape Release

HOLLYWOOD—Five pop packages and a pair of classical albums are scheduled for release on 3-3/4 i.p.s. tape July 25th by Capitol.

Beethoven's "Missa Solemnis" conducted by Otto Klemperer and Carl Orff's "Carmina Burana" conducted by Rafael Frühbeck de Burgos are the two classical releases. "Yesterday . . . and Today," the Beatles' latest gold-record winner tops the pop list, which also includes Nancy Wilson's "Tender Loving Care," "Guy Lombardo's Broadway," "The Unforgettable Nat King Cole Sings the Great Songs" and "Carnegie Hall Concert with Buck Owens."

All five pop packages on the Capitol label will be released simultaneously with the two reels of Angel classics.

### 4 Angel Releases Set

HOLLYWOOD—Highlighting Angel Records' four-album release for August is a new recording of Carl Orff's "Carmina Burana," by the New Philharmonia Chorus and Orchestra under Rafael Frühbeck de Burgos. Featured in the performance with the young conductor are soprano Lucia Popp, tenor Gerhard Unger, baritone John Noble and bass Raymond Wolansky.

Elisabeth Schwarzkopf is represented by a new recording of Richard Strauss's "Four Last Songs," and Otto Klemperer conducts the New Philharmonia Chorus and Orchestra in a performance of Beethoven's "Missa Solemnis." Soloists in the latter are Marga Höffgen, Waldemar Kmentt, Elisabeth Söderström and Martii Talvela. Flutist Elaine Shaffer returns to Angel with a second volume of Bach's Flute Sonatas, in which the accompanists are George Malcolm (harpsichord) and Ambros Guantlett (viola da gamba).

### More Mace Classics Due

NEW YORK—Stanley Greenberg, executive producer of Scepter, will journey to Newcastle, England on September 5 in order to record "a minimum of 6" classical stereo albums with the Northern Sinfonia Orchestra. The recordings (which are to be contemporary, romantic, and baroque works) will be released on the Mace logo, Mace is the classical subsidiary of Scepter.

Later this year, Mace will release a recording by the Munich Chamber Orchestra featuring the "Symphony No. 3, Op. 29" by Eder and the "Concerto For Violin And Strings" by Stadlmair. This album is one of a group acquired by Scepter's international director, Joe Zerga, while he was on his recent trip to Europe.

Both orchestras will tour the U.S. and Canada soon. The Munich Chamber Orchestra will tour from Oct. 5 to Nov. 15 of this year, ending their stay with a performance at New York's Philharmonic Hall. Arrangements are currently being completed for a 1967 tour by the Northern Sinfonia Orchestra.

# ALBUM PLANS

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

### AMY-MALA-BELL

2 free for every 10 purchased on entire catalog. No expiration date.

### ATLANTIC-ATCO:

15% discount on all product thru July 31.

### AUDIO FIDELITY

1 on 6 on all catalog with the exception of the First Component Series. Expiration date August 31.

### DECCA

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

### DIAMOND

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

### DOOTO

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

### FORTUNE

1 free album when 6 are purchased in any combination. No time limit.

### GATEWAY

Two free for every 10 albums purchased on entire catalog. Expiration date indefinite.

### GNP CRESCENDO

15 albums free with purchase of 100 LP's \$3.79 and \$4.79 retail. Indefinitely.

### JEWEL-PAULA-WHIT

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

### LIBERTY-DOLTON

Special terms through distributors on all product.

### LITTLE DARLIN'

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

### MERCURY

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

### NASHBORO

Buy-7-get-one-free on entire catalog including new LP's. 100% exchangeable. No expiration date has been set.

### ORIGINAL SOUND

15% discount on all LP's—until further notice.

### PHILIPS

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

### PRESTIGE

15% discount on all LP product until further notice.

### REQUEST

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

### ROULETTE

15% discount in free merchandise. Expiration date indefinite.

### SCEPTER-WAND

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

### SIMS

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

### SMASH-FONTANA

Special discounts available through distrlbs. Expiration date not announced.

### TAMLA-MOTOWN-GORDY

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

### VEE JAY

10% discount on LP's.

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# GRANNIES ON THE GO!

# THE FRIVOLOUS FIVE

### Plumb Prexy Of L.A. NARAS

HANOVER, N.H. — The National Academy of Recording Arts and Sciences (NARAS) has given Dartmouth College a full summer music scholarship to be used in this summer's Hopkins Center Congregation of the Arts. Dartmouth's Congregation of the Arts is now in its fourth year. It brings together visiting composers, an 80-piece symphony orchestra, a 33-member Equity repertory theatre company, and a number of artists in residence for an eight-week series of concerts, plays, and exhibitions. According to Warner Bently, Hopkins Center director, this is the first year that NARAS has provided such a scholarship to the Dartmouth summer program.

### NARAS Scholarship To Dartmouth

HOLLYWOOD—The Board of Governors of the Los Angeles chapter of NARAS has elected Neely Plumb as new chapter president. Plumb, who heads pop A&R productions for RCA Victor on the West Coast, succeeds retiring president Dave Pell of Liberty who remains on the board. Both also serve as trustees on the National board of NARAS. Plumb's term of office is one year.

The governors also elected conductor-arranger Lou Busch as first veep and RCA's Al Schmitt as second veep. Stan Cornyn of Warner Bros./Reprise was re-elected to his second term as chapter secretary, and Rafael O. Valentin of Columbia Records was voted in as treasurer.



## POP PICKS



**THE PIED PIPER**—Crispian St. Peters—Jamie JLP/LPS—3027

Crispian St. Peters' many newly found fans should flock to add this groovy set to their collections. The young Britisher leads off the package with his current single smash "The Pied Piper" and adds a host of powerfully done contemporary sounds to the click. Among the top tracks are "You Were On My Mind," "My Little Brown Eyes" and "But She's Untrue." A solid chart item here.



**THE BEST OF THE BEST OF**—Various Artists—RCA Victor LPM/LSP—3632

RCA Victor has dipped into its extensive catalog of "Best Of" LP's to gather these twelve outstanding efforts on the part of a dozen top artists. Among the easy to remember tunes are Harry Belafonte's "Jamaica Farewell," Al Hirt's "Java" and Henry Mancini's everpopular "Peter Gunn." This package could become an oft played item for folks who want only the very best.



**BAREFOOTIN'**—Robert Parker—Nola 1001

Robert Parker burst upon the Top 100 with his single outing of "Barefootin'" and has now gone the LP follow-up route with this potent package of R&B favorites plus some particularly good new items. Parker's readings of such tunes as "I Can't Help Myself," "I've Been Lovin' You Too Long" and "In The Midnight Hour" give the ditties new life, while his self-penned "The Scratch" is another goodie. Both rock and R&B devotees should get happy digging this outing.



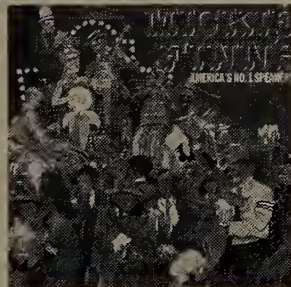
**LET'S GO COUNTRY**—Wilburn Brothers—Decca DL 4764/74764

Recently voted the most popular country vocal group, Teddy and Doyle Wilburn have proved that popularity with hit after hit decorating the chart, including their current charter "I Can't Keep Away From You." Kicking this package off with their recent smash, "Someone Before Me," the boys offer a passel of proven winners and newies, with a touch of blues permeated throughout the set. Other goodies here include "Is It Really Over" and "It Keeps Right On A-Hurtin'."



**WILDEST ORGAN IN TOWN**—Billy Preston—Capitol T/ST 2532

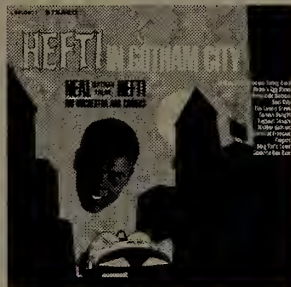
Powerful, swinging, hard driving sounds abound throughout this debut LP by organ-master Billy Preston. Preston has chosen from among the top tunes of recent times to gather this always pulsating group that he reads into his personally infectious R&B style. Among the top items are "In The Midnight Hour," "I Can't Get No) Satisfaction" and "A Hard Day's Night." This set already showing sales action should move up in the charts.



**MICKIE FINN'S**—Original TV Cast—Dunhill D/DS 50009

Musical stylings dating back to the beginning of the century are the basis for the success of one of TV's newest entries, "Mickie Finn's," which is already making noise in the record field as well. Featuring the performers from the show, including Don Van Paulta, Spider Marillo, Stormy Gormley, "Dimples" Bobby Jensen and Owen Leinhard, the session is a wild and razzle-dazzle performance that should see lots of action. Tracks include "Side By Side" and "Alley Cat."

## POP BEST BETS



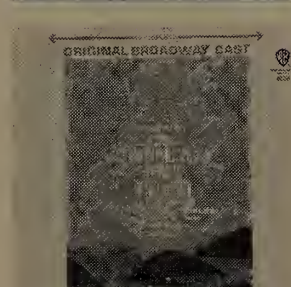
**HEFTI IN GOTHAM CITY**—Neal Hefti—RCA Victor LPM/LSP 3621

After scoring very well with his recent Batman package, Neal Hefti remains in that same bag for this musical camp-out. There's lots of fun as the orkster zips along at a merry pace throughout the length and breadth of Gotham City, hitting all the spots along the way. Some of the highlights of the set are "Gotham City Municipal Swing Band" and "Tugboat Square," in addition to "Honorable Batman."



**JOHN FRED AND HIS PLAYBOYS**—Paula LP/LPS—2191

John Fred and his Playboys should garner a host of fans with this soul-filled groovy set that combines fine R&B and pop sounds into that ever so popular sound that is currently making for so many hits. The aggregation puts down especially fine sounds on "Play With Fire" "Don't Fight It" and Fred's self-penned "Wrong To Me." This Southern based group and its dynamic leader and vocalist should soon be making a national name for itself based on this set.



**A TIME FOR SINGING**—Original Cast—Warner Bros. 1639

"Time For Singing," based on "How Green Was My Valley," failed to find green pastures on Broadway, closing shortly after its Main Stem debut. It is, indeed, a singing musical, by John Morris & Gerald Freedman with some 20 numbers, most with an appropriate folkish tinge, others straight out of Schubert Row. The score is greatly enhanced by excellent singing, including the voices of Shani Wallis, Ivor Emmanuel, Tessie O'Shea and others. A time-for-singing is not one of Broadway's great attributes these days, so musical comedy buffs should be grateful that this cast LP was marketed.



**BASIE'S BEATLE BAG**—Count Basie & His Orchestra—Verve V/V6—8659

This meeting of the great Count Basie Orchestra with the tunes of the Fab Four makes for an LP that should be on the shelves of fans of both groups and pop and jazz lovers as well. Basie takes such outstanding Lennon-McCartney items as "Do You Want To Know A Secret," "All My Loving" and "I Wanna Be Your Man" and does his special magic with them. Bill Henderson's vocal on "Yesterday" is a pleasure to listen to. Big things should happen to this disk.



**THIS PROPERTY IS CONDEMNED**—Original Soundtrack—Verve V/V6—8664

Kenyon Hopkins' latest film soundtrack offers a vivid enhancement of director Sydney Pollack's forthcoming film, "This Property Is Condemned." The film, which stars Natalie Wood, Robert Redford and Charles Bronson, is a moody portrait of smalltown Southern life in the early '30's, and the score delightfully underscores all of the film's many moods. Highlighting the LP is Mary Badham's vocal on "Wish Me A Rainbow," penned by Livingston and Evans, as well as "Drug Store" and "1930 Victrola."



**FRANKIE YANKOVIC & HIS YANKS' GREATEST HIT**—Columbia CL 2487/CS 9287

Some of the biggest polka hits of all time have been collected by Frankie Yankovic and his Yanks, who are sure to stir up an excellent response to this LP. Digging way back into past decades, the orkster has come up with lively, robust selection with such bubbly danceables as "Beer Barrel Polka" and "Pennsylvania Polka," among others. Should be an excellent catalog item.



**GOIN' TOWN AND COUNTRY**—Billy Edd Wheeler—Kapp K/KS 3479

Billy Edd Wheeler, a country-folk balladeer par excellence, has offered another tasteful package to his loyal following. From Americana to pure country, Wheeler's performance is loaded with exuberance and charm, and spiced with a generous dash of down-to-earth wit. Among some of the standout tracks is the recent pop giant, "Sounds Of Silence," in addition to self-penned "Lonesome, Lovesick Puppy Dog."



**SYLVIA IS!**—Sylvia Syms with Kenny Burrell—Prestige PR-7439

Sylvia Syms backed by Kenny Burrell (guitar) and his group which consists of Milt Hinton, bass; Osie Johnson, drums; Bucky Pizzarelli, guitar; and Willie Rodriguez, misc. drums. "You Are Always In My Heart," "I'm Afraid The Masquerade Is Over," and "As Long As I Live" are among the more outstanding tracks. This is a delightful blending of pop and jazz and it is sure to be a success with fans of both.



## Epic Offers New Sales Incentive Program

LAS VEGAS—A new Epic sales incentive program was introduced by Mort Hoffman, director of sales, and Victor Linn, director of administration, at the label's sales confab in Las Vegas last week.

In the program, entitled the "Hot 100," a distrib earns points based on his performance in the sale of records during the 100 days between July 21 and Oct. 28.

Each distrib will be assigned a sales goal in each of three categories: Crossroads albums (see separate story), Epic and Okeh LP's, and Epic and Okeh singles. In each of the categories, a distrib will begin to earn points once he has attained a specified percentage of his assigned objectives. In order that the size of an individual organization does not determine the winner, all distributors will participate equally on the basis of a market-share index, compiled through electronic data processing. This marks the second time computers have been used in Epic's sales incentive program. The label's recently completed

"DeVil Run" saw the introduction of computers in a record company's sales program.

While distributors are competing for points on a national level in the "Hot 100," they will also be involved in a regional competition. The final results of this competition will mean more valuable prize points for the winners. The country has been divided into four sales regions. Each distributor will be in competition with the other distributors in his region only. At the conclusion of the "Hot 100," the top distrib in each region will earn a large prize-point bonus. The second distributor in each region will also earn an additional quantity of prize points.

In addition, each total region will be in competition with the other three regions. In order to maintain a fair and equitable policy, since each region does not have the same number of markets, that region which exceeds 100% of its dollar quota by the greatest percentage will be declared the winner.

## Epic Names Winners Of 'DeVil Run' Contest

LAS VEGAS—A Cadillac DeVille was the appropriate first prize awarded to Len Silver of Best Records, the Buffalo distrib, in Epic Records' "DeVil Run" sales incentive program. Announcement of contest winners was made by Len Levy, vp and general manager of the label, at Epic's national sales confab in Las Vegas last week.

The "DeVil Run," launched on Jan. 1, was a "road race" in which a distrib earned points, translated into miles, based on his performance in the sale of records during the race.

In order that the size of an individual organization did not determine the winner, all distributors participated equally on the basis of a market-share index compiled through electronic data processing. The "DeVil Run" marked the first time computers were used in any record label's sales program.

To maintain excitement throughout the "DeVil Run" program, status reports, in the form of maps, were mailed to distributors every two weeks. These reports ended the last week of June so that the winning distributorships would be a surprise.

## Raoul Shapiro Leaves Budisco

MIAMI—Raoul Shapiro has resigned his position as general manager of Budisco One Stop and Budisco International. Shapiro revealed he is forming his own company, to be known as Musical Export Sales. His new firm will handle a complete line of records, tapes, and accessories for export.

### Other Winners

Second Prize went to Comstock Distributing Company in Atlanta, Georgia, and Don Comstock, its owner, won an all-expense-paid, week-long trip to Paris for two. Eastern Record Distributors in East Hartford, Connecticut, was awarded the Third Prize. Its owner, Dick Godlewski, will receive a week-long, all-expense-paid trip for two to the Caribbean.

Prizes awarded to other personnel in the top three Epic distrib organizations include 19" table-model color television sets to each promo manager and operations manager, as well as to all salesmen. In addition, every member of the office and warehouse staffs will receive a Ronson butane pocket cigarette lighter.

## Weiser Named West Coast Veep Of UA's Music Co.'s



NORMAN WEISER

NEW YORK—Norman Weiser has been appointed to the position of vp and manager of UAMC's West Coast companies operations. The appointment was announced by Murray Deutch, executive veep and general manager of UAMC. In his new post Weiser will coordinate and supervise the music companies and film music composers on the West Coast.

## Columbia Team Creates Convention Presentation

LAS VEGAS—For the 6th year in a row, Columbia Records has created its own product presentation for its national sales convention, according to an announcement by Stanley J. Kavan, vice president of merchandising. The Columbia presentations have, in the past, been recognized by many other large business firms who use audio-visual aids in sales meetings of conventions.

The 1966 convention presentation was worked on by the following Columbia team: Robert Cato, director, art and design, who conceived and created the visuals; Maida Schwartz, manager, administration, art and design, who was the visual coordinator; Robert Hughes, music editor, pop A&R, who served as audio coordinator; Ray Moore, recording engineer, who was the engineering technician; Don Doughty, product manager, merchandising, was the continuity writer; and Jack Wiedenmann, director, administration, A&R, who was the product coordinator.

The seven hours of visual presentations, shown over a period of two days, were produced entirely by Columbia's creative group. The 1966 convention presentation is divided into three separate visual components: a filmstrip, running over two hours, for the August September product; the Cellomatic process, which creates animation through the use of still photography and drawings, employed for the merchandising support speeches; and color film especially shot by Cato to introduce the new Columbia 8-track stereo tape cartridges.

## Al Lion, 'Goin To Chicago'

NEW YORK—Having just completed his seventh consecutive recording session for Blue Note, Al Lion is off to Chicago to join Liberty prexy Al Bennett and Blue Note national sales manager, Bernie Block. They will meet in a series of conferences to be held during their national sales convention at the Sheraton-Chicago Hotel, July 20 through July 23.

## George A. Leaner Dies

CHICAGO—George A. Leaner, age 68, the father of Ernest E. Leaner, head of United Record Distributors, and George W. Leaner, president of One-Derful Record Company, died following a heart attack in his home, Monday evening, July 18. He was a brother of Al Benson, a prominent radio personality for many years in Chicago radio. Benson's family name is Arthur K. Leaner.

During the 1920's the senior Leaner was the director of a popular orchestra which played a longtime engagement in the old Piccadilly Hotel in Windy City. In recent years he had been associated with his sons in United Record Distributors, and was very close to the record industry in Chicago.

Among the other survivors were the widow, Faithee; a daughter, Bernice Leaner Chavis, an attorney; another brother, Edwin; and a sister Sadie Bell.

Funeral services were conducted Wednesday morning, July 20, in Auburn Park Methodist Church. Burial was in Lincoln Cemetery. Leaner was a member of the official board of Auburn Park Methodist Church.

## Columbia Bows 'Conventioneer'

LAS VEGAS—Columbia Records published a daily newspaper known as the "Columbia Conventioneer" during its national sales convention in Las Vegas. The first issue of the "Conventioneer", distributed on July 20th, was presented to each conventioneer as he arrived at the Dunes Hotel. Subsequent issues are being printed daily and delivered to each convention delegate in time for breakfast reading. The paper contains a complete program of each day's activities, coverage of convention sessions, photographs, and all newsworthy items.

Columbia's "Conventioneer" staff members include: Bob Altshuler, director, press and public information; Dave Swaney, manager, West Coast press and public information; Don Doughty, product manager, pop albums; and Tammy Owens, writer/coordinator, press releases. Harold Komisar, manager, Columbia Records album promotion, has organized a staff of photographers from the ranks of field promotion men. Each photog packs a Polaroid.

## New Tape Recorder Section Formed By General Electric

UTICA, N.Y.—Formation of a new business section to manufacture and market audio tape recorders was announced by William M. Lynch, general manager of General Electric's Radio Receiver Department.

Lynch also announced two key promotions to fill positions created by the expansion of his department. John S. Chamberlin has been named manager of the new tape recorder business section. Charles W. Kepler, former sales manager of the radio receiver department, replaces Chamberlin as the department's marketing manager.

Chamberlin will have full responsibility for the new tape recorder business, one of the fastest growing segments of G.E.'s consumer electronics division. The new operation will be located at 831 Broad Street, Utica.

The company's Audio Products Department, Decatur, Illinois will continue to manufacture and market tape recorders with suggested retail prices above \$100.00.

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THE FRIVOLOUS FIVE

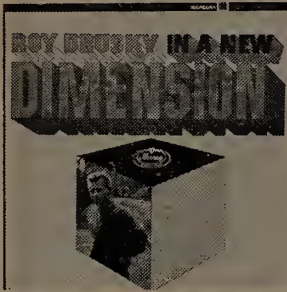


## New At ABC

New York based group, The Scoundrels, have just been signed by ABC Records with a first release, "Up There" set for immediate release. The foursome are (left to right) Tommy Morrissey, Ralph De Palma, Jim Trajas and H. J. Boyle.



## POP BEST BETS



**ROY DRUSKY IN A NEW DIMENSION**—Mercury MG 21083/SR 61083

Undoubtedly a leading name among country songsters, Roy Drusky has a built-in audience for a good many of his single and album releases, including this new Mercury package. The warm, easy-going Drusky style is set to a dozen charming tunes, including the songster's former charter, "Rainbows And Roses," and his current hit, "The World Is Round." Other excellent grooves include "You Don't Know Me" and "Crying Time."



**ALEXYS**—Dot DLP 3713/25713

The young daughter of country songstress Bonnie Guitar, Alexys Guitar makes an exciting debut on the recording scene with this Dot package. As both a writer and performer the young lady displays a wide range of talent, running a gamut from jazz- to folk- to pop-oriented material. An impressive amount of versatility comes across as she lets loose with such items as "A Broken Piece Of Crystal" and "Kansas City," as well as "Miss Misfortune."



**WOMAN TO WOMAN**—Cleo Laine—Fontana MGF 27552/SRF 67552

After building a following for herself via her British TV and night club appearances, Cleo Laine can expect to bolster that following as she steps into the American record market. Showcasing a fascinating jazz-oriented vocal style, and a smoky interpretation of lyric content, the lark gives out with a golden helping of evergreens that should attract plenty of spinners. Great grooves in "I Cover The Waterfront" and "Bidin' My Time."

**LEADBELLY**



**KEEP YOUR HANDS OFF HER**—Leadbelly—Verve/Folkways FV/FVS 9021

An offering of the folksong artistry of the late Huddie Leadbelly ("The King Of The 12-String Guitar") with liner notes by Woody Guthrie. "There's A Man Going Around Taking Names," "Stewball," "Jean Harlow," and "The Blood Done Sign My Name" are among the better tracks of this package. Leadbelly pounds out the rhythms on his 12-String guitar and the album is a must for the folk enthusiast.



**RUBEN RODRIGUEZ & HIS GUADALAJARA KINGS**—Liberty LRP-3454/LST-7454

Ruben Rodriguez and his Guadalajara Kings bring a sound that is all their own to this exciting LP. The group's bag lies somewhere between the Mariachi sound and the big band effect, which makes for a pleasant combination of both that is not really either. Among the fine cuts offered are "Cu-Cu-Rru-Cu-Cu Paloma," "Guadalajara" and "The Shadow Of Your Smile." Lots of listen pleasure here for fans of different musical sounds.



**VELVET IS THE BEAT**—Conductor, John Cacavas—Gallery 3201

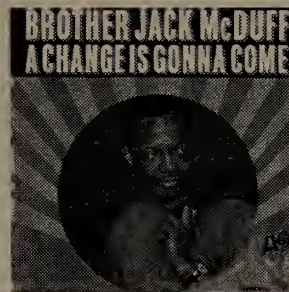
This collection of smooth, easy to listen to tunes, performed by a lush, full bodied orchestra conducted by John Cacavas, is a set that should find great favor as a mood setter. Among the easily recognized tunes are "Try To Remember," "I Concentrate On You" and "The Third Man Theme." Front to back good music fans should dig this offering.

## JAZZ PICKS



**OUT OF THIS WORLD**—Three Sounds—Blue Note 4197

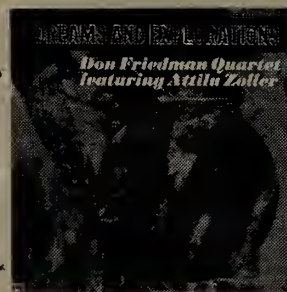
The latest offering by the Three Sounds, this one includes such blue ribbon tracks as "Girl Of My Dreams," "Sanctified Sue," "I'll Be Around," and "You Make Me Feel So Young." Piano, bass, and drums played by Gene Harris, Andrew Simpkins, and Bill Dowdy respectively, this package is good, easy listening jazz and is sure to be sought after by the jazz buff.



**A CHANGE IS GONNA COME**—Brother Jack McDuff—Atlantic 1463

On this album Brother Jack McDuff reaches way down into the blues bag, searching for the roots of jazz. This is McDuff's first album for Atlantic although he is well known to both European and American jazzophiles, having appeared at "The Golden Circle" in Sweden and the Antibes Jazz Festival. "No Tears" and "Minha Saudade" are outstanding tracks. A must for jazz and organ fans.

## JAZZ BEST BETS



**DREAMS AND EXPLORATIONS**—Don Friedman Quartet with Attila Zoller—Riverside 485

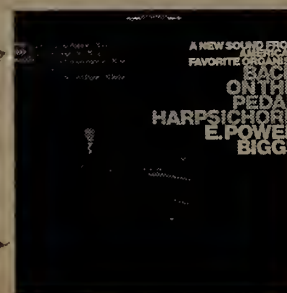
This package features Attila Zoller on guitar backed by Don Friedman, piano; Dick Kniss, bass; and Dick Berk, drums. It is an offering of free moving, improvisational jazz as evidenced by "Episodes" which has no written notes. "Israel," "Exploration," and "Blizzard" are blue ribbon efforts. As its name implies, this album delves into the realm of "Dreams And Explorations" and should be readily received by jazzophiles.



**AIN'T THAT A GROOVE!**—Billy Larkin & Delegates—World Pacific WP-1843

That special touch brought out by Billy Larkin and the Delegates, rhythmic and easy to listen to, is especially apparent on this album (the group's third.) "Don't Mess With Bill," a highlight of this album, is a tune from the Motown bag done recently by Martha and the Vandellas. "Soul Sister," "Where Did The Blues Go," "Willow Weep For Me," and the title song are among the other outstanding tracks. Sure to be a fast moving item.

## CLASSICAL PICKS



**BACH ON THE PEDAL HARPSICHOORD**—E. Power Biggs—Columbia ML-6204/MS-6804

Well known organist, E. Power Biggs, playing Bach organ music on a harpsichord equipped with pedals (making it a cross with an organ.) This is not "heretical," as it may at first seem to the Bach purist, because Bach, himself, had three similar instruments in his home, on which he is reputed to have practiced his organ music (rather than pay someone to pump the local church organ.) Pleasant listening for those who enjoy the harpsichord.



**MOZART—SYMPHONIES NOS. 29 & 33**—Klemperer—Angel S-36329

A delightful offering of two of the great Viennese composer's best works as masterfully conducted by Otto Klemperer (guiding the New Philharmonia Orchestra). The "Symphony No. 33 In B Flat Major, K.319" is deserving of special note in that it is one of the few Mozart symphonies to be published before his death. This one is a sure fire pleaser for Mozart enthusiasts and for those who are, in general, classically inclined.





# COUNTRY ROUNDUP

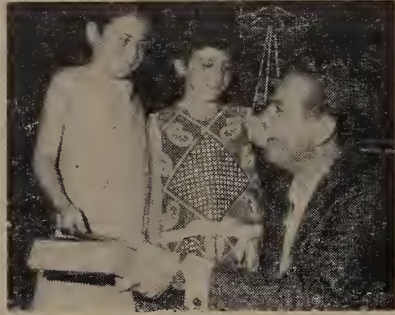
Never let it be said that Eddy Arnold would allow such a trivial item as an airline strike to keep him from his appointed rounds. At Eddy's insistence, manager Gerry Purcell chartered a Lear Jet for a weekend of concerts, and, needless to say, the effort wasn't in vain. Accompanied by Don Bowman and the Stoneman Family, the Victor songster stormed into Convention Hall in Asbury Park, N.J. and racked up a \$20,000-plus gross. Immediately afterward, it was back into the Lear Jet and over to Minot, North Dakota for the State Fair, which ran from July 17-20. Following the State Fair, Eddy began to rest up for his appearance at the Casper Wyoming Fair and Rodeo on Aug. 3 & 4.

Warner Mack called to tell us that he just returned home to Nashville from his latest swing on the road. However, the rest period was short-lived, as he was almost immediately off again. Warner packed up the wife and kids and headed for Alexandria, Va., where the family will be vacationing while he's doing shows in the D.C. and Maryland areas. Some vacation. His latest Decca single, due for release soon, is called "It Takes A Lot Of Money." (Amen to that).

Some of the biggest names in Country Music will have their "day in the sun" when the Roy-O-Vac Battery Co. sponsors one of the year's biggest bashes Aug. 13 at Dinner Key Aud. in Miami, Fla. Two shows, will feature Carl Smith, Webb Pierce, Faron Young and the Deputies, Norma Jean, Don Gibson, Roy Drusky, Bob Luman, Willie Nelson, Wade Ray, Skeeter Davis, Jim Strickland, Howard Crockett, Charlie Louvin, Don Bowman and Bill Carlisle.

August will have 20 working days for the Johnny Wright-Kitty Wells show and will include a swing through the mid-west for the popular package, which also features Ruby Wright, Bill Phillips and the Tennessee Mountain Boys. Starting on July 30 at Pratt, Kan., the tour will include stops at Blue Earth, Minn., Norton, Kan., Maquoketo, Iowa, and Lewellen, Neb. Coordinated by Lucky Moeller, the tour will culminate on Aug. 28 when the Wrights meet their Waterloo. Unlike Napoleon's historical downfall, this meeting will be with their fans in Waterloo, Neb. and will be followed by a return to Nashville and a 10-day break.

Little Darlin' Records, the rapidly-expanding country arm of Audio Fidelity, has signed on another act, the Homesteaders, whose first outing under their new contract is called "Show Me The Way To The Circus" b/w "Country Has Joined The Country Club." The Homesteaders originally were formed in 1963 and began their recording career with Roulette Records. The group has built up a following via numerous guest appearances on the Grand Ole Opry and are currently co-starring in a TV series syndicated weekly throughout the Southeast. A heavy promotional campaign is currently being worked on by label head Aubrey Mayhew.



**GETTING A DOLLAR'S WORTH**—Country music fans, like Jill (9) and Susan (7) Abrams start young, and to help keep them going in the right direction, Johnny Dollar presents them with free copies of his latest Columbia hit, "Stop The Start," during his recent stand at Palisades Amusement Park in N. J. The Palisade "Mountain Dew" shows, also free, are broadcast 'live' every Thurs. over WJRZ-Newark. Following the Palisades show, Dollar stormed down into Clear Springs, Md. (21) and then on to the Beach Auditorium in Chesapeake Beach, Md., where he appeared with Warner Mack. The following day he played the WWVA Jamboree, and rounded out the week with an appearance (24) at the Willis Hall Community Center in Laurel, Md.

The songster is now reviewing material for a soon-to-come recording session in Nashville.

Nashville booking agent Buddy Lee has found that the best way to book return engagements is to book acts that break attendance records. Two recent appearances which he co-ordinated for Hank Williams, Jr., and the Cheatin' Hearts resulted in that many return bookings. The previous record for Richland, Pa. (set by Sammy Kaye some 18 years ago) was topped by Hank, Jr., on July 9 when with 6,000 people poured into the city's annual Fireman's Carnival. The next day, 10,000 braved temperatures which caused several to faint from the heat to see the act at Shorty Long's Ontelaunee Park in New Tripoli, Pa., breaking the record there. Thus, one weekend made 16,000 Williams fans happy, but no more so than Lee, who gladly accepted the invitations for Williams and Company to re-appear in Richland next July and in New Tripoli on Sept. 11.

Seems we overlooked a recent birthday. Belated congratulations are in order for chart-topping newcomer Jeannie Seely, who celebrated on July 6.

Guitarist "Little" Jimmy Dempsey, who has already got 7 instrumental LPs on market, has just waxed his first vocal effort, "We Gotta Stick Together" b/w "Feelings," on Dot. The deck is due for release in the future.

Ridge/Tannen Music chief Paul Tannen has named Mark Wildey as associate professional manager. Wildey will be reactivating the Tannen country catalog as well as working on the Ridge material. Ridge has "If You Were Mine Mary" in Eddy Arnold's "My World" LP, as well as the new self-penned Johnny Tillotson single, "No Love At All."



# COUNTRY TOP 50

	Pos. Last Week		Pos. Last Week
1	2	26	31
2	3	27	30
3	5	28	37
4	1	29	34
5	7	30	25
6	4	31	33
7	10	32	23
8	9	33	39
9	15	34	35
10	12	35	37
11	8	36	28
12	6	37	29
13	14	38	41
14	13	39	40
15	11	40	46
16	24	41	43
17	17	42	47
18	20	43	44
19	18	44	45
20	21	45	—
21	16	46	—
22	22	47	48
23	19	48	50
24	27	49	—
25	26	50	—
51	—	56	—
52	—	57	—
53	—	58	—
54	—	59	—
55	—	60	—

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**"TOO MUCH OF YOU"**

**OTT STEPHENS**

ABC 10816

Peach Music—SESAC





# COUNTRY REVIEWS

B+ very good  
B good

C+ fair  
C mediocre

## THE CASH BOX

### BULLSEYE



BLUE SIDE OF LONESOME (2:41) [Glad BMI—Payne]

IT HURTS SO MUCH (To See You Go) (2:09)  
[Acclaim BMI—Warren, Guitar, Reeves]

JIM REEVES (RCA Victor 8902)

The fantastic success story of the late Jim Reeves should certainly be propagated by his many thousands of followers via this captivating item called "Blue Side Of Lonesome." A tender, heartfelt ballad done up in the winsome Reeves manner, the lid is a guaranteed zoomer, which should get plenty of pop action also. "It Hurts So Much (To See You Go)" is another excellent blueser.

ROOM IN YOUR HEART (2:22) [Marson, BMI—Long, James]

HOW MANY TIMES CAN A MAN BE A FOOL (2:21)  
Marson, BMI—Smith, James]

SONNY JAMES (Capitol 5690)

Sonny James recently zoomed back into the No. 1 slot with his "Take Good Care Of Her" smasher, and should be right back up near the top with this effort dubbed "Room In Your Heart." Side is a sweet, heartwarming waltz with a real fine sound. "How Many Times Can A Man Be A Fool" is a lowdown tear-tugger.

THE COMPANY YOU KEEP (2:02)

[Combine, BMI—Parton, Owens]

THE LIES JUST CAN'T BE TRUE (2:15)

[Needahit, BMI—B./N. Philips]

BILL PHILIPS (Decca 31996)

Just off his "Put It Off Until Tomorrow" smash, Bill Philips should be soon represented on the charts with either or both sides of this double-barreled offering. "The Company You Keep" is a sweet, shuffling tale of a big brother's advice to his younger sister. "The Lies Just Can't Be True" is a tender, mid-tempo ballad, also with lots of appeal.

ANYTIME (2:40) [Hill & Range BMI—Lawson]

TYING THE LEAVES (3:25) [Starday BMI—Arr: York]

KENNY ROBERTS (Starday 769)

Champion yodeler Kenny Roberts may well re-establish himself in the big country sales picture with this top-notch outing. Side to watch, "Anytime" is an easy-going, light revamping of the years-back Eddy Arnold smash. Undercut, "Tying The Leaves," is a supersweet, waltz-time version of the oldie.

## Newcomer Pick

CONSTANTLY (2:15) [Vanjo BMI—Gray, Louis]

WHAT KIND OF GIRL DO YOU THINK I AM (2:35)  
[Canyon SESAC—West]

BILLIE BEA BROWN (Topic 8024)

Here's a very well done outing by Billie Bea Brown that could easily launch the lark into national prominence. Top side, "Constantly," is a swaying, haunting heart-tugger with a highly effective sound and an exceptional vocal job. Also effective, "What Kind Of Girl Do You Think I Am," is a feelingful, plaintive tearjerker. Deserves a listen.

PEGGY PAXTON (Paula 241)

(B+) THE DAY AFTER FOREVER (2:05) [Beckie, BMI—Kessler] Peggy Paxton could well make a name for herself with this blues-filled, tear-drenched tale of a love affair that came to an unexpected end.

(B) BILLY BABY (1:35) [Su-Ma, Varia, BMI—Taylor] Flip is a cute, lively romancer with a strong pop flavor.

SHIRLEE HUNTER (Mercury 72599)

(B+) THE LAST PLACE YOU GO (2:19) [Tablerock, BMI—Self] Shirlee Hunter stands a chance to score big with this blues-filled, melancholy tale of a gal who feels her man slipping away from her.

(B) CRYIN' AND I'M ONLY HALF WAY HOME (1:59) [Newkeys, BMI—Hall] This side is also a tear-drenched item, nicely done by the lark.

RICK RAYLE (Hickory 1405)

(B+) I HAVE THE WORLD (2:33) [Acuff-Rose, BMI—Jay, Griffin, Strickland] Rick Dayle may do Top 50 business with this tender, warmhearted tale of true love. Could see action.

(B) TROUBLE FREE (2:07) [Acuff-Rose, BMI—Kennedy, Breeden] Flip is a bouncing, chorus-backed loper with a very pleasant sound.

GENE MOLES (Mosrite 210)

(B+) DURANGO (1:40) [Double-neck, BMI—Moles] Axeman Gene Moles could attract lots of attention from spinners with this loping, Western-flavored instrumental. Very attractive item.

(B+) SCOTTISH GUITAR (2:18) [Double-neck, BMI—Moles] Equally attractive is this infectious updating of the highland folk standard, "Loch Lomond."

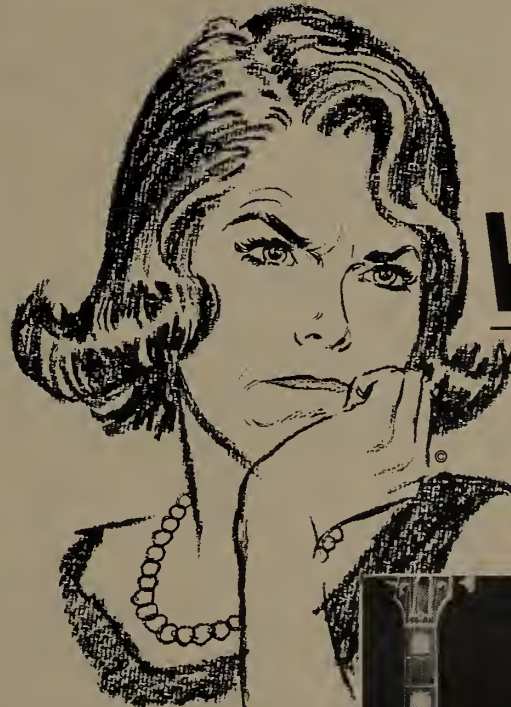


# TOP COUNTRY ALBUMS

- |    |  |    |    |   |    |
|----|--|----|----|---|----|
| 1  | DISTANT DRUMS<br>Jim Reeves<br>(RCA Victor LPM 3542/LSP 3542)          | 1  | 17 | PLEASE DON'T HURT ME<br>Norma Jean (RCA Victor LPM/LSP 3541)                          | 13 |
| 2  | EVERYBODY LOVES A NUT<br>Johnny Cash (Columbia CL 2492/CS 9292)        | 2  | 18 | MY WORLD<br>Eddy Arnold (RCA Victor LPM/LSP 3466)                                     | 16 |
| 3  | I WANT TO GO WITH YOU<br>Eddy Arnold (RCA Victor LPM/LSP 3507)         | 4  | 19 | WHO'S WHO OF COUNTRY & WESTERN MUSIC<br>Various Artists (Capitol TT/STT 2538)         | 21 |
| 4  | I LIKE 'EM COUNTRY<br>Loretta Lynn (Decca DL 4744/74744)               | 6  | 20 | PUT IT OFF UNTIL TOMORROW<br>Bill Philips (Decca DL 4792/74792)                       | 19 |
| 5  | DON'T TOUCH ME<br>Wilma Burgess (Decca DL 4788/74788)                  | 7  | 21 | THE COUNTRY TOUCH<br>Warner Mack (Decca DL 4766/74766)                                | 26 |
| 6  | DUST ON MOTHER'S BIBLE<br>Buck Owens (Capitol T 2443/ST 2443)          | 3  | 22 | CHET ATKINS PICKS ON THE BEATLES<br>(RCA Victor LPM/LSP 3531)                         | 17 |
| 7  | TRUE LOVE'S BLESSING<br>Sonny James (Capitol ST 2500/T 2500)           | 5  | 23 | HISTORY REPEATS ITSELF<br>Buddy Starcher (Decca DL 4796/74796)                        | 29 |
| 8  | I'M A PEOPLE<br>George Jones (Musicor MM 2099/MS 3099)                 | 8  | 24 | UP THIS HILL AND DOWN<br>Osborne Brothers (Decca DL 4767/74767)                       | 28 |
| 9  | ROLL OUT THE RED CARPET<br>Buck Owens (Capitol T 2443/ST 2443)         | 9  | 25 | JOHNNY PAYCHECK AT CARNEGIE HALL<br>(Little Dorlin' LD 4001/SLD 8001)                 | 27 |
| 10 | MANY HAPPY HANGOVERS<br>Jean Shepard (Capitol T/ST 2547)               | 18 | 26 | A DEVIL LIKE ME NEEDS AN ANGEL LIKE YOU<br>Dick Curless & Kay Adams (Tower T/ST 5025) | 25 |
| 11 | LONELYVILLE<br>Dave Dudley (Mercury MG 21074/SR 61074)                 | 11 | 27 | THE LAST WORD IN LONESOME<br>Eddy Arnold (RCA Victor LPM/LSP 3622)                    | —  |
| 12 | MEAN AS HELL<br>Johnny Cash (Columbia CL 2470/CS 9270)                 | 10 | 28 | SUFFER TIME<br>Dottie West (RCA Victor LPM/LSP 3587)                                  | 30 |
| 13 | BEST OF JIM REEVES, VOL. 2<br>(RCA Victor LPM 3482/LSP 3482)           | 13 | 29 | EVIL ON MY MIND<br>Jan Howard (Decca DL 4793/74793)                                   | —  |
| 14 | DON GIBSON WITH SPANISH GUITARS<br>(RCA Victor LPM/LSP 3594)           | 20 | 30 | COUNTRY ALL THE WAY<br>Kitty Wells (Decca DL 4776/74776)                              | —  |
| 15 | JIMMY DEAN'S GREATEST HITS<br>(Columbia CL 2485/CS 9285)               | 14 |    |   |    |
| 16 | MISS SMITH GOES TO NASHVILLE<br>Connie Smith (RCA Victor LPM/LSP 3520) | 12 |    |   |    |

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## Starday Sets Nashville Distrib Meet

NASHVILLE—Starday Records will be staging a distributor sales meeting, a first in Nashville, this week (29 & 30). The meeting will be hosted by label prexy Don Pierce and will comprise two days of both business and pleasure, carefully planned for Starday distributors.

Traveling by chartered bus, the group will first be taken to the Governor's office at the State Capitol, where they will officially be welcomed to Tennessee. Following a tour of Music City's Record Row, including Columbia's new studio facilities, the entourage will then proceed to the mayor's office for further official recognition. After a brief stop at the Starday offices, they will then journey out to the label's guest cottage in nearby Hendersonville. An afternoon of fishing, boating, water-skiing and

golfing at Bluegrass Yacht & Country Club will serve as a preamble to the evening festivities which will center around the Starday Movie Ranch at Five Coves. The evening will feature an outdoor Bar-B-Q and a jamboree featuring Starday artists. Afterwards the group will return to the label studios where they will participate in a 'live' recording session.

Saturday (30) activities will include a sales seminar at the Starday offices where new product and details of the label's annual spectacular, "Country Music Goes To Town" sales plan will be introduced. The evening festivities will be highlighted by a "Saturday Night At The Opry," where the party will see a live on-stage show, and meet personally with many Opry stars.

## Foster To Build New Nashville Studios

NASHVILLE — Monument prexy Fred Foster has announced that the firm is about to begin construction on a \$600,000 ultra-modern recording studio, to be located at 110 17th Ave., No., Nashville. He also announced the appointment of two prominent sound engineers, Mort Thomason and Bob

who states that the sound console will be a 22-channel unit especially designed for the Foster studio. Other features will include complete mastering equipment for both stereo and mono, five executive offices, a fire-proof vault for tape storage, a large recreation room, complete restaurant



Farris, to the label's staff.

Construction on the new building is to begin within the next few weeks, with completion scheduled for approximately Feb. 1, 1967. Meanwhile, operations will continue at the Fred Foster studios, also located in Nashville.

Plans call for the new building to house two studios, one to be the largest in Nashville, measuring 71 by 43 feet with a 28-foot ceiling. Studio One, as it will be called, will have a theater capable of seating 50 persons for unobstructed viewing of recording sessions. The theater will be separated from the studio by one-way glass so no performer will be distracted by viewers.

The design of the acoustical furnishings and equipment for the studios has been relegated to sound consultant Bill Putman, president of Studio Electronics of Los Angeles,

facilities with kitchen, dressing rooms with showers, a roof-top sundeck measuring 44 by 26 feet, and parking for 60 cars.

Exclusive of the sundeck the building will contain more than 19,000 square feet, and the front elevation will have two stories of gold anodized aluminum sunscreen with center panel of Santa Fe lava stone.

Engineer Mort Thomason joined the firm last week, while Bob Farris will begin on Aug. 15. Thomason was a pioneer engineer with the Bradley Studios, and, prior to joining Foster, was with Columbia's Nashville Studio. Farris, from Dallas, was with RCA Victor for a number of years. A former Nashvillian, he will supervise the installation of the electronic equipment. The two will join Thomas Strong and Brent Maher, present Foster Studio engineers.



**WINNING DISTRIBS**—During the RCA Victor distributor convention held in Bermuda, the winners in the firm's "Welcome To The Wide World Of Country Music" program were announced. Top sellers, shown above, include (top row, left to right) A. J. Shuffer, the Eastern Co., Cambridge, Mass.; A. W. Smith, McClung, Appliances, Knoxville; Dave Pearce, Victor Distrib. Corp., Los Angeles; Clyde Ball, Dulaney's, Oklahoma City; Ray Clark, Victor and Camden merchandising manager; Steve Sholes, pop A&R division vep; Wallis Tolles, Fidelity Electric, Seattle; and Art Kay, Radio-TV Corp., Honolulu; (bottom row, left to right) Louis Spear, Commercial Distributors, Portland, Me.; Ralph Woodard, Sidles Co., Omaha; Bill Whitehead, Art Jones & Co., Houston; Peter Stocke, Taylor Electric, Milwaukee; Bob Decker, Interstate Supply, St. Louis; and Charlie Smith, McDonald Bros., Memphis. Not shown is Jerry Weiner, Ohio Appliances, Cincinnati. First prize, a Ford Bronco equipped with a stereo 8 unit, was awarded to Pete Stocke.

## A Great Comeback by a Great Artist

A Two Sided Hit With Air Play in 46 States

**"Your Special Day"**

b/w

**"Just Count The Tears I'm Gone"**

THE CASH BOX  
BULLSEYE



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

JUST COUNT THE TEARS I'M GONE  
(2:50) [Gary S. Paxton, BMI—Paxton]  
MYRNA LORRIE (Gaiety 115)

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



**MYRNA LORRIE**

(Gaiety 115)

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# Cash Box



July 30, 1966



Little Tony (left) has been an idol of Italian teenagers since he rocketed to fame with his 1961 San Remo song "24 Thousand Kisses." Subsequent hits have included "Quando Vedrai La Mia Ragazza," "Non Aspetto Nessuno" and "Ogni Mattina." Little Tony is currently in the Italian charts with "Ridera" and visited London recently to record an English version titled "Let Her Go." The picture shows him during a recording session in the studios of Pye Records with writer, producer Tony Hatch, who penned the English lyrics. Little Tony records for Durium Records of Italy.





# GREAT BRITAIN

Larry Uttell, President of Amy Mala was in Britain recently for talks with EMI Records with whom they have a long term contract. Amy Mala's roster boasts names such as the Toys—very successful here recently with "A Lover's Concerto"—Norma Tanega ("Walking My Cat Named Dog") and Lee Dorsey ("Get Out Of My Life Woman"). Uttell arrived in London via Paris where he had meetings with T. Cross of Pathe Marconi and subsequently left for Athens for further meetings with Robert McKenzie MBE of the Columbia Gramophone Co. Greece.

Six incomparable recordings made by Toscanini with the NBC Symphony Orchestra in Carnegie Hall during the last year's of his life are being re-issued on three L.P.s by RCA on their low-priced Victrola label retailing at 21/6d. They include Dvorak's "New World Symphony," Rossini's "Overture To William Tell," Respighi's "Pines Of Rome," Mussorgsky's "Pictures At An Exhibition," and the "Sorcerer's Apprentice" by Dukas. The recordings have been specially re-processed in electronic stereo and are available in both mono and stereo form.

American publisher Harry Goodman of Regent Music (US) arrived in London for talks with Frank Fenter, general manager of his London company, Jewel Music. Goodman brought a wealth of material with him including the McAlister & Vale composition "Baby You've Got It" which has been recorded by British group the Action released on Parlophone and an Oscar Brown number "Forbidden Fruit" recorded by the Nashville Teens on Decca. Goodman, who has published many hits from Francis Day & Hunter contract writer Jerry Lordan including "Apache" and "Scarlet O'Hara" recently acquired the Les Reed composition "To Make A Big Man Cry," which has been recorded by Tom Jones, Adam Faith, P. J. Proby and Italy's Bobby Solo. During his visit he also negotiated for several more Les Reed compositions. Whilst in Europe Goodman also visited Milan, Stockholm, Paris and Geneva.

Shirley Bassey is back in London's West End for a one-woman show at the Prince of Wales Theatre. At the same time her new record company, United Artists is releasing her first album for the label "I've Got A Song For You" and a new single scheduled for August couples an Italian song with English lyrics by Hal David "Who Could Love You" with "Shirley" a song penned specially for her by Al Stillman. Bassey's future plans include gala performances in Cannes, San Remo and Venice and a color film for television "Shirley Bassey In Paris" to be shot in that city in September. She makes a return visit to the Sahara Hotel, Las Vegas, appears on the Andy Williams and Dean Martin television shows, plays club dates in Puerto Rico and a one woman concert at the Carnegie Hall, New York in May 1967.

Jonathan King's latest single is a Bob Dylan composition "Just Like A Woman" produced by Ken Jones and Joe Roncoroni of Marquis Enterprises to be simultaneously released by Decca in Britain and Parrott in the U.S.A. It is just a year ago since King had his big smash "Everyone's Gone To The Moon".

Johnny Mathis, last seen at London's Talk of the Town nitery just over a year ago is back in Britain for another cabaret season at the same venue. Mathis was last in London in November 1965 for his first BBC TV Spectacular and to headline in ATV's "Sunday Night At The Palladium." To coincide with his current visit EMI is releasing his latest album "The Shadow Of Your Smile" now high in the American Top 100.

A reciprocal management deal was set up in London this week linking I.M.A. Ltd. a management company formed recently by Nathan Joseph of Transatlantic Records in this country with American Impresario Arthur H. Gorson of New York. Each will represent the others interest in their respective territories. The deal involves such artists as Phil Ochs (Elektra), Tom Rush (Elektra) Eric Andersen (Vanguard) and Jim and Jean (Verve-Folkways) all of whom are expected to come to England in the autumn.

Swedish group, the Hep Stars have their first British release on Decca with "Sunny Girl" published by Robbins Music who have British rights to all their material. The group attracted considerable attention when they appeared here recently with American group the Lovin' Spoonful who also have a new single released this week "Summer In The City" issued by Pye on the Kama Sutra label which is also published by Robbins. The Lovin' Spoonful is currently in the British E.P. charts with "Did You Ever Have To Make Up Your Mind" and plans to return to Britain in the autumn for p.a.'s. Other numbers handled by Robbins Music include the Bachelors "Can I Trust You" (Decca), "No-one Will Know" by Frank Ifield (Columbia) and "Hi Lili" by the Alan Price Set on Decca.

Cyril Shane of Shapiro Bernstein still in the charts with Cilla Black's "Don't Answer Me" on Parlophone also has "In My Memory" by top French star Claude Francois on Fontana. This is the English version of his French hit



**CONTEST TOPPERS**—The European Songcup Contest held in the Belgian seaside resort of Knokke was won this year by Great Britain. The team of five singers consisted of (left to right) Engelbert Humperdinck, Eden Kane, Chloe Walters, Jimmy Wilson and Truly Smith, all of whom record for Decca Records. The Dutch team comprising Karin Kent, Ronnie Tober, Janneke Peper, Margie Ball and Martine Bijl came in second. Apart from Britain and Holland other countries participating were France, Germany, Italy and Belgium and the contest was televised throughout the six countries. A fuller report on the Festival will be contained in next week's issue.

## Great Britain's Best Sellers

Week	Last Week	Weeks On Chart	Title	Artist
1	1	5	*Sunny Afternoon—The Kinks (Pye)	Belinda
2	7	4	*Get Away—Georgie Fame (Columbia)	Gunnell
3	4	6	Nobody Needs Your Love—Gene Pitney (Stateside)	Schroeder
4	3	4	*Bus Stop—The Hollies (Parlophone)	Hour New
5	6	6	River Deep Mountain High—Ike & Tina Turner (London)	Belinda
6	13	2	*Out Of Time—Chris Farlowe (Immediate)	Mirage
7	5	9	Strangers In The Night—Frank Sinatra (Reprise)	Leeds
8	11	3	*I Couldn't Live Without Your Love—Petula Clark (Pye)	Welbeck
9	2	6	*Paperback Writer—The Beatles (Parlophone)	Northern Songs
10	20	2	Black Is Black—Los Bravos (Decca)	Mellin
11	17	2	The More I See You—Chris Montez (Pye)	Bregmann Vocco & Conn
12	9	9	When A Man Loves A Woman—Percy Sledge (Atlantic)	Belinda
13	8	5	*Hideaway—Dave Dee, Dozy, Beaky, Mick & Tich (Fontana)	Lynn
14	—	1	Going Back—Dusty Springfield (Philips)	Screen Gems
15	—	1	Love Letters—Elvis Presley (RCA)	Famous-Chappell
16	12	6	Don't Answer Me—Cilla Black (Parlophone)	Shapiro Bernstein
17	—	1	*With A Girl Like You—The Troggs (Fontana)	Dick James
18	14	4	It's A Man's Man's World—James Brown (Pye)	Copyright Control
19	10	9	Monday Monday—Mama's & Papa's (RCA)	Dick James
20	15	3	Lana—Roy Orbison (London)	Acuff Rose

\*Local copyrights

## Top Ten LP's

- The Sound Of Music—Soundtrack (RCA)
- Aftermath—The Rolling Stones Decca
- The Mama's & The Papa's—The Mama's & The Papa's (RCA)
- Pet Sounds — The Beachboys (Capitol)
- Sweet Things—Georgie Fame (Columbia)
- Small Faces—The Small Faces (Decca)
- Strangers In The Night—Frank Sinatra (Reprise)
- Dave Dee, Dozy, Beaky, Mick & Tich—(Fontana)
- Animalisms—The Animals (Columbia)
- Cilla Sings A Rainbow—Cilla Black (Parlophone)

## Top Ten EP's

- I Need You—The Walker Bros. (Philips)
- Instrumental Asylum—Manfred Mann (HMV)
- Beach Boys Hits—The Beach Boys (Capitol)
- I Am A Rock—Simon & Garfunkel (CBS)
- Did You Ever Have To Make Up Your Mind—The Lovin' Spoonful (Kama Sutra)
- Nowhere Man—The Beatles (Parlophone)
- With God On Our Side—Joan Baez (Fontana)
- I Can't Let Go—The Hollies (Parlophone)
- Hits From The Seekers—The Seekers (Columbia)
- Hard Rain's Gonna Fall—Joan Baez (Fontana)

## Norway's Best Sellers

Week	Last Week	Weeks On Chart	Title	Artist
1	1	5	Paperback Writer (Beatles/Parlophone)	Sonora Musik-förlags AB, Sweden
2	2	7	Monday-Monday (Mama's Papa's/RCA Victor)	Sweden Music AB, Sweden
3	—	1	Sunny Afternoon (Kinks/Pye)	
4	6	3	Lady Jane (Mojo Blues/Fontana)	
5	8	5	Strangers In The Night (Frank Sinatra/Reprise)	No publisher
6	3	6	Just A Little Teardrop (Pussycats/Teen Beat)	No publisher
7	9	2	Mot ukjent sted (Four Strong Winds) (Vanguards/Triola)	Arne Bendiksen A/S, Norway
8	7	12	Lykkeveien (The Young Land) (Vanguards/Triola)	Palace Music (Sweden) AB, Sweden
9	4	9	Sloop John B. (Beach Boys/Capitol)	Sweden Music AB, Sweden
10	—	2	Did You Ever Have To Make Up Your Mind (Lovin' Spoonful/Kama Sutra)	Reuter & Reuter AB, Sweden

### GREAT BRITAIN (Continued)

"Meme Si Tu Revenais" which topped the French charts for fourteen weeks. Shapiro Bernstein also publishes two Atlantic releases "My Lover's Prayer" by Otis Redding currently in the American Top 100 and "Let Me Be Good To You" by Carla Thomas.

Trini Lopez in Britain filming "The Dirty Dozen" was joined this week by his recording manager Don Costa. They will cut a single and L.P. in Pye's recording studios Trini's latest single is the Burt Bacharach/Hal David title song from "Made In Paris" released on Reprise.

"Discotheque 66" is the title of a new series of r & b recordings launched by EMI specifically for the British market. Material will be drawn from the American Capitol catalogue with a one-disk-a-week release scheduled. First two issues are Bobby Sheen's "Dr. Love" and Buddy Preston's "In The Midnight Hour."

Cockney singer Tommy Bruce has cut his first single for Mitch Murray Productions—a new version of "Speedy Gonzales" entitled "Monster Gonzales" with lyrics by Buddy Kaye for release on RCA.

Quickies: Decca Records issue original cast album "Come Spy With Me" London's latest musical starring Danny La Rue. . . . Eddy Arnold's latest album of Western songs "Cattle Call" released by RCA. . . . Latest Beatles L.P. "Revolver" for release at the beginning of August contains 11 Lennon-McCartney compositions and three by George Harrison. All four Beatles are featured as lead singers.





Orietta Berti (Golden Gondola) & Rossano (Silver) Win Venice's 2nd Int'l Light Music Show

VENICE—The 2nd edition of the International Light Music Show in Venice, taking place in the Piazza San Marco, ended in victory for Orietta Berti (Phonogram), awarded the Golden Gondola for her performance of "Tu Sei Quello," and the new talent, Rossano (Jukebox), who earned a Silver Gondola for his singing of "Ca C'est Venise."

First night of the contest was put under the spotlight by a national TV transmission. First, second, and third night of the show took part on the stage of the "Palazzo Del Cinema" at Lido of Venice.

The last night, June 29, took part in the open air on a stage built in Piazza S. Marco. The wonderful scenery of this unique "Piazza" appeared on the screen of millions and millions of TV audiences all over Europe, being the final night of the Festival televised in all countries of Europe via "Eurovision".

Opening night twelve young newcomers Italian artists presented twelve new songs devoted to Venice, while top Italian artists including Mina (Ri.Fi), Ornella Vanoni (Ricordi), Sergio Endrigo (Fonit-Cetra), Iva Zanicchi (Ri.Fi), Gigliola Cinquetti (CGD), Giorgio Gaber (Ri.Fi), Fred Bongusto (Fonit-Cetra), Gino Paoli (CGD), Bruno Lauzi (Ariston), Orietta Berti (Phonogram), Renato Rascel (Cemed-Carosello), presented one of the two of their songs selected for participation in this show.

The contest really started in the second night, when six of the twelve newcomers presented again songs devoted to Venice, and a jury composed of press representatives and by some people selected among the audience, were asked to vote three of these songs to enter the final.

During the second night the top Italian artists performed both songs selected and from the applause of the audience one of the two tunes they had to perform again in the final night of the Festival was selected.

The third night, the other six Italian newcomers presented the other six songs and three of them were chosen to enter the final. Then, the third night, foreign talents appeared on the stage and they, too, presented two songs of their repertoire. Foreign guests of Venice were Les Surfs (Festival CGD), Sandie Shaw (Pye/RCA Italiana), Salome (Zafiro/Ariston), Enrico Macias (EMI) and Tony Sheridan (Phonogram).

One Italian singer and one foreign talent scheduled for the show were absent from the stage: Pino Donaggio (EMI Italiana) who is in military service, and Alain Barriere, who was ill with appendicitis.

Renato Rascel and Renata Mauro were MCs of the contest. As a conclusion of the final night they announced that among the newcomers the jury declared Rossano, who presented a song entitled "Ca C'est Venise," the winner. He is a young singer recently pacted by C. A. Rossi for his record label, Jukebox. "Ca C'est Venise" was written by C. A. Rossi, and published by his own pub-bery.

Rossano received from Mr. Pancino, head of the Tourist Office of Venice, and from the Prefect of Venice, a Silver Gondola for his performance of "Ca C'est Venise," an easy flowing melody.

Orietta Berti, the top songstress of Phonogram received the Golden Gondola for the song she presented on the Venice stage last year, "Tu Sei Quello". This song was the winner of last year's "A Record For The Summer," and has been awarded the "Golden Gondola" since Orietta Berti's recording was one of the best seller disks among all those presented in the past edition of the contest on the Venice stage.

Next year, the "Golden Gondola" will be assigned to the song and the

singer who will be at the top in sales among the records performed this year in Venice.

All the songs presented on the Venice stage (with the exclusion of the songs devoted to Venice, which were unpublished) were all already known, with the exception of "La Risposta Al Ragazzo Della Via Gluck" performed by Giorgio Gaber (Ri.Fi) which was presented to the public for the first time.

Among the newcomers, together with Rossano there was special attention given to Paola Bertone who came in second, after Rossano. Paola presented a number called "Venezia No". She is pacted by MRC (the record firm owned by Alberto Carisch) and the song is published Southern Music.

Here is the list of the titles performed by the top Italian artists during the final night: "Taratata" sung by Mina (Ri.Fi), "Finalmente Libera," sung by Ornella Vanoni (Ricordi), (continued on page 61)



Pictured are (left to right): Orietta Berti, winner of the Golden Gondola at the Second Int'l Light Music Show in Venice, Gianni Ravera, organizer of the contest, Carlo Alberto Rossi, owner of Juke Box Records, who discovered the talent of Rossano, (right) who earned the Silver Gondola at the contest with song penned by Rossi himself.

Shirley Bassey Back In London Town: A Triumph

LONDON—The rapturous welcome received by Shirley Bassey on the recent opening night of her one-woman show, "Shirley Bassey Entertains at London's Prince of Wales Theatre," was eclipsed by the standing ovation which followed her hour long act.

Long after the final curtain had fallen on the flower strewn stage, the audience was clamouring for more and the safety curtain had to be lowered before they would leave the theatre. The performer, looking fabulous in a glittering sequin gown, was at the top of her form. Her act, varied and well balanced, was brilliantly laced with satirical asides, from the opening number "I've Got A Song For You," the title of her first album for United Artists, to her closing songs, "The Party's Over" and "I Could Have Danced All Night." She also did her latest UA single, "Don't Take The Lovers From The World."

New Polydor-Holland Director

HOLLAND—Polydor Nederland N.V. has named a new director. He's E. J. Garretsen, formerly of PPI-Baarn, who succeeds J. H. Buinink.

German Labels, Artists Seek Higher Royalties From Radio & Television

MUNICH—The conference tables are busy as the German recording industry and the GVL, the royalty collection agency for artists, background singers, musicians and conductors, are fighting hard to heavily raise the royalties now collected from the radio and TV stations for the performance of recorded material in Germany.

Until now, the broadcasters have paid about 2.4 million German Marks (\$600,000) yearly for these rights but the GVL and record industry are now asking for a yearly payment of

24 million marks (6 million dollars) which is 10 times the amount now paid. Although the broadcasters have already made an offer of 7 million marks, the GVL and recording industry are not satisfied and the fight is still going strong.

As a result of this fight, Hamburg radio has already stopped broadcasting records and several other of the 11 radio stations in Germany will stop pushing the pops and other record releases on the 1st of August. (See complete story in Germany section.)

Plan Cannes Festival Of Music

LONDON—Plans are in hand for the first "Marche Internationale du Disque et de l'edition Musicale" (MIDEM) to be held at the Palais de Festival in Cannes, south of France from January 30 to February 4, 1967. The idea behind the event, which is being organised by the MIT, is to provide an international meeting point for music men from all over the world. As MIDEM will immediately follow the San Remo contest it is expected that many record com-

pany executives, music publishers, indie producers, composers and artists will attend both events. Facilities available at the Palais de Festival will include conference rooms, demonstration auditoriums, record playing booths, closed circuit TV, etc. Every effort, it's understood, will be made to provide ideal conditions in ideal surroundings in which music men may buy, sell, compare products, hear new records and generally exchange ideas.

Mixed Press Reaction To German Song Contest

MUNICH — Mixed press reaction greeted the end of the 6th annual German Pop Music Festival competition held recently in Baden-Baden.

The main reason for complaints was the artists who presented the material and some of the tunes chosen from the jury from the over 400 entries for the preliminary rounds. The press felt that real "quality" artists, especially headliners like Caterina Valente, Peter Alexander and others should have been on hand and that many of the 18 entries entered in the preliminary semi-finals were not suitable for a festival representing German pop music.

The lack of "beat" songs was also mentioned by several journalists. On the plus side of the picture, the top notch organization of the finals and several of the tunes and artists on hand were complimented for their fine work. The festival is strongly considering having two artists, one (continued on page 61)

CCGC Promotes Low-Priced Phono To Holland Teeners

HOLLAND—Holland's CCGC (Committee for Collective Record-Publicity, sponsored by record companies and dealers, under the management of Piet Beishuizen, TV-pioneer, journalist and critic, former public relations man for Philips' Phonographic Industries) has started a big promotion for a cheap "youth record player," intended to boost record sales in the teener field. This phono sells for under Hfl. 50 (about \$14) and was advertised nation-wide in newspapers and music magazines just after school exams ended and before holidays began. Dealers expect to sell many thousands of this cleverly conceived sales promotion item. CCGC also organised the yearly "Grand Gala du Disque" (popular and classical).



L. G. Wood, executive vice chairman of EMI Records, signs a renewal of a long-term contract between EMI and ABC Records of America. The contract gives EMI exclusive rights to distribute repertoire from the ABC, Impulse, Westminster, Boom, Oliver and Tangerine labels in the United Kingdom and certain other territories. With Wood at the signing were (left to right), Ron White, general manager of EMI's marketing services Division, EMI managing director Geoffrey Bridge, Larry Newton, ABC Records' president, Daver Berger, of ABC Records, and Rex Oldfield, general manager of EMI's popular repertoire division dealing with non-EMI repertoire. Newton flew to London specially to discuss with top executives of EMI Records the contract renewal.

L. G. Wood said, at the conclusion of the deal, "I am delighted that EMI's happy and fruitful association with ABC over so many years is to continue for a long time, and it is obvious that Larry Newton's plans are going to produce many more top sellers."





# HOLLAND

Bovema's Capitol-chief Roel Kruijze launched the label's big campaign "Summer sound '66" with the release of the Beach Boys' new album "Pet Sounds." Several DJ's of local radio stations will pay special attention to this sensational Brian Wilson-production. Finest tracks are "God Only Knows," "Wouldn't It Be Nice," the title song and top charter "Sloop John B," which is still selling very well on single.

His Master's Voice released Bert Weedon's "Kick Off," tune for all Worldcup '66-TV-reports. Introduction of the record on this market has been blown up by special sales letters and attractive posters.

VARA-TV recently aired a great Sacha Distel-Show on the nation's 1st net. HMV tied in with the occasion to push its "Sacha Distel à l'Olympia"-album.

Greetje Kauffeld, whose Columbia-album "Sunday Melody" hit the market last week, did guest-vocals with Boy's Big Band on 13th July. Also topping the bill on this Holland Festival-jazz program was singer Abbey Lincoln.

AVRO's Radio and TV guide of July 10 had an extensive illustrated article on the "Li-La-Lo-Cabaret" of Jacques and Jossy Halland. Li-La-Lo did a TV show on Thursday the 14th. Gramophonehouse's Imperial label produced these fine Jewish artists' initial 12" LP last year.

Further new early July releases by Bovema are a.o. Nancy Wilson's "A Touch Of Today" (Capitol), Buck Owens' "Dust On Mother's Bible" (Capitol), Voices Of The Singing 20's, "Jimmy Shand & His Band" (Parlophone), the Cascades' "Cheryl's Goin' Home" (Stateside) and the Ventures' new album, featuring "Batman Theme," "The Man From U.N.C.L.E." and other hits.

Bovema's label chief Rien Heeremans reported this week's release of the last Manfred Mann single "You Gave Me Somebody To Love"/Poison Ivy" and also expects enthusiastic reactions to Ross McManus' new item "Stop Your Playin' Around," a follow-up with hit-potentials for "Patsy Girl," which, as Heeremans stated, did very well on this market.

Bovema's Imperial-label unveiled initial recordings by new artists: the Eurfians, a beatband with a today's sound and one of the label's latest local discoveries, have great music and funny lyrics going on in "Opa's Beat" and "Waaro?." A big seller in Eastern parts of the country and Germany will be Die Glamerbrügger Jäger (Brassband's) first single, featuring "Gartenfest Polka" and "Böhmische Weisen." The release precedes the band's 12"/LP due to hit the stands in September next.

The Hollies' "Bus Stop" still does tremendous sales over here. Bovema's Parlophone dept. expects to reach even greater demands for the group's new LP "Wouldn't You Believe,"? ready to be rushed out.

Columbia arranged a promo-set-up for a couple of pop items now occupying key positions on international hit parades. They are Georgie Fame's "Get Away," Cliff Richard's German-tongued "Du Bist Mein Erster Gedanke" and Richard Anthony's French version of a Beatles-topper "Le Soleil Ne Brille Plus." The label also released Herman's Hermits' "This Door Swings Both Ways," Peter & Gordon's "To Show I Love You" and the Shadows' "A Place In The Sun."

Teenage-violinists Emmy Verhey and Christian Bor who were invited to participate in the Moscow Violin Festival received high praise from jury and public alike. Emmy even reached the finals and was so grouped among the world's most promising young classical artists. Upon their return to Holland, Philips recorded Bach's Concerto for two violins with Emmy and Christian and some of Beethoven's romances, played by each of them. Herman Krebbers, solo-violinist of the Amsterdam Concertgebouw Orchestra, is the children's mentor and greatly responsible for their success in Moscow.

Many famous artists of Phonogram's catalogue boost high sales in the far East and especially in Japan, i.g. the Dutch Swing College Band, Malando's Tango Orchestra, Johnny Lion, etc. Now, as told by Philips label-chief Otto Vriezenberg, the Japanese beat-group the Spiders (high on the Tokyo hit parade) were released on Philips in Holland. Disc contains "Furi Furi" and "Bitter For My Taste."

Famous Italian director Fellini's film "Juliet Of The Spirits" (with Giulietta Masina in the leading role) was released in Holland and Fontana tied in with a twelve inch LP of soundtrack-music, composed by Nino Rota.

From the Dutch film scene comes the news that young but very successful songstress Liesbeth List (she was in the winning Knokke-team last year) will sing the title-song of "Gangster Girl," a modern film by well known Dutch writer-filmer Jan Vrijman.

New and eagerly-awaited releases by Phonogram in July are Walker Brothers' EP "I Need You" and a single by the same group: "You Don't Have To Tell Me" and "My Love Is Growing," on Philips. Furthermore Fontana is making high strides with their LP by Dave Dee, Dozy, Beaky, Mick and Tich (with the classical violin intro to "Nose For Trouble!") and the single "Hideaway" by the same boys, one of the toppers of the British hitparade.

Finally, Mercury-man Anko Dragt told us that Phonogram released three big LPs from this American catalogue: "Three Moods-Three Sounds" by the Three Sounds, "Milt Jackson at the Museum of Modern Art" by the Milt Jackson Quintet and "Songs Of Inspiration" by the Harry Simeone Chorale.

Phonogram released Brenda Lee's LP "Bye Bye Blues" on their Brunswick label, which made a big impression with the disc critics. Another noteworthy release on Brunswick is the return of Bill Haley's Comets with their LP "Rock Around The Clock."

American TV shows are very popular in Holland. Decca's John Ros therefore released Frank Chacksfield's LP "All Time Top TV Themes," featuring music from the "Dick van Dyke Show," "Rawhide," "Route 66," "Doctor Kildare," "Bonanza," "The Jackie Gleason Show," and many others.

A tremendous version of "I Love Onions" was sung by British hopeful Laurie, still a dark horse in show-business, but nevertheless a great personality, whom Decca's Jaap Hoitingh hopes to boost with this Decca-release. Record has several gimmicks, featuring mirliton and nose-flutes!

For the happy few (and in linguistic Holland there might be more than a few!) knowing their English and appreciating humor in music, the fifth Paddy Roberts LP "... But Not In Front Of The Children" was released, a tremendous collection of songs and conferences, brim-full of double-talk.

Han Dunk of Holland Music (Southern Music-Holland) Amsterdam, is very glad with the success of the very popular Trio Hellenique with "Ella Ella" on C.N.R., and the new French sensation Michel Polnareff with "La Poupée Qui Fait Non" on Palette, which numbers will both make a very rapid climb in our Hitparade.

Joop Portengen controls Dutch rights in "Wild Thing" and "Shotgun Wedding," high in the Dutch charts. Portengen obtained local record-version of these songs by (resp.) the Eurfians and Peter J. Muller. Portengen-hits to be expected are: "The Door Swings Both Ways" by Herman's Hermits, "I Love Onions" (both from the U.S.A. hit-lists), new German Lolita hit "Ich Will Leben" and Willeke Alberti's new single "Wonder," Dutch version of a German Draft Deutscher song.

Joop Portengen also reports, that his song "Oh Helen" was released in Germany on latest single of the very popular German group Die Regenpfeiffer,

## Holland's Best Sellers

This Week	Last Week	Title	Label
1	2	Sunny Afternoon (Kinks/Pye)	(Belinda/Amsterdam)
2	1	Paperback Writer (Beatles/Parlophone)	(Leeds-Basart/Amsterdam)
3	5	The Life I Live (Q 65/Decca)	(Altona/Amsterdam)
4	3	Strangers In The Night (Frank Sinatra/Reprise)	(Leeds-Basart/Amsterdam)
5	7	Monday Monday (Mama's and Papa's/RCA)	
6	—	La Poupée Qui Fait Non (Michel Polnareff/Palette)	(Holland Music/Amsterdam)
7	—	Bus Stop (Hollies/Parlophone)	(Conelly-Basart/Amsterdam)
8	—	River Deep-Mountain High (Ike and Tina Turner/London)	(Belinda/Amsterdam)
9	4	Wild Thing (The Troggs/Fontana)	(Portengen/Haarlem)
10	6	Paint It Black (Rolling Stones/Decca)	(Basart/Amsterdam)



ARRIVAL IN STYLE—Columbia's Simon and Garfunkel recently arrived in Holland where they were rushed from the airport to Cobi Schreijer's Waagtaverne (folk club) where they were interviewed by and performed for the press. The pair also taped a number of TV shows for future airing. In this arrival shot are (left to right) the duo's manager Mort Lewis; Art Garfunkel; CBS' Frans van Schaik; Paul Simon; Cobi Schreijer and CBS' Paul Muller.

### HOLLAND (Continued)

Portengen further produced many songs for Holland's biggest stage-show: René Sleswijk's "Snip and Snap Revue"; this 1966-1967 show proves to be one of the most successful ones of the 29 yearly shows.

Two of the most important single additions just released are Bob Dylan's "I Want You" c/w "Like Tom Thumb's Blues" and a new single by the Byrds: "Captain Soul" b/w "5 d (Fifth Dimension)." Also CBS recently released new singles including Ray Conniff's "Somewhere, My Love" (from the M.G.M. motion picture "Dr. Zhivago") b/w "Midsummer In Sweden," a new and very strong single by C & W songster Johnny Cash: "Everybody Loves A Nut"/"Austin Prison," Paul Revere & the Raiders with their new hit-single "Hungry" "There She Goes" as well as the famous items by Lionel Hampton "Hey Ba Ba-Re-Bop" b/w "Paulette Boogie."

CBS also released the first single by the French singer Edouard: "My Name Is Edouard"/"Naie Pas Peur Antoinette."

Recent CBS additions to the popular LP field include the following Albums: "Dave Brubeck's Greatest Hits" featuring such world-famous items as "Take Five," "It's A Raggy Waltz" and "Unsquare Dance" a.o. a new album by Marty Robbins, entitled "What God Has Done," Andy Williams' "The Shadow Of Your Smile," a wonderful album by the famous French conductor Caravelli & His Magic Violins, featuring recent European hits, an album by the Sunjet Serenaders Steelband, entitled "The Sound Of The Caribbean" as well as an album by the famous playwright and actor Noel Coward, a live recording from Las Vegas.

Important new CBS additions to the classical LP field include an album entitled: "Bach On The Pedal Harpsichord," featuring works of Bach and played by the eminent organist E. Power Biggs, an album containing Beethoven's Second Piano Concerto and Mozart's Piano Concerto No. 27, K.595 performed by Rudolf Serkin with the Philadelphia Orchestra conducted by maestro Eugene Ormandy, Reger's Piano Concerto in F Minor, Op. 114, also performed by Rudolf Serkin and the Philadelphia Orchestra conducted by Eugene Ormandy. Serkin will play this Piano Concerto several times during his European tour 1966, in Germany and other European countries.

CBS also released an LP recording containing Ives' Symphony No. 4 played by the American Symphony Orchestra conducted by maestro Leopold Stokowski and associate conductors David Katz and José Serebrier as well as Members of the Schola Cantorum of New York.

An extremely hot new Pye release is David Garrick's rendition of the Jagger-Richard song "Lady Jane." After surprisingly high initial sales, this record is now rocketing to the Dutch top ten. And new records are coming up for release here in Holland on Pye. Petula Clark with her big British hit "I Couldn't Live Without Your Love," The Rocking Berries with "Midnight Mary" and Joe Brown doing it in "Little Ray Of Sunshine."

Just in time for a hot summer season, Negrin is releasing a big stack of popular Spanish flamenco music on the Vergara label, of which it is distributor in Holland. Thru people being on holiday in Spain, there's an immense market for this kind of music. Hot artists on Vergara include Luis Miguel Dominguin, Los Picadores, Pepe de la Isla, Ramon Gomez among others.

Negrin is currently promoting its contenders of the Baden Baden Deutsche Schlagerfestspiele. Reaction here in Holland is most strong on "Nur Wenn Du Bei Mir Bist" by Elisa Gabbai, the runner up on the festival but records by Marion, the Tielman Brothers, Mary Roos and Michaela Prunerova are also showing much attention. Holland's top group the Motions is now heading for international success. In a few weeks' time they will probably appear on the German department of popular radio Luxembourg and the German Television in a special show. The group's current Long Play Album is a big seller and the same still applies to their hit single "Why Don't You Take It" c/w "My Love Is Growing" of which the second song has just been covered by the Walker Brothers on their new single. Negrin made a rush-release of "On The Ball," the television theme of the world championship football. The recording by the John Schroeder Orchestra is winning the battle against other tunes of the popular choice.





# SCANDINAVIA

## DENMARK

During his 16 days long Scandinavian tour in August, Paul Anka is contracted to appear in Copenhagen on Monday August 8th. The rest of his Scandinavian tour is spent in Sweden.

## FINLAND

"The Folk Sound Of Finland" is an LP album from Musichouse Westerlund (one half of EMI here) doing very well here this summer, according to Reino Bäckman of the record dept. of the company. The album includes some of the most wellknown Folk-singers in Finland, such as the Finn Trio, Hootenanny Trio, Päivi Paunu and the Swede Thorstein Bergman. Another Swedish EMI artist, Gunnar Wiklund, has been a frequent guest in Finland recently, and also did a recording in Finnish last spring. It turned out so well that he has just completed his second Finnish record, to be released next fall.

The Walt Disney children's songs in Finnish look like a very good affair for Musichouse Westerlund here. So far has been released Snow White, Mary Poppins, Three Little Pigs, Sleeping Beauty and—for release next September—Winnie The Pooh. Same company has just released the local instrumental group, the Jormas, with a local version of the P. J. Proby hit "To Make A Big Man Cry". The background is played by Jormas and a 25 piece studio orchestra.

## SWEDEN

The \$64,000 question is back in Swedish TV since about three weeks—well, it is actually only \$2000—as top price here, which means Sw. Kronor 10,000.—British pop music looks like something a lot of people here know a lot of things about. A couple of weeks ago, there was an expert on this subject, however, the third question he got was to tell the name of Herman's Hermits before the group adopted its present name, but he missed. Another British pop music expert, Orjan Hamrin, debuted last Saturday night, and so far, he had no problems with the first four questions on the subject. This type of quiz program has never been particularly popular among the teen agers before (it has been on Swedish TV three or four times before), but with this type of pop music questions on the schedule, it looks like something also the teenagers will be watching. The first questions last Saturday dealt with Beatles, Rolling Stones, Kinks and Herman's Hermits, and none of the questions gave Hamrin any problems.

The Avalons is a group released on the Olga label, their debut record being "Your Time Is Mine" b.w. "When I Was Young". On Nashville, the Telstars have done "Spanish Eyes"/"Juliet's Theme."

Latest EMI releases include Lee Hazlewood on MGM with "Sand"/"I Move Around", Marvin Gaye on Tamla/Motown with "Take This Heart Of Mine"/"Need Your Lovin'", the Temptations on the same label with "You'll Lose A Precious Love"/"Ain't Too Proud To Beg" and Syndicate of Sound, on Stateside with "You"/"Little Girl", the Peels, also on Stateside, with "Juanita Banana"/"Fun". On Columbia the Streaplars have done "Crying In The Rain" b.w. "On My Mind", and finally, there is a local EP with Thorstein Bergman on HMV and another EP on Odeon with the quartet Fyra Shilling (Four Shillings). The LP releases from EMI include "Pet Sounds" with the Beach Boys on Capitol, "Again" with the Shanes on Columbia, Nancy Wilson on Capitol with "From Broadway With Love" and a new Evert Taube LP, the latter a local poet with an enormous popularity here since more than 30 years ago.

Opening at Hunnebostrand, a smaller village known for bringing in top international artists, Aug. 6th is Paul Anka, with 24 other Swedish spots following in 14 days.

## Denmark's Best Sellers

This Week	Last Week	Weeks On Chart	Title	Label
1	1	4	Paperback Writer (Beatles/Parlophone)	Multitone A/S, Denmark
2	2	7	Paint It Black (Rolling Stones/Decca)	Musikförlaget Essex AB, Sweden
3	3	7	Sloop John B. (Beach Boys/Capitol)	Imudico A/S Denmark
4	5	3	Pretty Flamingo (Manfred Mann/HMV)	Multitone A/S, Denmark
5	6	3	*Otte Dage (Björn Tidmand/Odeon)	Imudico A/S, Denmark
6	4	12	Barbara Ann (Beach Boys/Capitol)	Thore Ehrling Musik AB, Sweden
7	8	3	Sherry (Red Squares/Columbia)	Imudico A/S, Denmark
8	9	3	She Taught Me How To Yodel (Scarlets/Philips)	Stockholms Musikproduktion, Sweden
9	7	7	Beautiful Brown Eyes (Sir Henry & His Butlers/Columbia)	Imudico A/S, Denmark
10	10	15	*Kapitalismen (Per Dich/Sonet)	Musikproduktion Winkler, Denmark

## Sweden's Best Sellers

This Week	Last Week	Weeks On Chart	Title	Label
1	1	4	Paperback Writer (Beatles/Parlophone)	Sonora Musikförlags AB, Sweden
2	3	3	Baldheaded Lena (Lovin' Spoonful/Kama Sutra)	Belinda (Scandinavia) AB, Sweden
3	2	9	*Wedding (Hep Stars/Olga)	Hep House, Sweden
4	6	2	Sunny Afternoon (Kinks/Pye)	
5	5	8	Paint It Black (Rolling Stones/Decca)	Musikförlaget Essex AB, Sweden
6	4	8	Very Last Day (Hollies/Odeon)	No publisher
7	7	13	*Kristina från Vilhelmina (Sven Ingvars/Svensk-American)	Seven Brothers Music Inc./Edition Odeon, Sweden
8	10	2	Balladen om den blå baskern (The Ballad Of The Green Berets)	(Anita Lindblom/Dontana) Sonora Musikförlags AB, Sweden
9	—	1	Bus Stop (Hollies/Odeon)	
10	—	1	La La La (Ola & the Janglers/Gazell)	

\*Local copyright



# JAPAN

According to the announcement made by World Group of Nippon Victor, the department will put a stress on the releases of "Rhythm And Blues," and "Country And Western" on labels with Tamla-Motown, Atlantic-Atco, Chess-Checker-Cadet and so on, and with artists such as Supremes, Roy Acuff and others.

Prior to Supremes' touring here in Japan scheduled for this September, the department plans to advertise for the artist through releasing the LP "Gloria" which will be put in the market in Aug. As to C & W, the firm released the LP "American Legend/Roy Acuff" in June, including "Green Train Sango," "Tennessee Central," "Wabash Cannonball," "Fireball Mail," "Sunshine Special," "That Glory Bound Train," and six others.

Majolie Noel, popularized here in Japan by recent hit, "Dans SE Meme Wagon" released on Seven Seas came to Japan for a fortnight tour on July 12. The artist is scheduled to have a record cut at King Studio and to appear in leading TV musical programs.

"Folk Song Concert/Let's Sing Together with Mike Maki" was held on July 5 at Toyoko Hall in Tokyo under the auspices of Philips department of Nippon Victor, while folk song is all the rage here now. So many folk-song fans gathered and enjoyed themselves and Mike Maki introduced new song "Karasuto Kakinotane" (A Crow And Seeds Of Persimon) which was written and composed by Kuranosuke Hamaguchi, composer of several recent hits, including "Baraga Saita."

Nippon Columbia made an exclusive contract with Japan's popular electric guitar group Jacky Yoshikawa and Blue Comets on recordings. Group's recent original "Aoi Hitomi" (Blue Eyes) has been making a smash hit (sold more than 400 thousand copies).

Nippon Columbia releases LP "Ginza Blues" on July 20 which gathers works of popular composer Domei Suzuki where "Hateshinaki Koi," "One Rainy Night In Tokyo," "Ginza Blues" are seen, while same sort of LP is to be released by Nippon Victor.

Philips department of Nippon Victor reportedly releases following three of LPs on Sep. 10 as one of the special enterprise to honor 6 years round anniversary since Philips records were released, in which "Blue Heaven/Malland," "Complete Works Of Classics/Famous Orchestra Tunes Vol. 1," "—Vol. 2" are seen.

Nippon Victor releases the LP "Fascinating Piano Mood/Yasushi Miyagawa" in Aug. which includes almost all of the composer's hit works such as "Un Sera Di Tokio," "Aitakute, Aitakute," "Samishiikara," "Yasashii Ame" and 8 others.

Trying to research the recent sales tendency of pop records, one retailer in Ginza, (most florished street in Tokyo) told Cash Box as follows. They are from top to five, "Baraga Saita," by Mike Maki, "In Une Fiore," Wilma Goich, "Blue Eyes," Blue Comets, "Baraga Saita," Johnny Tillotson, "Tansy," Pee Wee, in SP section, while "Best Of Peter, Paul and Mary," Golden Hawaiian Music/Billy Vaughn, "Joan Baez Golden Album," "Sound Of Music—Sound Track," "Jazz Samba Encore/Stan Getz" are seen in LP.

Nippon Grammophon released on July 15 Japanese pop originals "Let's Sing From Heart" by Gus Bacchus, while the same tune with Japanese lyrics by Koichi Fuji will be put in the market at the same time.

Due to the announcement made by Nippon Victor, the top five SP sold most in June are as follows. They are "Monday, Monday" (Mamas & Papas), "California Dreamin'" (Mamas & Papas), "Tansy" (Pee Wee), "The Ballad Of The Green Berets" (Barry Sadler) and "To Be Young Is Splendid" (Peggy March).

## Japan's Best Sellers

### ALBUMS

This Week	Last Week	Title	Label
1	1	Best Of Peter, Paul & Mary—Peter, Paul & Mary	(Warner Bros.)
2	2	Joan Baez Golden Album—Joan Baez	(Vanguard)
3	5	With The Beatles—The Beatles	(Odeon)
4	3	Golden Billy Vaughn—Billy Vaughn	(Dot)
5	4	Rubber Soul—The Beatles	(Odeon)

### LOCAL

This Week	Last Week	Title	Label
1	1	Yuhi Wa Akaku—Yuzo Kayama	(Toshiba)
2	3	Oyome Ni Oide—Yuzo Kayama	(Toshiba)
3	2	Bokudake No Kimi—Teruhiko Saigo	(Crown)
4	6	Ginza Blues—Kazuko Matsuo & Mahina Stars	(Victor)
5	7	Kohkotsu No Blues—Mina Aoye	(Victor)
6	5	Anoko Tazunete—Shinichi Sasaki	(King)
7	—	Hoshi No Flamenco—Teruhiko Saigo	(Crown)
8	4	Tomo O Okuru Uta—Kazuo Funaki	(Columbia)
9	10	Saihate No Mizu-umi—Teruko Hino	(Polydor)
10	—	Aoi Hoshi-kuzu—Yuzo Kayama	(Toshiba)

### INTERNATIONAL

This Week	Last Week	Title	Label
1	1	Bara Ga Saita—Mike Maki (Philips)—Johnny Tillotson (MGM)	Publisher/Shinko
2	2	Blue Eyes—The Blue Comets (CBS)	Publisher/Seven Seas
3	4	Paperback Writer—The Beatles (Odeon)	Sub-Publisher Watanabe
4	6	Batman's Theme—Neal Hefti (RCA)—The Ventures (Liberty)	Sub-Publisher/EMP
5	3	Kimito Itsumademo—The Ventures (Liberty)	Publisher/Watanabe
6	5	Michelle—The Beatles (Odeon)	Sub-Publisher/Toshiba
7	10	Painted It Black—The Rolling Stones (London)	Sub-Publisher/Shinko
8	8	Sloop John B.—The Beach Boys (Capitol)	Sub-Publisher/Toshiba
9	7	Taste Of Honey—Tijuana Brass (London)—The Ventures (Liberty)	Sub-Publisher/—
10	12	Don't Bring Me Down—The Animals (London)	Sub-Publisher/Taiyo
11	9	In Un Fiore—Wilma Goich (Seven Seas)	Sub-Publisher/OMP
12	—	Sentimental Guitar—The Spotniks (Polydor)	Publisher/Seven Seas
13	—	Monday, Monday—Mamas & Papas (Dunhill)	Sub-Publisher/Victor
14	11	La Tia Tula—Sound Track (Philips)	Publisher/Shinko
15	13	The Ballad Of The Green Berets—S/Sgt. Barry Sadler (RCA)	Sub-Publisher/Shinko





# BRAZIL

We were invited to attend a cocktail-party, hosted by Discos Chantecler (of the Cassio Muniz organization) for the first hearing of the tape of the winning song of the "Second National Festival of Popular Music," recently held—"Porta Estandarte." This time, as we notified already the interpreters were the same chantress, Tuca, together with one of the authors, singer-composer Geraldo Vandrê. J. Rahmi, General Manager of Discos Chantecler, W. Alves De Lima, Director of "Cassio Muniz" and of the newspaper Shopping News, together with all the companies' crew—Namir Cury, Milton Gama, Braz Bacarin, were busy making it a pleasant meeting of people connected with the record business, representatives of press, radio and TV. The single will be released soon and, based in the curiosity with which it is expected, it is bound to become a national (and maybe even an international) hit.

Francisco F. da Silva, of the promo dept. of Irmãos Vitale, keeps us informed of the latest activities of the pubbery: teen-romantic chanter Wanderley Cardoso, is cutting an album for Discos Copacabana (of the same organization) in which is included "Por Favor Vá Embora," penned by Hamilton Di Giorgio (Vitale), "Fais La Rire," "Mourir Ou Vivre" and, by the twosome Roberto and Erasmo Carlos, "Você Zangada É Feia." Ten hit numbers recorded by the young idol are from the Vitale pubbery. The current hit "Susie Q" was pacted by Vitale and is appearing in the charts, both by Johnny Rivers (RCA) and by the Jet Blacks (Chantecler). Another "Gasparzinho" (based on the cartoon "Casper") is appearing on a Chantecler recording by Enza Flori, and this one penned by Carlos César, also a Vitale number. Songstress Joelma is cutting a new album for Chantecler in which she interprets two numbers composed by her and that are being also pacted by the Vitale pubbery. Chanter-composer of the new "teen-samba" rhythm, Jorge Ben, is preparing material for a new album for Philips in which he will interpret his own compositions "Capoeira Mata Um, Dois, Três," "Vá Embora, Mas Vá Me Amando," "Linha Jovem," all of the Vitale repertory; name of the LP: "Samba Esquema Jovem" (Samba, Young Scheme). Jorge is also informing that Roberto Carlos is including in his new album one of his compositions, "O Homem Que Matou O Sheriff" (The Man Who Killed The Sheriff), one of the strong bands of that disc. Also that instrumental group the Jordans are cutting another Jorge Ben/Vitale called "Olha O Menino Ui Ui Ui."

Marcos A. Nobili informed us that the U.S. couple Blodgett are presently in Rio for a couple of weeks invited by the U.S. label "Dot," because they won a competition sponsored by that company. Dot is represented here by RGE, of which Marcos is PR.

The latest news from the Discos RGE releases are as follows: a disc bow in the single form comes with a newspaperman from Petropolis, who is also composer and singer—Luiz Alberto—who cut two numbers not of his own with "Bobo De Ninguém" b/w "Dona Tristeza." Excellent young composer and also good singer Chico Buarque De Hollanda also appears with a single with two of his compositions. "Meu Refrão" backed with strong number, now appearing in all charts "Olê Olá." From represented label "Barclay," RGE released a "double-compact" for the teen crowds, with a live recording of Les Gamblers presenting the "Monkey" in "Monkey Fever," "Monkey Tonkey," "Monkeying Around" and "Everybody Come Clap Your Hands." A good album of MPM by the very good Manfredo Fest Trio (Manfredo, piano; Matias, base; Heitor, drums) is being released in Stereo and Mono by RGE, titled "Alma Brasileira," a composition of Villa-Lobos adapted specially by Manfredo Fest. This disc, besides a selection of sambas with Maria theme (6½ minutes), has a good selection of new and old numbers including Manfredo's composition "Joga A Tristeza No Mar," the number that was disqualified in the recent Excelsior/Rhodia Festival.

More records of the "Second Festival of Popular Music" all released by RGE: "Chora Céu" and "Mensagen," sung by Claudia; "Inaé" (coupled with "Terra Do Sol") interpreted by Nilson; "Cidade Vazia" (b/w "Madalena Foi Pro Mar") by Djalma Dias; and finally "Fim De Tristeza," by composer Adylson Godoy, backed by beautiful "Dá-me," also sung by author.

The Fermata boys are also informing us about latest releases: the awarded U.S. vocal group the Supremes appears with a single "I Hear A Symphony" b/w "Who Could Ever Doubt My Love" and an album titled with first mentioned standard number. Young local chanter Gilbert cut his second disc for Fermata with "Un Peu D'Amour" and "Le Grand Feu," which are having good airplay and provide appearances on many TV young set shows. A single of a newly pacted young "samba" instrumental group who recently became professional with the name Os Maracatins and recorded two sambas by popular composer Adoniram Barbosa "Tiro Ao Alvaro" b/w "Nunca Mais Faça Carnaval."

Local RCA Victor is making an extra special promotion of U.S. chanter-composer Barry McGuire, distributing bios and story of the "folk-rock"—from the recently released "double-compact" by this artist, the hit number "Eve of Destruction" is having excellent airplay and appears in the local charts as well. An original "Dunhill" recording, here represented by RCA Victor.

From the promo room of CBS Do Brasil we receive news items as follows: a new disc of Ronaldo Lopes is on the way. A disc bow with CBS for a new twosome called Dois Velhinhos (Two old men). Rossini Pinto's latest single is making good career. A new name in the teen cast of the company is Pedro Paulo who has a single in the market, with "Nunca Leve Sua Garota Ao Boliche" b/w "De Papo Pro Ar." A new chantress, with an LP for CBS, is Rosely, considered a good singer. Another new album by Roberto "Pingo De Ouro" Muller, titled "Perdoada," with good selection. Each disc (single, double or album) of the instrumental group "Renato & Seus Blue Caps," becomes suddenly a hit in Brazil today. Recently pacted by CBS, romantic chanter Rinaldo Calheiros, who was already popular in another label, has his single-bow with this company, which was once his also; numbers: "Meu Coração Vive A Chorar" backed with "Uma Cruz Em Tua Mão." Long awaited new Roberto Carlos album is finally on the way now, already selected are the numbers to be included in it. From the new "double-compact" by Nelsinho, the "samba-de-balanço" with a curious name "Isquindim-Dim" is the strong number. Two other "compacts" are ready to come out of the oven: one with Risadinha ("Vem Chegando A Madrugada") the other by Niltinho. The latest pacted artist of CBS Do Brasil is a young sambista called Ari Vilela, who will cut "Samba Sincopado."

We received a visit from talented Maestro Mario Albanese who, together with equally gifted Maestro Ciro Pereira, is responsible for already winning new exciting rhythm from Brazil, "Jequibáu." Albanese is delighted because, after having had an excellent reception in the United States, where it was already recorded by such important interpreters as Al Caiola, Percy Faith, Lionel Hampton, J. J. Johnson, Amy Rouselle and lately by the Norman Luboff Choral, and several others we already mentioned, the local press is already believing and feeling the importance of this new manifestation of the Brazilian limitless musical talent—"Diário de S. Paulo" and "Shopping News" dedicated

## Brazil's Best Sellers

This Week	Last Week	
1	1	Tristeza (Fermata) Jair Rodrigues/Philips; Maysa/RCA Victor
2	3	Aline (Vitale) Christophe/Mocambo
3	8	Coruja (Fermata) Deny & Dino/Odeon
4	4	Satisfaction (Vitale) The Rolling Stones/London (Odeon)
5	2	Michelle (Fermata) Billy Vaughn/Dot (RGE); Golden Boys/Odeon; The Beatles/Odeon; The Hitmakers/Philips
6	10	Suzie Q (Vitale) Johnny Rivers/RCA Victor; Jet Blacks/Chantecler
7	7	Yesterday (Fermata) Matt Monro/Odeon; Beatles/Odeon; Jack Jones/Mocambo
8	9	California Dreamin' (Vitale) Mama's & Papa's/Dunhill (RCA)
9	12	Mamãe Passou Açucar Ni Mim (Edições Samba) Wilson Simonal/Odeon
10	16	Theme From "Dollaro Bucato" (Fermata) Gianni Ferrio/Fermata
11	5	Thunderball (Vitale) Jet Blacks/Chantecler; Tom Jones/Odeon
12	6	Day Tripper (Fermata) The Beatles/Odeon
13	11	Dio, Come Ti Amo (Fermata) Gigliola Cinquetti/RGE; Domenico Modugno/Mocambo
14	17	O Bom (Edições Samba) Eduardo Araujo/Odeon
15	21	Gasparzinho (Euterpe) Trio Esperança/Odeon
16	19	Sin Tu Amor (Vitale) Orlando Alvarado/Continental
17	22	Você Me Acende Erasmo Carlos/RGE
18	18	Ole Ola (Fermata) Chico Buarque/RGE; Nara Leão/Philips
19	14	Quero Que Vá Tudo Pr'o Inferno (Vitale) Roberto Carlos/CBS
20	15	A Praia (Vitale) Agnaldo Rayol/Copacabana
21	20	Perdidamente Te Amarei Joelma/Chantecler
22	—	Aleluia Jorge Ben/Philips
23	—	Quem Não Se Lembra (Edições RCA) Claudio de Barros/RCA Victor
24	13	Si Fa Sera (Edições RCA) Gianni Morandi/RCA; Claudio Faisal/Philips
25	—	It's Gonna Be Alright (Fermata) Gerry & The Pacemakers/Fermata

## Brazil's TOP TWELVE LP'S

This Week	Last Week	
1	1	Rubber Soul—The Beatles/Odeon
2	3	Jovem Guarda—Roberto Carlos/CBS
3	2	Help!—The Beatles/Odeon
4	4	Isto E Renato—Renato & Blue Caps/CBS
5	5	Quando O Amor Te Chama—Agnaldo Rayol/Copacabana
6	7	Pede Passagem—Nara Leão/Philips
7	6	Whipped Cream & Other Delights—Herb Alpert's Tijuana Brass/Fermata (A&M)
8	11	Canta Para Enamorados—Carlos Alberto/CBS
9	—	Michelle—Billy Vaughn/Dot (RGE)
10	8	South Of The Border—Herb Alpert's Tijuana Brass/Fermata (A&M)
11	—	Session With Gary Lewis—Gary Lewis/RCA Victor
12	—	Ventures A Go Go—The Ventures/RCA Victor

## Top Six Double Compacts

This Week	Last Week	
1	1	Jovem Guarda—Roberto Carlos/CBS
2	2	Help!—The Beatles/CBS
3	3	Isto E Renato—Renato & Seus Blue Caps/CBS
4	5	El Presidente—Herb Alpert's Tijuana Brass/Fermata (A&R)
5	4	Satisfaction—The Rolling Stones/London (Odeon)
6	6	You Like Me Too Much—The Beatles/Odeon

### BRAZIL (Continued)

a whole page to it and "Jornal da Tarde," "Diário Popular" and magazine "O Cruzeiro" also gave great importance to Jequibáu as a music and as a dance. TV Shows in TV Record ("Dia D... Elza," with a danced number by choreographer Ruth Rachou, with her Modern Ballet, of enormous critic's and public's success; and in TV Cultura "Channel 2," in Jacqueline Myrna's and Jacinto Figueiredo; "The Man In The White Shoe"; also in a special presentation in a typical "gaff" called "Som De Cristal"). Maestro Albanese is being requested by all TV and radio stations for interviews and presentation and, due to the difficulty found to have traditional musicians to follow the new move, Mario decided on the slogan "New Rhythm by New People" and is appearing with a group formed by 16 year old Silvio Santisteban (guitar soloist, who cut an album for U.S. "Epic" and is invited to be presented in the States); 15-year-old Macumbinha (who is an absolute "natural," completely self-taught guitarist); 13-year-old José Eduardo Pinto Nazario (drummer, completely adapted to the new 5 by 4 Jequibau new rhythm); J. Carlos Bloise (15-year-old, bass) and Cesar Galvão (14-year-old pianist).

The "Peer-Southern Organization" is making a special promotion quoting news about Jequibáu published in Cash Box, Variety, Record World, Billboard. Albanese also showed us telegrams requesting the recently released Chantecler disc, including from French label "Disque Festival" (here represented by that label). In this country, besides Lenny Eversong's recording we mentioned already, many other top artists also recorded the Jequibáu, such as Agnaldo Rayol (Capacabana), Hebe Camargo (Odeon), Wilson Miranda (RCA Victor), Zimbo Trio (RGE), Elza Soares (Odeon), Claudia (RGE), Jair Rodrigues (Philips), Quintet Luiz Loy, Pedrinho Mattar Trio, Sambossa 5 and, last but not least, Ciro Pereira's Orchestra, which album is being released by RCA in Mexico and U.S.A. There is no doubt that the new Brazilian Rhythm "Jequibáu" is an existing reality! Congratulations to Mario Albanese and Ciro Monteiro! Applause for them, because they deserve it!

WE PREDICT THAT . . . a young (17-year-old) trumpet soloist called Ronaldo, who is appearing with an instrumental group, Os Versáteis (all from a small town called Guarulhos in the State of São Paulo), will be among the top attractions of the country in a short time. Ronaldo has a strong, leading personality, plays with such ease in a modern-Alpert style that people start coming in a night-spot where he is playing just to hear him.





# CANADA

Hal Ross still walking around the Toronto clouds after his highly successful stint as host for the gorgeous Supremes on the occasion of their recent Queen City P.A., at the O'Keefe Centre "I'm A Nut" by Leroy Pullins has broken country and pop in many of Canada's leading markets to keep the Kapp kettle bubbling. On the Motown scene, Hal has high hopes for the great Stevie Wonder outing, "Blowing In The Wind." Stevie was part of the Supremes show in Toronto. Good music outlets as well as the format stations are going for the "Wind" side by Stevie. "Born Free," the latest by Roger Williams has that sweet sound of chart success. Shorty Long has been a while in the making as far as charts are concerned, but it now appears that "Function At The Junction" will move out and away on the hit lists. Hal is busily counting the profits already on the latest James Brown single, "Money Won't Change You," best in a while for Brown, and that's saying something. Big R&B action, with pop overtones on the Billy Stewart smash, "Summertime." It'll be a long "hit" summer at Phonodisc right across Canada.

Without a doubt, the hottest single in many a moon in Canada is the Warner Brothers smash, "They're Coming To Take Me Away," by Napoleon The XIV. Stations with American record sources were on the thing from the very beginning, and I mean on it. Many played it as often as once an hour, as demand for the side from young and old alike was strong. Armand Beaudin at Rathwell in Winnipeg anticipates tremendous sales action on the outing, and his market is but one of the many who have completely flipped for the novelty. Bob McAdorey, Music Director at CHUM, devoted his entire Telegram column to the publication of the song's lyrics. Obviously it has taken Toronto by storm too. Several other very strong sides from the same distributor can't be lost in the Napoleon shuffle. They include a very strong entry by Dean Martin with his Reprise outing on "A Million And One." Some strong possibilities would have to be Buddy Greco's latest on Reprise, "Put Yourself In My Place" and another W.B. newbie by Connie Stevens, "Most Of All." Shelby Flint could well revive the chart repeater, "Cast Your Fate To The Wind" on the merit of her new reading of it on Valiant.

Peggy Keenan indicates that word of J. Robert Wood's arrival at CKLG, Vancouver was a shade premature. He'll remain at St. Thomas's CHLO, says Peggy. Appointment to the Russ Simpson spot on the coast outlet will be shortly forthcoming. By the way, Russ lines up August 1st, with the Musicians at CKPR in the Canadian Lakehead. He'll host a two to seven PM daily segment. Outlet is reportedly in search of still another better than average deejay for their mid-morning seg. The forthcoming James Brown P.A. and one by the Rolling Stones, both presentations of the CKLG Top Cats are both reported to be very near the S.R.O. point. Second time around for both acts in the west coast city. CKLG has jumped on the "hit line" bandwagon but Keenan underlines the fact that the station is still a "tight" and "tough" top forty outlet, request line notwithstanding. Big records on the CKLG airwaves at the moment include, "Summertime" by Billy Stewart, "Warm And Tender Love" by Percy Sledge, "Summer In The City" by the Lovin' Spoonful, "Pied Piper" by Crispian St. Peters and "Whole Lot Of Shakin'" by the Miracles. Cher would appear to be in for a good deal of the chart action on "Alfie." Other versions include a strong waxing of the flick title tune by Cilla Black on Capitol, but Imperial will hold their own and then some with Cher's waxing of the British best seller. The advantage of being first on the market with a single release is again apparent as Quality continues to move car load lots of their Casl outing of "The Merry Ploughboy" by the Carlton Showband and Arlene King. Lee Farley telex enthusiastically from Manhattan that American firms are very much interested in the side. Lee says interest in a Canadian-starter hasn't been this high in the U.S. since Andy Stewart's "Scottish Soldier." Meanwhile Arc has rushed the original tune onto the market featuring the same performers as the Radio and TV commercials that created the demand for the song in the first place. The Abbey Tavern Singers. Their version is entitled "Off To Dublin In The Green." Roy Orbison can count on much airplay for his latest on MGM, the Don Gibson-penned item, "Too Soon To Know." Chuck Porter, new Quality topper in Winnipeg, tells C.B. that one of his most demanded single items of late is the Barry release by the Happenings, "See You In September." It has really hit a nerve with the kids who buy the records. Another very big item, just at the bubbling under stage, is the Sandy Posey release on MGM, "Born A Woman." It's taken a while, but now seems to be headed for the higher echelons of chartville. The Syndicate Of Sound will repeat on their last chart buster, "Little Girl," as they come in for much midwest deejay attention on "Rumors." Chuck figures it's another winner for sure. Best of all is the reaction of many Canadian stations and the reaction of their listeners, which is what really matters, to a Quality outing by that very commercial group from Winnipeg, the Jury. Their latest, "Please Forget Her," has been a consistent battle winner at The Lakehead's CKPR, knocking off such notable disc outings as "They're Coming To Take Me Away." Hit for sure, says Porter. The action on the new B.J. Thomas LP won't hurt one bit either. Al Mair reports that Gordon Lightfoot has been an absolute smash at his Riverboat P.A. in Toronto. As Al puts it, if his U.A. LP sold as well in the U.S. as it has done in Canada, it'd be in the top ten best selling albums. Good Toronto action reported by Al on Rick Nelson's Decca outing, "You Just Can't Quit." Figure "Bus Stop" by the Hollies to be a big winner shortly for the Paul White people at Capitol. Great sound that did very well in Britain, and seen a sure thing to repeat here in North America. Qudos to the David Clayton Thomas Group. Dave and the Bossmen ran into a serious auto accident en route to a Lakehead P.A. One member of the group was hospitalized. Dave and the bal-



# MEXICO

Andrik, a singer born in Holland, signed a contract with Capitol Records. Andrik has traveled around the world singing in six different languages. Before Capitol, Andrik used to record for Philips Records.

RCA has signed a new rock and roll group named Los Dugs Dugs, which recorded four songs to be released immediately. This is one of the few groups we have seen with a personal style.

Alan Livingston, president of Capitol Records, arrived in Mexico City and was welcomed by Andre Midani, general manager of Discos Capitol de Mexico, S.A. Livingston came on a business trip and the Mexican company offered him a cocktail party with the assistance of newspapermen and deejays on July 19.

"Strangers In The Night" is a song that is getting very popular in many different versions. Of course Sinatra's version is the number one, but there is also one made by Marco Antonio Muñoz on RCA, another with Alberto Vázquez at Musart, another with Los Dominic at Polydor and one more with Perry Salinas at Capitol. It seems that the Sinatra incident provoked by the scenes of a picture where he allegedly made some jokes in bad taste about our country are completely forgotten.

Manolo Muñoz released at Musart Records a new LP on which he includes as main theme "Juanita Banana." Among the other songs are "Over And Over," "The Time In Between," "I Got You—I Feel Good," "Fun" and others, with the accompaniment of Nacho Rosales, Los Aragón, Los Winners, Beto Valtierra and Los Correcaminos.

Diane Mariscal, who used to belong to the RCA catalogue, signed with Orfeon Records and immediately cut the song "Ay Chato, Ya No." Diana has big plans for performances in TV theater and movies.

Gamma Records released an extended play with popular (here in Mexico) Spanish singer Karina, where she sings the songs "La Película," "Viviré," "Mi Amor" and "Hierba Verde." "La Película" has been also recorded by Lorenza Lori at Cisne and "Viviré" is in the same case with Evita Muñoz at Philips.

And speaking about Evita Muñoz, the sensational actress, singer and master of ceremonies, cut also at Philips, the movie theme "Ven A Cantar Connigo."

Musart Records released on the Liberty label two singles: "Blue Star" and "Comin' Home Baby" with the Venturers, and "I Can Read Between The Lines" and "Green Grass" with Gary Lewis.

CBS records released on the Harmony line, "A Ritmo De Beat" with the English groups the Typhoons, Bud Ashton, Red Wayne, Mike Redway and Ray Pilgrim. On the CBS label, a long play called "Flowers On The Wall" with the Statler Brothers; "Looking Through The Eyes Of Love" with Gene Pitney; "As We" with Paul Revere and the Raiders; "Happiness Is Ray Conniff" with himself; "Andy Williams Newest Hits" with himself and "Themes For Youth" with the orchestra of Percy Faith.

Increasing the Capitol catalogue are these new long plays: "The Best Of Al Martino," "The Best Of Stan Kenton," "The Best Of Laurindo Almeida" and "Los Arriagada, Vol. 3."

Tommy López, the sensational RCA newcomer, cut his first extended play containing the tunes "Papa's Got A Brand New Bag," "Lonely Letters," "Senza Te Lo Me Moro" and "Paff Bum." Tommy is performing at the "Yeah Yeah" place.

On July 18 and 19 in the city of Mexico, a pre-convention of the CBS of Mexico, Argentina and Brazil took place, to prepare a report for the future big CBS-Columbia convention which will be in Las Vegas. From Brazil arrived Evandro Rivero, general manager of that company and present from Argentina was Lear Taylor.

We received a post card signed by the Mexican duet of dancers, singers and jokers Los Yorsys, who have written that they performed at the Olympia in Paris for ten days. Los Yorsys will arrive very soon on the Mexican capital to fulfill several contracts.

Timi Yuro, the sensational American singer who is performing at the "Quid" night club here, is likely to do some recording here at the DUSA record company, which distributes the Mercury line here.

Another group that just arrived from Spain are Los Hermanos Castro, who did several performances in different cities of that country. Now, Los Castro's are preparing their next series of performances in Las Vegas.

Among the latest recordings made at Dusa Records are "Capri Se A Fini" with Herve Vilard, "Freckles" with Skip Evans and "Opus 17" with the Four Seasons.

## Mexico's Best Sellers

- 1 El Despertar—Marco Antonio Muñoz (RCA)—Lola Beltrán (Peerless)—Flor Silvestre (Musart)
- 2 Juanita Banana—Los Hooligans (Orfeon)—Manolo Muñoz (Musart)—Luis Aguilè (Capitol)—The Peels (Audio-Fidelity)
- 3 Sin Final (The Phoenix Theme)—The Brass Ring (RCA)—Los Dominic (Polydor)
- 4 Una Limosna—Javier Solis (CBS)
- 5 Mi Razon—La Sonora Santanera (CBS)
- 6 Rondando Tu Esquina—Julio Jaramillo (Peerless)—Sagrario Baena (RCA)—Mike Laure (Musart)
- 7 El Ultimo Beso—Polo (Peerless)
- 8 Extraños En La Noche (Strangers In The Night)—Frank Sinatra (Reprise)—Alberto Vázquez (Musart)—Los Dominic (Polydor)—Perry Salinas (Capitol)
- 9 Noche De Luna En Jalapa—Mike Laure (Musart)
- 10 Estas Botas Sirven Para Caminar (These Boots Are Made For Walkin')—Nancy Sinatra (Reprise)—Lupita Carrera (Peerless)

CANADA (Continued)

ance of the Bossmen completed their journey to the Lakehead by taxi, a distance of 500 miles. Even though they arrived one night late, their many fans turned out in packed house numbers to hear them do "Brain Washed" and other great D. C. Thomas sounds. As a matter of fact, two of the group deserve even more praise. They drove the damaged band vehicle, without a windshield yet, the same five hundred miles, unable to exceed forty miles an hour, and still arrived in time for the delayed but highly successful P.A. That's showmanship above and beyond the call. Fred White and Tommy Graham have debuted their new label, York Town. Initial release is a bluesy thing by the Ugly Ducklings called "Nothin'." Toronto action has been really encouraging reports Fred, to say nothing of chart action on the CFCF list in Montreal, where the group has never appeared.

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# GERMANY

Last week, we reported about the royalty fight between the broadcasting industry and the recording industry. Some of the facts stated were wrong, so here's the story and it's an important one! The record industry and an organization known as GVL which collects performing fees for artists, background singers, musicians, conductors and in short, all artists not covered by GEMA which collects for composers and lyric writers, have asked the broadcasting industry for a yearly sum of 24 million German marks, (about 6 million dollars) for the use of industry recordings and tapes for broadcasting purposes. This sum is 10 times the amount now paid. The broadcasting industry which is non-commercial for the most part as every house owning a radio set must pay a fee of fifty cents a month to the radio stations for programs, has refused to meet these demands and now plans to send 10% at the most of the amount of records that they now are broadcasting over the airwaves. This terrific loss of airplay will not only cut out many popular deejay shows but will also tremendously limit the amount of promotion possibilities for new recordings. As reported last week, Hamburg radio has already started and the rest of the radio stations will follow suit on August 1st. Although artists, musicians, background singers, conductors, etc. are paid for their work through royalties and one time fees, an extra sum is paid each year by GVL to these parties according to income received for their work during the year. The more that you make, the more you get at the end of the year. It's an unhappy situation for all parties concerned and of course, GEMA is now interested as the lack of airplay will cut down on composer's royalties as well. No solution has been reached at present, but some solution must be reached or both parties will be in dire difficulties. The public wants to hear records and the industry needs radio promotion to move its product. Radio and TV have never played the important role here that they have in the U.S.A. due mostly to the limited amount of time allotted to pop product, but it is a factor that must be figured with in the calculation of record promotion. Now, the juke boxes and the discotheques will be the main promotion factors of pop records and it will be harder than ever to start a hit. This situation is similar to the BMI-ASCAP radio fight which also involved Europe with the radio stations a few years ago, but the major difference is that the fight this time is for royalties for people already paid for their work and not for authors who only receive money for performances and no money for writing the songs.

Wolf Peters has taken over as head of public relations for the Popular label.

Philips records has put out a special report and publicity for the Horst Jankowski catalogue of LP's on Mercury. Philips is giving a big push to the repertoire and is reporting top sales here.

George Ehmke the Export manager of Ariola records reports that he just visited with Robert Oeges the managing director of Negram Records in Holland together with Ariola general manager Dr. Werner Vogelsang. He then traveled to Zurich, Copenhagen and Brussels for discussions with Ariola affiliates. The president of Canadian Music Sales in Toronto T. St. Clair Low visited Ariola recently in Guetersloh, where he reported that Ariola material is moving well in Canada. Switzerland's top star Peter Hinnen just toured the communist eastern countries where he put on a show with a 14 man tour cast including Beat, C & W and of course his famous swiss yodeling show.

The Peels are marching saleswise for Ariola-Hansa with the 100,000 sales mark passed. The record "Juanita Banana" by the group is number 1 in Germany, Austria and Switzerland.

Rolf Budde reports that he's got a stack of goodies rolling saleswise including "Paperback Writer" from the Beatles, "Rainy Day Woman" from Bob Dylan, "Green Grass" from Gary Lewis and "The 32nd Of May" from Trini Lopez. Local hits by Billy Mo, Dorthe, Thomas Fritsch & the Gentlemen with "Sure Gonna Miss Her" complete the "push" picture for this week from the publishing house.

Holger Voss from Peer Music is busy promoting "L.S.D." by the Pretty Things which is moving nicely.

The Stuttgart radio ran its own test of the 12 entries of the German Pop Music Festival and found that its listeners preferred the number 3 winner of

## Belgium's Best Sellers

### FLEMISH

- 1 Strangers In The Night (Frank Sinatra/Reprise/Vedette)
- 2 Monday, Monday (The Papa's and the Mama's/RCA)
- 3 La Poupée Qui Fait Non (Michel Polnareff/Palette/World)  
Pied Pieper (Crispian St Peters/Decca)
- 4 Paint It Black (The Rolling Stones/Decca)  
Strangers In The Night (Bert Kaempfert/Polydor/Vedette)
- 5 Juanita Banana (The Peels/Karate/Ardmore and Beechwood)  
Merci Chérie (Udo Jurgens/Vogue/Fonior)
- 6 Sunny Afternoon (The Kinks/Vogue)  
What A Kiss (Micky Day/Candle)
- 7 Paperback Writer (The Beatles/Parlophone)
- 8 Shotgun Wedding (Roy "C"/Discobel)  
Mourir Ou Vivre (Hervé Villard/Philips/Moderny)
- 9 Heimwee Naar Huis (Will Tura/Palette/World)  
Spanish Eyes (Al Martino/Gramophone/Belinda)
- 10 Pretty Flamingo (Manfred Mann/HMV)  
Cheveux Longs Et Idées Courtes (Johnny Halliday/Philips/Primavera)

### WALLOON

- 1 La Poupée Qui Fait Non (Michel Polnareff/Palette/World)
- 2 Strangers In The Night (Frank Sinatra/Reprise/Vedette)
- 3 Mourir Ou Vivre (Hervé Villard/Philips/Moderny)
- 4 Le Cinema (Sheila/Philips)  
Cheveux Longs Et idées Courtes (Johnny Halliday/Philips/Primavera)
- 5 Juanita Banana (Several versions/Ardmore and Beechwood)  
Strangers In The Night (Bert Kaempfert/Polydor/Vedette)
- 6 Les Elucubrations d'Antoine (Antoine/Vogue/Vogue International)
- 7 Merci Chérie (Udo Jurgens/Vogue/Fonior)
- 8 Mon Credo (Mireille Mathieu/Barclay/Plum)
- 9 La Maison Ou J'ai Grandi (Françoise Hardy/Vogue/World)
- 10 Je L'aime (Johnny Halliday/Philips)



# BELGIUM

Polydor is extremely happy about the results of their artists in the German Baden-Baden Song Contest. Among them are the winner, Wencke Myhre and also Roy Black, Margot Eskens and Brigitte Petry. Their records are just released in Belgium and are due to be in the near future on the hit parade. Roy Black's Baden-Baden song will surely be a hit in the Belgian charts. Also releases with a lot of hit parade chances, are "It's A Man's, Man's, Man's World," by James Brown, and John William's "La Chanson De Lara," from the movie-soundtrack "Dr. Zhivago." Becoming a popular song is also "He," by the Righteous Brothers.

Ardmore and Beechwood reported that they possess the rights on "I Am A Rock" by Simon and Garfunkel and on "Quand On Est Ensemble," by France Gall.

Genevieve Grad recorded her first release for the Barclay label. This first one is very well accepted in Belgium. Barclay also releases this week a new Monty record, "Mon Ile De Beauté." Jacqueline Boyer now is a member of the Henri Salvador clan. For Henris label Rigolo, she made her first record. Among the four songs on this one, we mention "Ton Tour Viendra" as a very good result of making the French version of "Sloop John B," by The Beach Boys.

Vogue had four of the five team singers in the European Songcup Contest, in Knokke, on the Belgian coast. They are: Pascal Danel, Liz Sarian, Gerard Layani, Genevieve Cognet. Liz Sarian became an extremely big success during this Knokke festivity. "Strangers In The Night," is here, like in every other country, the biggest number one hit of the last years, generally spoken. The Frank Sinatra version is, of course, on the top, but also the instrumental version by composer Bert Kaempfert, sells very good. "Mini-Mini Jupe" is also becoming a hit. It's also a Vogue record.

Artone released among many others, two records with a lot of hit chances. "Evol—Not Love," by the Five Americans and "Lara's Theme," of the "Dr. Zhivago" film.

Change in the Decca house, in Brussels: There now is a department of Artist-promoting. Jacques Verdonck is the head of it. He handles contracts and contacts with Belgian and international Decca artists. In the department of promotion, press and radio, we find: Flemisch department, Werner Huys; Walloon and French departments, Marc Danval. Public relations, receptions and the like: Ludo Langlois.

Business is (here), during the two-month summer holiday, very quiet, as in every country. Next time, you'll find a full report and pictures about the important European Songcup Contest, held in Knokke, a nice little place on the Belgian coast.

## GERMANY—BEST SELLERS OVER THE PAST 8 WEEKS

(Courtesy "Music")

This Week	Last Week	Weeks On Chart	
1	3	3	Paperback Writer—The Beatles—Odeon—Rolf Budde Music
2	2	4	Paint it, Black—The Rolling Stones—Decca—Hans Gerig Music
3	6	3	Monday, Monday—The Mamas & The Papas—RCA Victor—Edition Intro/P. Meisel
4	—	1	*Leg Dein Herz In Meine Haende (Put Your Heart In My Hands) Roy Black—Polydor—August Seith Music
5	—	1	*Beiss Nicht Gleich In Jeden Apfel (Don't Bite Into Every Apple)—Wencke Myhre—Polydor—Minerva Music/R. Von Der Dovenmuhle
6	1	6	Sloop John B—The Beach Boys—Capitol—Francis Day & Hunter
7	—	1	Strangers In The Night—Frank Sinatra—Reprise—Hans Gerig Music
8	9	3	Something On My Mind—Chris Andrews—Vogue—Edition Intro/P. Meisel
9	5	4	*Der Neue Tag Beginnt (The New Day Begins)—Bernd Spier—CBS—Melodie Der Welt/Michel
10	10	3	Du Bist Mein Erster Gedanke (Yours)—Cliff Richard—Columbia—Ralph Maria Siegel Music

## GERMANY—JUKE BOX-RADIO-SALES FAVORITES

(Courtesy "Automaten-Markt")

This Week	Last Week	Weeks On Chart	
1	1	3	Juanita Banana—The Peels/Mal Sondock/Billy Mo—Karate/Polydor/Decca—Edition Intro/P. Meisel
2	4	3	How Does That Grab You Darlin'—Nancy Sinatra—Reprise—Belmont Music/L. Yaskiel
3	5	3	*Der Neue Tag Beginnt (The New Day Begins)—Bernd Spier—CBS—Melodie Der Welt/Michel
4	7	3	*Hundert Jahre Und Noch Mehr (100 Years And More)—Peggy March—RCA Victor—Edition Belevue
5	—	1	Paperback Writer—The Beatles—Odeon—Rolf Budde Music
6	6	2	Monday, Monday—The Mamas & The Papas—RCA Victor—Edition Intro/P. Meisel
7	3	4	*Honey Bee—The Magics & Draft—Decca—Edition Intro/P. Meisel
8	9	2	Paint It, Black—The Rolling Stones—Decca—Hans Gerig Music
9	10	2	*Der Mond War Schuld Daran (The Moon Is To Blame)—Connie Francis—MGM—Francon/Schneider
10	2	8	Sloop John B—The Beach Boys—Capitol—Francis Day & Hunter *Original German Copyright

### GERMANY (Continued)

the festival "Irgend Jemand Liebt Auch Dich" by Roy Black which got 1,487 postcards ahead of the number 1 winner "Beiss Nicht Gleich In Jeden Apfel" sung by Wencke Myhre which picked up 1,082 votes. Both are on Polydor. The number 2 song at the festival "Nur Wenn Du Bei Mir Bist" finished 3rd as sung by Elisa Gabbai on Hansa which picked up 497 votes. By the way, all 3 of the above mentioned waxings are now in charts here and moving well saleswise.





# ARGENTINA

Music Hall's topper Nestor Selasco has returned from a nearly three-month tour of the States, Mexico, several Latin American countries, Honolulu and Japan. During his tour, he arranged several important representation contracts for his label. In the meantime, vice president Luis Calvo has been devoting many efforts to the establishment in this market of British label Pye, whose representation was arranged a couple of months ago. Now, Calvo reports the release of several Demon records, recorded in Chile by producer Camilo Fernandez of that country.

RCA is continuing its good tango music campaign, with an album recorded by maestro Alfredo Gobbi. Last March RCA arranged a special promo campaign for its tango music catalog, with very good results; next September the same thing will be done in behalf of its folk music recordings, which are also among the most important ones existing in Argentina.

Julio Korn Publishers, now producing records under the Diskorn label, has marketed the first album cut in some time by poet and musician Jaime Davalos, with songs of his own. Davalos sings and plays the guitar, and has had a TV program of his own for several years, on Channel 7. Very good results are expected from this recording. On the publishing side, JK is working on "Call Me" (Llamame), recorded in Spanish by George Maharis for CBS, while Surco will release the original, by Petula Clark, on the Vogue label.

Trova is joining the "Brass" bandwagon with the Mariachi Brass, cut originally by World Pacific in the U.S. The album features several evergreen tunes, specially arranged. On the local side, Trova is making a strong bet with its Porteña Jazz Band album, very well received by jazz fans. The album has been locally produced and contains traditional jazz music played by Argentine musicians.

Surco reports the release of three Atlantic albums, recorded by Louie Ramirez ("Latin A Go Go"), the Ornette Coleman Quartet and Sergio Mendes and his group. The Ramirez album contains little known music, with new treatment, which should make this record attractive. The classical side includes an Opus Vox album with works by Tchaikovsky and Rachmaninoff, by pianist Sviatoslav Richter.

Smart Publishers report that the recording of "Apasionado," a tune penned by Lilliana Paz and Nene Cascallar, is selling well in the Disc Jockey version by Rosamel Araya. The pubbery's tune "Lo Se" has been recently cut by Dean Martin, and it is supposed that the recording will appear soon in this country.

Speaking about Disc Jockey, the Rodriguez Luque record house infos that Pepito Perez is back in the recording studios with a series of recordings with melodic trio Los Playeros, of which the most important is "Tragedia de Amor," a title with good possibilities. DJ expects also to sell well the version of "El Conductor" recorded by Peruvian artist Enrique Lynch for Sono Radio of that country, represented here by this company.

Ala-Nicky Records is releasing a new single by Marcio Ivens, containing "Samba Internacional" and "Da-Me," two tunes penned by Sidnay and Moraes, and Adylson Godoy. There is also an album by instrumental group Les Eiffel, with titles like "Spanish Flea," "Young World" and "Raunchy." There is also a Compact 33 by Los Arrieros, with "La Milagrega," "Chacarera del 55" and two more.

Phonogram is working full time on the production of the new album by Ariel Ramirez, "Los Caudillos," with big orchestra, chorus and solo singer Ramon Navarro. "Los Caudillos," intends a contribution to the 150th Anniversary of the Independence of Argentina, it will surely be an important addition to the local folk discography. Ramirez is engaged also in a new theatre show, along with Los Chalchaleros and Jaime Torres: "Folk Music 150."

Fermata Publishers continues working on the promotion of Spanish title "Yo Soy Aquel," which turned into a big hit in Spain through the Raphael recording. In Argentina, it has been waxed by melodic singers Roberto Yanes (CBS) and Jose Antonio (Microfon), and several other versions are being expected. On the record production side, Fermata is preparing the release of "Sacha Distel at the Olympia," belonging to the Prosadis series.

CBS reports the release of an album with the soundtrack music of "Viva Maria!", the Louis Malle film to be premiered soon in Buenos Aires. The LP is marketed under the United Artists label, represented by CBS here. Besides, there is a selection album by several local artists, like Los In, Ricardo Roda, Roberto Yanes and Nancy Li, tagged "Los Consagrados," and an album with tunes by US chanter Andy Williams, who is gaining force in this market.

Odeon reports the release of a new tango single, cut by Enrique Mora and

## Venice Festival

(Continued from page 55)

"Girotondo Intorno Al Mondo," sung by Sergio Endrigo, (Fonit Cetra), "Blue Spanish Eyes," sung by Milva (Fonit Cetra), "Perdono," sung by Caterina Caselli (CGD), "Fra Noi," sung by Iva Zanicchi (Ri.Fi), "La Boheme," presented by Gigliola Cinquetti (CGD), "La Risposta Al Ragazzo Della Via Gluck," sung by Giorgio Gaber (Ri.Fi), "Prima C'eri Tu," sung by Fred Bongusto (Fonit-Cetra), "A Che Cosa Ci Serve Amare," sung by Gino Paoli (CGD), "Ritorna Con Il Sole," sung by Orietta Berti (Phonogram), "La Donna Del Sud," sung by Bruno Lauzi (Ariston). Also Renato Rasvel presented a song he penned, "Se Passerai Per Roma," released under the Cemed Carosello label.

Really impressive among the foreign participants was the performance of Enrico Macias (EMI) who in Venice made his in-person debut in Italy; during the final night Enrico performed the tune composed by himself, "Il Porto Del Mio Cuore." Warmly welcomed, too, was the English talent of Sandie Shaw, whose first Italian disk "E Ti Avro'" is receiving a good reaction on the Italian market. The nice girl presented in the final night of Venice her best sellers.

There was also a fine performance by an unknown Spanish songstress who appeared for the first time before the European and Italian public from the stage of Venice. Salome, a girl originally pacted in Spain by Zafiro Records, and assigned for the Italian territory to Ariston Records. Alfredo Rossi, owner and president of Ariston, was struck by the strong personality of this artist and decided to promote her in Italy. Salome presented a song called "Da Quel Di". Les Surfs presented "Va Dove Vuoi", while Tony Sheridan, who also made his debut in Italy, presented "Viva L'Amor".

The show was organized by Gianni Ravera.

## German Pop Music Festival

(Continued from page 55)

foreign and one local, present each entry next year in order to give the songs themselves more emphasis. It was felt that several of the entries were greatly helped by the artists presenting the tunes and several of the songs were hurt badly by the artists. The festival is represented as a contest of composers and lyric writers and not of artists.



# TOP 100 LABELS

ABC Paramount	11, 42	Liberty	61, 62, 70
A & M	20, 94	London	7, 43, 48
Amy	91	Mar-Vel-Ous	67
Atlantic	32, 50, 59, 60, 89	MGM	3, 17, 31, 75, 84
Atco	2	MSL	36
B. T. Puppy	27	Musicland	99
Bang	97	Parrot	47
Bell	13	Philips	8, 14, 54
Cadet	49	Pow	93
Capitol	12, 73, 87, 92, 96	Prestige	44
Checker	34	RCA Victor	21, 55, 98
Chess	56	Reprise	22, 52, 63
Co & Ce	40	Revilot	51
Columbia	10, 15, 18, 26, 41, 58, 100	Roulette	5
Date	74	St. Lawrence	82
Dial	66	Savoy	81
Diamond	30	Scepter	36, 80, 88
Dolton	72	Smash	46
Dunhill	6, 37	Soul	78
Epic	23, 57, 85, 86	Sound Stage	76
Fontana	2	Stax	68
Gamble	95	Swan	83
Gordy	19	Tamla	38, 53, 65
Hickory	45	Thomas	90
Imperial	25, 69, 71, 79	Tico	100
Jamie	4	Tower	24
Kama Sutra	9	United Artists	29
Kapp	35	Valiant	16
Karen	28	Warner Bros.	1, 39
King	64	Windy City	77

## Argentina's Best Sellers

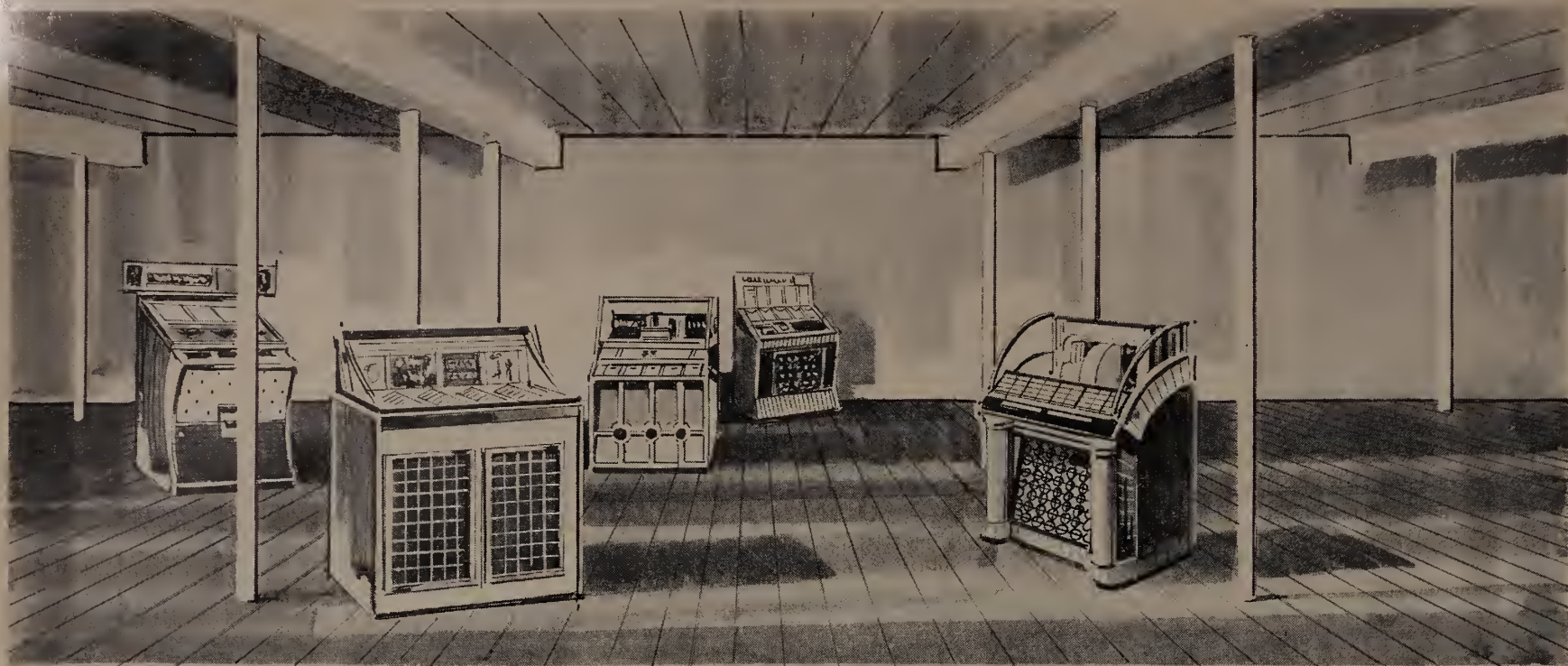
This Week	Last Week	Title
1	1	La Banda Borracha (Korn) Los Wawanco (Odeon Pops); Enrique Lynch (Disc Jockey); Alegres Cantores (CBS); Cecilio Ruiz, Lucho Perez (RCA)
2	3	*Siempre Te Recordare (Korn) Yaco Monti (Odeon Pops)
3	2	Juanita Banana (Fermata) The Peels (Karate); Mr. Trombone (CBS); The Hills (Disc Jockey); Juan Montego (Mercury); J. R. Covington (Odeon Pops); Terry Scott (Pye)
4	5	*Se De Un Mundo Mejor Palito Ortega (RCA)
5	4	Girl (Northern-Fermata) Los In (CBS); The VIP's (Ala-Nicky); The Shakers, The Beatles, Peppino de Capri (Odeon Pops)
6	9	*Lagrimas De Un Recuerdo (Odeon-Korn) Yaco Monti (Odeon Pops)
7	11	These Boots Are Made For Walkin' Nancy Sinatra (Reprise); Los In (CBS)
8	6	Monday, Monday (Not Published) Mama's and Papa's (RCA)
9	7	*Convivir (Korn) Palito Ortega (RCA); Hugo Manzanares (Music Hall)
10	12	California Dreamin' (Not Published) Mama's and Papa's (RCA)
11	10	In Un Fiore (Record-Fermata) Wilma Goich (CBS); Violeta Rivas (RCA); Gino Renni (Odeon Pops); Emanuela Tinti (Fermata)
12	8	La Boheme (Korn) Charles Aznavour, Lucio Milena, Claudio (Disc Jockey); Frank Pourcel (Odeon); Juan Ramon (RCA); Cinco Latinos (Quinto); Vincent Morocco (Polydor)
13	13	Manuel Benitez, El Cordobes (Korn) Frank Pourcel (Odeon); Dalida, Lucio Milena (Disc Jockey); Pierre Sellin (Philips); Fats Fernandez (CBS); Los Nocturnos (Music Hall); Les Eiffel (Ala-Nicky)
14	14	Michelle (Northern-Fermata) The VIP's (Ala-Nicky); The Beatles, Los Shakers (Odeon Pops); Monica Lander, Billy Vaughn (Music Hall); Barbara y Dick (RCA); Spokesmen (Decca); Gino Bonetti (Microfon); Lucio Milena (Disc Jockey); Andre (Philips); Bud Shark (Trova)
15	15	Dio Come Ti Amo (Korn) Gigliola Cinquetti (Music Hall); Violeta Rivas (RCA); Domenico Modugno, Rosamel Araya, Lucio Milena (Disc Jockey); Andre (Philips); Lyna Marian (HyR); Elio Roca (Polydor)
16	18	Io Ti Daro Di Piu (Dancing-Fermata) Ornella Vanoni (CBS); Violeta Rivas (RCA); Ben Venutti (Fermata); Jose Antonio (Microfon); Gino Renni (Odeon Pops)
17	16	Nessuno Mi Puo Giudicare (Korn) Catarina Casselli (Music Hall); Gene Pitney (United Artists); Pepito Perez (Disc Jockey); Violeta Rivas (RCA); Elio Roca (Polydor)
18	17	Avec (Korn) Charles Aznavour, Lucio Milena (Disc Jockey); Frank Pourcel (Odeon); Elio Roca (Polydor)
18	18	Se Tu Non Fosse Bella Come Sei (Leonardi-Fermata) Fred Bongusto (Fermata); Aldo Perricone (RCA); Carlos Guillermo (CBS); Pucho Alberto (Music Hall)
19	—	Señor Canibal (Fermata) Sacha Distel (Fermata)
20	20	Arriba En La Cordillera Ginette Acevedo, Eduardo Rodrigo (RCA); Julio Molina Cabral (Music Hall)

### ARGENTINA (Continued)

his orchestra. Titles are "Fuegos Artificiales" and "Fascinacion." Folk group Los Ariscos has cut "Destino de Adios" and "Rumbeando Pal Litoral," while instrumentalist Joe Brass has "Claudia" and "Me Sucedio."

Microfon infos that artist Chacho Santa Cruz has recorded a new single, after the success of his album with poems and songs. The new one contains "Claveles Mendocinos" and "Virgen De La Carrodilla," two songs devoted to the Western province of Mendoza. There is also a single by Los Cuatro Planetas: "Negro Bailarin" and "La Cancion del Linyera."





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But it's hard to buy  
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## Editorial

### Hats Off to Esquire

## “Mother” Knows Best

It is a rare day when anyone has anything nice to say about the coin machine industry. Various politicians and governments have made careers out of saying nasty things about it and passing biased laws, based on ignorance, against it.

After all the years of bad feeling and bad press leveled against the industry, it has this past week gotten some real, honest good press. More, it has gotten exciting, detailed, no-nonsense press. An article in the August issue of Esquire magazine called “Mother Is A Pinball Machine” is the best lay analysis of pinball games and the coin machine industry ever written.

It occupies three large pages of the issue, with a photo and title page in four colors. Written by Tom Buckley, it features liberal quotes from Bally publicity director Herb Jones, chief engineer Joe Lally and chief designer Ted Zale (see story on News Page), plus several scenes set in longtime operator Phil Gould’s Newark, New Jersey arcade location.

It is exciting, throbbing journalism and will impress as many people in the trade as it will the mass audience that Esquire reaches. The article would not have been possible without the open-minded editorial policy of Esquire magazine, a journal with popularity, prestige and a mind of its own.

Of all the thousands of articles and picture stories written about coin machines, “Mother” is one of the few that successfully translates and makes plain the mystique of pinball playing. It examines the purpose of playing, the methods of playing and the people who play. It evokes the sounds of an arcade and makes the reader feel as though he has his hand on the plunger.

It disposes of the “gambling” syndrome by pointing out that the introduction of the flipper made the pinball game unquestionably one of skill; it disposes of the old goblins of “shadowy influences” in the industry by treating them as ugly, unproven rumors should be treated—dismissed summarily. Buckley’s review of the legislative and political axings of pinballs and the reasons behind them are as devastating as they are accurate.

Esquire’s circulation will bring the article to the attention of thousands of people who would otherwise not know or care about the coin machine industry. We hope a copy of the August issue will find its way to the Governor’s mansion and City Hall and to every desk in Washington.

Buckley’s article does not plead a case; it stands up and talks plain. We urge every operator, distributor and manufacturer to get a copy of the article, read it and rejoice.

We offer a round of applause to Herb Jones and Phil Gould for speaking for the industry as manufacturer and operator; Jones’ polished prose and Gould’s blunt savvy make up a good deal of the article; though they use different language they say the same thing: “This industry is mine and I’m proud of it.”

And we offer a tipping of the hat and a low bow to Tom Buckley and Esquire for giving the public an exciting and truthful view of the pinball game.



# Esquire Article Lauds Pinballs; Jones Letters to Author & Gould Quotes Featured; Seen to Up Image

CHICAGO—Esquire, one of the most popular and prestigious American magazines, has published an article on the pinball in general and Bally Manufacturing Co. in particular in its August issue.

Titled, "Mother Is A Pinball Machine" by free-lance writer Tom Buckley, the piece goes into the history of the game from its original concept as English bagatelle to the political sideswipes taken at it by various state and city governments. The cast includes Herb Jones, Bally publicity director, long-time operator Phil Gould, players, scientists and Fiorello LaGuardia.

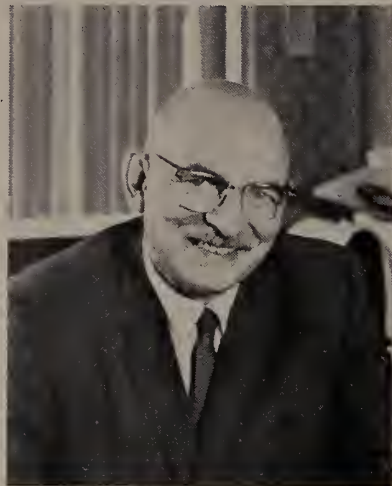
Opening at Gould's location in Newark, New Jersey, Buckley examines the players and the mystique of pinball, discusses the "black day" when LaGuardia ordered the confiscation of the more than 11,000 pinballs in New York (1942), goes to Chicago for a look at the Bally factory and returns to Newark where, caught up in the fascination, he plays a pinball until he gets a free game.

Letters from Jones to Buckley pepper the article. A Harvard graduate and a Bally man since 1932, Jones gives his opinions on the facets of the game and the industry in stately prose.

*On the purpose of pinball:* "... The great glory of pinball is that the device is designed for the deliberate waste of time and is, therefore, welcomed by a society ceaselessly flogged by the pundits of the Purposeful Life."

*On design:* "We like a spare, uncluttered look. It's just as well. There isn't much room for subtlety in color and design. All we want, really, is enough flash so the game can attract its share of attention."

*On Ballyhoo:* "Incredible as the fact may seem to a generation which regards the one-cent coin as a nuisance necessary because of sales tax, many men amassed fortunes operating penny-play Ballyhoo games."



HERB JONES  
His letters got to be too much.

*On designing games:* "The designer is essentially a composer who, as the musical composer endlessly rearranges the notes and half-notes of the scale, rearranges standard components to achieve novelty in play. He also, of course, invents (or more properly evolves) new actions and scoring situations."

Buckley, who says his visit to the Bally factory was prompted when "Jones' letters got to be too much for me," talked with chief designer Ted Zale, who was working on a new game. Zale told him: "I get my best ideas in the middle of the night. . . . I've got a drawing board alongside my bed, so I can get everything right down on paper."

Buckley begins to play the prototype machine but breaks off when he finds himself cheating. Next he sees Joe Lally, chief engineer, who tells him: "There are no guidelines in this business. You just build up a feeling about what will go over and what won't. That's why most of the people in this industry are old-timers." It is

Lally, says the article, who decides whether a new game has "play appeal."

Investigating the electrical systems of the pinballs, Buckley proposes new "electronic techniques," but Lally disagrees, saying the strength of the games are their simplicity and, besides, "electronics scare our servicemen. A lot of them date back to the days when the games were manually operated or battery-powered."

His tour finished, Buckley goes back to the New Jersey location, by this time an amateur connoisseur and addict. The article ends with Buckley going into a kind of trance as he plays the game.

The banishment of the pinball in New York in 1942, as Buckley outlines it, was due to war hysteria, half-baked "scientific" evidence and the personality of Fiorello LaGuardia, who claimed that the games were gambling devices (a political technique that has been used many times since, especially in the South) and ordered them confiscated. LaGuardia, who loved publicity (his office was wired to receive fire alarms and "The Little Flower" would don cap and jacket to go racing off to big fires), had himself photographed as he bashed away at loads of captured pins with a hammer (he did the same with bootleg whiskey).

But Buckley says the invention of the "flipper" game is proof positive that the machines were made for skill and not chance playing.

His descriptions of the sights, sounds and players in the Jersey location are exciting, and his quotes from Gould on the finer points of playing ("It's the wrists") give the article validity.

Buckley comments on the hypnosis of pinball by saying: "Millions of players all over the world don't know that the machine is playing them."

In one of the scenes at the Newark location, he describes Gould as "glancing at Cash Box, the journal of the coin machine business."

## United Billiards Moves to New Plant in Newark



ART DADDIS

NEWARK, N.J.—Art Daddis, of chief of United Billiards, Inc., one of the newest companies on the coin-operated scene, advised last week that company production offices had been moved to new quarters at 5258 Hunter Street.

The move from the old location on Loretto Street was made, Daddis said, "by the lack of space as measured against orders for our coin pool tables. We simply didn't have enough room to work in to meet the demand. Cutting will still be done at the Loretto address, but all other production and the executive offices are located here on Hunter Street. And I might also inform you that since our move to these larger quarters we have again run out of room!"

Daddis also announced the shipping of UB's Model 100 coin pool table for the New York area. "It's a three by six table, built to conform to New York's rather mysterious laws on table sizes."

Asked where the bulk of his orders were coming from, he said, "West of the Mississippi. They are orders for fresh equipment, not replacements. I don't see any signs of saturation, especially in the southwest and far west. My guess is that there are simply more and more people coming of age who want to play pool. I'll do my best to satisfy them."

"I must say a few words about my distributors, who are doing a wonderful job. When I formed United Billiards I decided on selecting as distributors only the cream of the crop and happily, I have them. We work well together."

## Annual Tri-Group Meet at Concord for October

NEW YORK—The combined membership of three local and state coin associations will meet for a gala weekend at the plush Concord resort Hotel, October 7th to 9th.

Ben Chicofsky, secretary of the Music Operators of New York, said that the affair, a yearly gathering of MONY, the Westchester Operators Guild and the New York State Operators Guild, will have reserved deluxe accommodations at the resort, including a private dining room and cocktail lounge.

Among the sports and activities available at the hotel, the three associations will sponsor golf and soft ball tournaments. The weekend meeting will be capped by a gala banquet and dance, with floor show, on Saturday night.

"This yearly affair is one of the times when members of the three associations can get together for informal discussions of the industry's problems and progress and have fun besides. They've always been happy and successful in the past and there's every reason to look forward to this year's gathering."

Reservations would be accepted on a first-come, first-served basis, he said, and urged all interested parties to contact him.

## Palmer Sends Depreciation Letter and Promotion Mailer to Wurlitzer Distributors



A. D. PALMER

NORTH TONAWANDA, N.Y.—Wurlitzer advertising and sales promotion manager A. D. Palmer Jr. has sent a

form letter and a three color mailer to all Wurlitzer distributors and operators, calling for an education program on jukebox depreciation.

Palmer, long an exponent of the IRS-sanctioned system that allows a businessman to write off expenses for new equipment on his tax returns on a percentage scale, says in his mailer, "Mention the Internal Revenue Service to an operator and it's like mentioning the enemy. Actually, it's just not that bad. Uncle Sam helps you replace your old equipment with new juke boxes on a regular and reasonable basis."

Palmer urges operators to sit down with their tax consultants and accountants and work out a program. He also suggests that distributors and their salesmen carry a copy of the mailer with them when they make calls. "Nothing is more gratifying to a customer than learning how to increase the value of his business and this plan can help him to do so," Palmer's letter says. "Try it and see."

## Pingame Seen on TV: Lights, Camera, Action

NEW YORK—Pingames are now on television. A Schaefer beer commercial just released shows comedian Joe Bova walking into his neighborhood tavern and staring pop-eyed at a new pinball.

He inserts a dime and begins to play. The camera follows the balls over the playing field as the Schaefer theme song is heard in full orchestration, played in time to the flashing lights.

Bova exclaims over the musical pin and as the theme rises to a crescendo, tilts the machine. The "Tilt" sign goes on, the music climaxes and all is silent. Bova goes back to the bar and asks the man behind the rail where the music comes from.

"I dunno," he says. The camera pans down to the floor and shows a door in the side of the pin opening. Tiny musicians, carrying their instruments, file out.

## Color-Sonics Pacts Julie, John and Mary to Films

NEW YORK—Stanley Green, president of Color-Sonics, Inc., announced today that Color-Sonics has signed Julie London, Johnny Desmond and Mary Wells to exclusive contracts. The three artists will start filming featurettes for the Audio-Visual system early next month at the Paramount Studios in Hollywood.

They join a group of popular recording artists already under contract to Color-Sonics, including: Connie Francis, Nancy Sinatra, Fran Jeffries, Frankie Randall, Lainie Kazan and Jaye P. Morgan.

The first Color-Sonics machine is set for delivery late this month.

## Snodgrass, Montooth in as MOA Drive Chiefs

RICHMOND—National MOA chairman Jack Bess has announced the appointments of two new district chairmanships in the association's country-wide membership drive.

Named to replace Bill Poss for the Midwestern area is Les Montooth, a vice-president of MOA and co-chairman of this year's convention. Poss resigned from MOA to enter another industry.

J. Harry Snodgrass of Albuquerque, New Mexico, takes over District Eight to help out former chairman Peter Geritz, who is unable to continue because of the press of other duties. District Eight comprises Montana,

Idaho, Utah, Wyoming, Colorado, New Mexico and Arizona. Snodgrass is a vice-president and former president of the association.

MOA president John A. Wallace says that he is "very pleased to see these two veteran MOA boosters step in and help out the drive."

"The spirit shown by our district chairman has been wonderful," Wallace said, "and the response to their efforts can be seen in the number of new memberships. Harry Snodgrass has been one of the guiding lights of MOA through the years. And we know that Les Montooth will give his talent and effort to the Midwest area."



## Monument Goes MOA; Show Nearly Sold Out

CHICAGO—Fred Granger, executive vice president and managing director of Music Operators of America (MOA), last week asserted that all phonograph record manufacturers are invited to participate in the upcoming convention and trade show, October 28-30, in the Pick-Congress Hotel. Simultaneously he announced that contract signings thus far this year are at such a high point that "we will be at least 90% sold out in exhibit space by the end of July."

Granger further announced that Monument Records has already agreed to exhibit and will have two exhibit booths on the floor.

The busy MOA executive also received signed contracts from Art Daddis, of United Billiards; and Larry Patterson and Clarence Henk, of Patterson International Co.

"Naturally, we are delighted over this fine appreciation over MOA's efforts (and resultant success) in bringing to all participating companies the kind of convention they warmly approve of," Granger added.

"It is an understatement to say that we are bending every effort to meet the exacting requirements requested by our friends in the record business. We certainly feel that communication has already improved greatly, thanks to our capable liaison specialist, Bill Cannon."

Previously RCA Victor, Epic Records, and Capitol Records had advised MOA headquarters of their decision to exhibit and otherwise participate in the 1966 MOA Convention and Trade Show.

## Rosen's Film Catalogue Senn to Help Operators

PHILADELPHIA—The first film catalog for the music-movie machine audio-visual industry prepared by David Rosen here has met with interest and demand. Rosen, who distributes the Cinejukebox nationally, is also the distributor for over 750 color-sound film subjects for coin operated machines.

The requests for copies of his film catalog, said Rosen, has come from every section of the country. This indicates, he said, that interest in the filmotheque-discotheque concept "is not limited to two or three big cities, but that enthusiasm runs just as high in every part of the nation."

What is most encouraging, said Rosen, was the response he received from operators after they received the catalog. "The letters of thanks always carried the interest and enthusiasm that the catalog engendered. Operators told how surprised they were there was so much material already available for the machines. Moreover, they were greatly impressed with the name value of so many of the artists listed in the catalog."

Rosen's Filmotheque-Discotheque Film Catalog lists the names and selections of the artists, and carries a short synopsis of each film, "making it a real programming tool for the operator."

Rosen said that copies of catalog are still available without charge for the asking. However, to make certain that the catalog goes only to those in the industry, the request must be made on company stationery.

## Rudd-Melikian Names Territorial Manager

WARMINSTER, PA.—In a continuation of its planned expansion program, Rudd-Melikian, Inc. announced here this week the appointment of James C. Schauwecker to the new position of territory manager for the North Central area. The firm is one of the nation's leading importers and roasters of coffees as well as a prime manufacturer of automatic coffee brewing equipment.

Cash Box—July 30, 1966

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## Rood Lists Runyon Schools

SPRINGFIELD, N.J.—Morris Rood, sales manager for the Runyon office here, has released a schedule of service schools on the Rowe music and vending equipment lines.

With the vending classes held at the factory's headquarters in Whippany, and the phonograph sessions held at the Grand Rapids, Michigan plant, the schedule began June 6 and will continue through the rest of the year, ending December 16.

Rood said that reservations for the classes are limited to fifteen students per school. Rowe will provide hotel accommodations, local transportation and some meals. Each person attending is expected to provide his own transportation to and from Whippany and Grand Rapids.

Rood advised all those interested in enrolling to speak to their Runyon salesman or to call him at the Runyon Springfield office.

## NAMA Program Head Dubbed

CHICAGO—Robert P. Kinney, president, Kinney-Bennett-Kinney, Ft. Wayne, Ind., has been appointed program chairman of NAMA's 30th Anniversary Convention and Trade Show of Automatic Merchandising.

Kinney will be in charge of planning four days of business sessions focusing on improved management techniques. Some 10,000 vending industry executives are expected to view the latest in automatic vending equipment at the show and to participate in management meetings.

## O'Malley Honored by Daley as BBB Chief

CHICAGO—Mayor Richard J. Daley honored the Better Business Bureau for "40 years of continuous, dedicated public service" to Chicago with a proclamation presented to Patrick O'Malley, board chairman of the Bureau, at City Hall.

In honoring the Bureau, the Mayor's proclamation notes it has promoted "ethical business practices in advertising, selling, investments and fund raising . . . and has played a unique and significant role on the development and maintenance of public confidence in private enterprise."

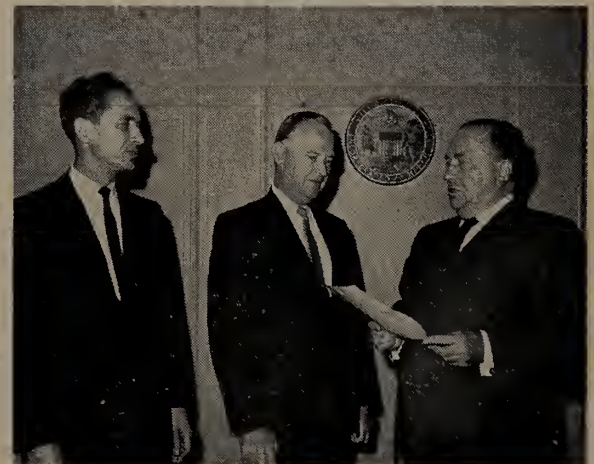
The Bureau is also cited for promoting fair competition by developing sound standards for advertising and selling, and for timely exposure of questionable, unfair and deceptive practices.

O'Malley announced the Bureau is

also developing a new set of standards for credit advertising and has just completed new revised standards for automobile advertising, selling, leasing and rental.

The automobile standards are not only for Chicago but have been adopted by the Association of Better Business Bureaus and the National Automobile Dealers' Association, according to O'Malley.

"The development of these standards should work to benefit the consumer without impairing the position of responsible business," O'Malley said. He added that "every responsible business firm in the metropolitan area owes an obligation to itself and the future of private enterprise by investing in business self-regulation through membership support of the Better Business Bureau."



Mayor Richard J. Daley of Chicago presents Patrick O'Malley, board chairman of the Better Business Bureau, a proclamation honoring the Bureau for "40 years of continuous service to Chicago" during ceremonies in his office. Looking on (left) is Carl Dalke, BBB president. O'Malley is president of Canteen Corporation, one of the country's biggest vending companies.





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THE BEST EVER—Immediately after reading this paragraph, RUN, do not walk, to your nearest newsstand and buy a copy of the August issue of Esquire magazine. It contains the finest article ever written on the coin machine business—it's mind, it's purpose, it's manufacturers, it's players, it's friends and enemies. Written by Tom Buckley, the article is called "Mother Is A Pinball Machine" and stars Herb Jones of Bally Manufacturing, and longtime op Phil Gould, at whose Newark, New Jersey location much of the article was written and drawn from. The late Fiorello LaGuardia also makes a printed appearance. "Mother Is A Pinball Machine" is simply great—gutsy, funny, blunt and brilliant. Run run run and get the August issue of Esquire. After you read it, show it to your friends. But don't loan it or you'll never see it again. "Mother" is a milestone.

ON COIN ROW THIS WEEK—A fine, breezy day along the Avenue. Murray Kaye info's that the hot weather is bringing in plenty of orders for Seeburg cola drink vendors. . . . Harold Kaufman's Musical Distributors is going strong on the Wurlitzer 3000 and Chicago Coin line of games; like all the Chi Coin distributors, they're anxiously awaiting the new "Kicker" single player pin due to be released soon—but when, when, when? Ah, that's a secret. . . . Abe Lipsky helping to keep the export figures high with his reconditioned phonos. . . . Al Simon's "Electro-Pool" going great guns; trucks stopping in front of his Tenth Avenue showrooms to load up on the tables and whiz them away to waiting customers. . . . Lou 'the Redhead' Druckman movin' those Williams and United games at a fast clip. . . . Over at Runyon Sales debonair Irving Kempner's friendly and easy going ways are bringing in those sales one on top of the other; Lou Wolburg reports the following visitors to the Coin Row this week: Mike Saperstein of Island Cigarette Service, Jerry Levine of Colony Vending Co. and Al Kerner of Sak Trading Co. Sandy Rasnitzky tossing her blonde hair away from her blue eyes and offering a hot cup of coffee (ah, for a mandolin and a bottle of wine!). . . . Joe Munves designing another of his famous exhibits for the upcoming MOA conclave; it's our bet that Joe's got another prizewinner. . . . Bill Wiener of One-Stop Coin doing mighty well with the Gold Medal popcorn vendor. . . . Cash Box's Eddie Adlum, general manager of the coin machine dept. away for two weeks—no, not Vermont; no—not Puerto Rico;—no, not Passaic. He's in Camp Drum with the National Guard, doing his proverbial duty. . . . Prominent op Fulvio Malatesta info's he's working on a one-man public relations program. . . .

TALES FROM THE TUBE—Smile, coinbiz, you're on television. The other night as we relaxed in front of the video, sipping a glass of spirits (thank you, Commander Whitehead) and ruminating on the luminous dichotomy of journalism, we were startled to hear on the news that there is—at last!—that long-hoped for machine. The one that vends money. In Tokyo (which is as far East as Eastern Flashes can get without running into California Clippings) there is an organization called the Japan Credit Corporation. Customers of same sign up for their program and are issued a plastic card with their name, address and account number stamped thereon. Spotted around Tokyo are "Computer Loan System" vending machines. By inserting a card, the customer is vended an envelope full of loot—precisely 20,000 Japanese yen, which is near-precisely fifty-six American dollars. The machines have a half-million yen capacity but none of them are stocked with more than three thousand U.S. bucks (120,000 Japanese yen) on this, their trial run. After the customer has gotten his vend-a-swag, he pays back the Japan Credit Corporation posthaste. At least that's the theory. Interest rates are high, so the customers would be better off making it up quick. And the machines must have—they'd better have—the strongest cash boxes in the world. And we do mean cash boxes. . . . Flipping to another channel, we saw a Schaefer beer commercial which has comedian Joe Bova walking into his neighborhood spa, ordering suds and exclaiming to the barkeep, "Hey, you've got a new pingame!" He dashes over, throws in a dime and starts the action. The Schaefer theme song comes on in time to the flashing lights. The camera swoops over the playfield, cuts back to Bova's eager face; the music swells and Bova tries to tip the machine. On comes the "Tilt" sign. Game over, music ended, he goes back to the bar and says, "Hey, Harry, where does the music come from?" "I dunno," says Harry. Meanwhile the camera dips to the base of the machine. A little door opens and out file the musicians, carrying their instruments. We looked hard at the game but they didn't show the name or the company. Looks to us like a Gottlieb. . . . Then on the Hollywood palace there were a couple of comics who did a routine about a guy standing on a lonely subway platform late at night. The fellow next to him has flashing eyes and stiff posture. The first guy turns and looks and says, "Oh, no! What'll they come up with next!" He reads a card on the other fellow's chest. "Vend-A-Buddy, ten cents." So he puts in his dime and has a conversation. The audience broke up and so did we. How about creating a machine that. . . .

PROMOTIONS AND PROMOTIONS—"The man who knows", A. D. Palmer Jr., advertising and sales promo manager for Wurlitzer, has sent out a form letter and a three-color mailer to all Wurlitzer distributors. Subject: Depreciation. A subject dear to the heart of A. D. (and Cash Box, and any operator who wants to get more out of his business), the mailer goes to all operators on Wurlitzer's list and A. D. is urging distributors to explain and counsel ops on this favor—one of the very, very few—from Uncle Sam. We add our voice to A. D.'s in urging all ops to get the facts on this money-saving and money-earning means of business. It's all perfectly legal; it's urged by the Government and it can't help but put some extra cash in the operator's pocket. . . . Wagner Van Vlack formerly of Vendo, has been named president and chief exec officer of Interstate United. A hard-working and dynamic man, Vlack and his abilities are quite a plum for Interstate to have. We wish him all the best.

THE NEWS FROM ART—Art Daddis, founder and guiding light of United Billiards, Inc., newest company to lay claim to a share of the coin pool table market, told us he's moved from Loretto Street in Newark, New Jersey, to new offices at 5258 Hunter Street. The Loretto office now handles the cutting, but the assembly of the five-model United line is being done on Hunter, which also houses the offices for the company. Reason for the exodus? As Art says: "We were absolutely cramped. Orders have been coming in so fast that we had men on the ceiling building and shipping. Well, not quite that bad, but it was getting awfully tight. We decided that we needed double the space so we hauled everything lock, stock and barrel to Hunter Street. And you want to know something? We're out of space again!" Asked about current programs, Art info'd that he's shipping the new Model 100 for the New York area, a three by six table conforming to the laws of New York State. "Crazy, isn't it? If you play a six foot table, you're supposed to be all right. Play a seven foot table and you're supposed to be committing a sin." Most of Art's orders have been coming in west of the Mississippi. Could he explain why? "The only thing I can think of offhand is the population explosion. The southwest and far west are a long way from being saturated. There just simply must be more people who have come of age and want to play pool!"





# Chicago Chatter

Whoever doubts the frothy glamour of the everlasting pinball amusement game need only go to the corner newsstand and pick up a copy of the August edition of *ESQUIRE* Magazine for a considerable dose of enlightenment. Commencing on page 84 Author Tom Buckley (considerably aided and abetted by Bally Historian Herb Jones) contributed the crisp, colorfully penned feature article, "Mother Is A Pinball Machine." (Must reading for everyone connected with the coin machine industry in one form or another). In documenting the everlovin' flipper beauty, Buckley, a glib writer, eloquently spells out the proven fact that the modern pinball electronic marvel offers relaxation, diversion, entertainment, excitement and satisfaction for the smallest outlay of cash possible. As longtime coinvet Herb Jones spells it out: "Considered simply as a pastime pinball is vastly less expensive and less taxing to the bodily and cerebral resources of the human organism than any other forms of participant pastime." One thing is certain, Tom Buckley should reap the highest praise and commendation from all of us for researching his subject so thoroughly and painstakingly.

The parade of phonograph record companies signing up to exhibit and participate actively in the upcoming MOA Convention and Trade Show (October 28-30) in the Pick-Congress Hotel continues unabated. Fred Granger, MOA's executive vice prexy, advised at presstime that Monument Records is now in the fold and will have two exhibit booths at the conclave. Furthermore, Art Daddis, of United Billiards; and Larry Patterson and Clarence Henk, Patterson International, sent in their signed contracts. Daddis asserted that he will introduce a new amusement machine at that time. . . . All areas of coinbiz activity are swinging along nicely at Atlas Music, according to Prexy Eddie Ginsburg. This feeling prevails in all departments, we learned, after chatting with Sam Gersh, Joe Kline, Bob Fabian, Stan (the man) Levin, Mort Jacobs and Sam Kolber.

The production wheels will be again turning at D. Gottlieb & Co. this week now that the vacation period is just about over, according to Alvin Gottlieb. . . . Veteran operator Les Holmes, who was widely known in the Greater Rockford Area, died after a lingering illness (13). Among those who attended funeral services, Saturday, July 16, were C. B. (Bill) DeSelm, of Williams Electronic Mfg. Corp.; Lou Casola, Charlie Marich, and many more prominent coinmen. . . . At presstime World Wide Distributors executives were set to greet "the largest attendance of vending operators" to a service school class featuring the Seeburg cold drink vending machine with the Reynolds Ice Maker. Representing World Wide at the evening session, July 20, were Nate Feinstein, Irv Ovitz, Frank Gumma, Jules Millman, Ted Dadal, Roger Bergstrom and Howie Freer.

Old friend Irv (Kup) Kupcinet has been selected as the 1966 man of the year by the Israel Bonds Committee in Windy City. Judging by Kup's tireless, unselfish efforts it was an easy task for the committee. There will be a big bash in McCormick Place sometime in December to honor Kup. . . . Contributors to this year's CJA fund drive will be happy to know that total receipts at this time stand at \$5,355,637! . . . Veteran Michigan operator Jim Silman, of Kalcoin in Kalamazoo, recently acquired Miller-Newmark's firm in Grand Rapids, naming it Jamar Vending Co., according to Jack Burns, of Empire Distributors. Jack and Dave St. Pierre recently visited with Silman in Grand Rapids. . . . FLASH: The word from Leo Buntman, of CJA, is that the campaign figure quickly zoomed to \$5,437,454 (how about that!) . . . Although sales are keeping Dusty Hohbein happy in the new south side branch of Dynaball he sweltered briefly last week when the air conditioner failed.

As the new Midway factory building is just about completed Mark Wolverton, Hank Ross, Bob Jones and "Cyclone" Imre are getting excited about moving into the new plant the first week in August. Meanwhile, there is no letup in production of Midway's "Premier" puck shuffle alley bowler. Sales, Hank sez, are keeping up with the heavy production schedule. . . . As we dash about the town along Windy City's Coinrow: Ted Rubey, prexy of Marvel Mfg. Co., is lining up a very heavy production schedule now that the vacation period is over. . . . Everyone at Williams Electronic Mfg. Corp. is planning for a fine vacation period commencing August 1. . . . Rock-Ola Mfg. Corp. executives, David C. Rockola, Edward G. Doris and Dr. David R. Rockola were hosts in the factory last week to Mexican distributors David L. Romero, Jr. and Raul Romero, of Industrias Nacionales de Sonido, S. A.

The wheels of production are fairly spinning at Chicago Dynamic Industries since the entire plant personnel returned from the vacation period. Chi-Coin, according to Mort Seore, will definitely show new amusement equipment at the upcoming MOA Convention and Trade Show.



## Milwaukee Mentions

Bob Rondeau, Empire Distrib's fast-moving man-on-the-go in Michigan and Wisconsin, has his good right arm—Mrs. Bob (Beverly) Rondeau—helping him in his Menominee (Michigan) headquarters these days, he's so busy filling orders in all types of new and used coin-operated equipment. Jack Burns, Empire's field operations director, stopped by in Menominee briefly recently before continuing on for visits in Indiana where he huddled at length with Bob Vihon. . . . With all the hubbub and activity on the showroom floors at United, Inc. we were reminded by Prexy Harry Jacobs and vice pres, Russ Townsend that the busy Milwaukee distrib is headquarters in Wisconsin and the Upper peninsula in Michigan for Wurlitzer phonos, All-Tech amusements, Valley pool tables, Ditchburn and Universal venders, and Tape-Athon background music systems. . . . And, the word from old buddy Sam Hastings is that the burgeoning resort business is keeping sales 'way up at Hastings Distributors despite the (ughh!) weather. The demand remains very good for amusement, music and vending equipment. Also, Rock-Ola's "GP/Imperial" phono remains very popular these days, according to Jack Hastings. . . . Wisconsin operators seen ambling along Cream City's coinrow last week: Lou Glass, Madison. . . . Riger Bookmeier, Green Bay. . . . Dewey Wright, Wausau. . . . Bob Pelligrino, Milwaukee. . . . Also, Jim Stecher. . . . Doug (Wisconsin Novelty) Opitz. . . . Joe Beck, Mitchell Novelty. . . . Jerome "Red" Jacomet, Red's Novelty Co. . . . The word from Joel Kleiman, Pioneer Sales & Services, is that deliveries from the manufacturers are making it possible for Joel and Sam Cooper to fill back orders of much needed machines for locations. . . . S. L. London Music's Nate Victor reports that sales on all types of coin-operated equipment are continuing very strong throughout Wisconsin. Nate is beginning to plan for a good fall season in the interim. It's his opinion that the coming fall and winter seasons will be very strong in every region in the country.



# Midway's Premier SHUFFLE ALLEY

# NEW

Simplified, motorized scoring units  
Rugged pin mechanism

Circuit designs . . . fewer, easier to maintain

# 5 WAYS TO PLAY

Regulation  
Regulation plus Bonus\*  
Bonus\* • Flash • Dual Flash

\*Separate Bonus System for each player

# NEW NEW NEW

Pin Mechanism, easy to remove. NO switches.

Easiest Servicing Ever. Fewer switches, solder connections.

Fast-moving scoring units, motor driven, engineered for positive, reliable play. Maintenance simplified to a minimum.

**MIDWAY MANUFACTURING COMPANY**  
10136 PACIFIC AVENUE, FRANKLIN PARK, ILLINOIS  
A SUBURB OF CHICAGO

## Les Holmes, 52, Passes

CHICAGO — Longtime coinvet Les Holmes, 52, died Wednesday, July 13, after a lingering illness, in Rockford, Illinois. Associated for some 23 years as a route man and salesman with Lou Casola's Casola Coin Machine Company and Mid-West Distributing Company, Holmes was prominent in trade circles throughout his career in the Greater Rockford area.

He is survived by his wife Helen and a sister, Beatrice. Services were held in Rockford, July 16. Representatives from manufacturing and distributing companies in Illinois attended.

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**The ROWE AMI  
BANDSTAND**  
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everywhere

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**SPECIALS OF THE MONTH**  
Rockola 1493 Princess \$395.

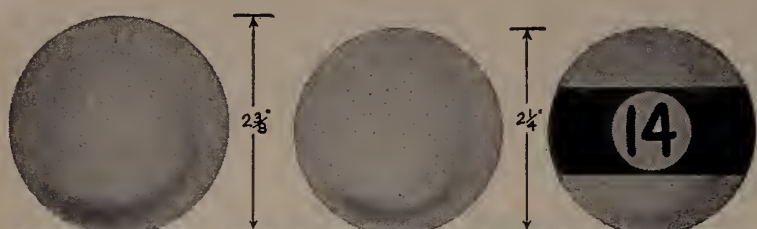
Seeburg 222	\$445.
Seeburg Ay-160	\$550
Seeburg 222 Hideaway	\$345.
Rockola Grand Prix model 425	\$750
A.M.I. JEL	\$395.
<b>VENDING</b>	
Seeburg 45CD Ice-maker	\$695
Seeburg 45CD 2 Modular	1195
Vendo Milk Merchants	695
Seeburg 662 rebuilt Coffee Brewer	525
Seeburg 772 rebuilt Coffee Brewer	745
Rowe Refrigerated Sandwich Model	

#145 Vendo Cold Visi Vend	225	Auto Photo #9	595
Vendo Hot 'N Cold	895	Dale Auto Driver	write
Visi-Vend	875	C. C. World's Fair	
<b>ARCADE EQUIPMENT</b>		Rifle Gallery	325
C. C. Par Golf	\$495	C. C. Pony Express	295
Southland Little Pro-Golf	225	C. C. Champion Rifle	275
Southland Speedway	225	Keeney 2 Gun Fun	195
		Muto. Lord's Prayer	150
		Frantz Deputy Sheriff	125
		Midway Rifle Champ	395

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- Magnetic Cue Ball will not become trapped as it separates itself from other balls.
- Regulation size and weight assures player more accuracy.

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## California Clippings

**SEEBURG REP STOPS IN L.A. . . .** Over at Struve Distributing, we talked to Stan Larsen, who tells us that Ed Blankenbecker, regional vice president for Seeburg, was in town last week. From the Struve office Salt Lake, the comptroller, Mrs. Ferd Tuttle, was in town to help the Los Angeles which has been struck with a bad case of vacation-itis. Stan tells us that the can vending business has been growing by leaps and bounds. To help prove this point, Choice Vend has their can vendors on display in the Struve showroom. Stan also mentions that the Williams "A Go-Go" four player pin ball game is still going very strong. Ray Clark is working the Long Beach and Orange County area. Cliff Nugent is spending his vacation up at Lake Tahoe. Stan was very pleased to give us the good news that his kids are all recovering from the plague (look, when you have three kids with the mumps all at the same time it's a plague).

**SUMMER MADNESS . . .** Factory vacations, customer vacations, tight money and the usual summer doldrum are being combated by an expensive parts and used equipment sale at C. A. Robinson and Company. With Al Bettlemann taking a few days off, Charlie Robinson has been doing double duty, along with Hank Tronick. Hank tells us that after the tremendous success with "Hula Hula," that they are anxiously awaiting the arrival of Chicago Coin's new pin ball game called "Kicker." He says the factory whetted their appetite with the coming attraction ad in the July 9th Cash Box (naturally). In the mean time Hank tells us that the Corvette Bowling Alley and the Medalist Shuffle Alley are both receiving great reactions from the ops. Also, the Premier Shuffle Alley continues to amaze ops with its speed and simplicity of operation, according to Hank.

**FROM THE RECORD RACKS . . .** From Luenhagen, we're told that Irwin Zucker was in to check on Debbie Burton's new single on Capitol, entitled "The Next Day." Barry Freeman of Decca, brought recording artist Jan Howard in to say hello and see how Jan's new release "Evil On Your Mind" was doing. Gus Saualas, west coast representative for Scepter, was in to see how Jackie Paine's "A-Go-Go Train" was rolling along. The fastest breaking single for them is the new Al Martino single "Just Yesterday" on Capitol. . . . Jerry Barish of California Music reports that the novelty record by Napoleon XIV is really breaking big over there. It is entitled "They're Coming To Take Me Away Ha Ha." From the way things look, Warner Bros. will be Ha-Ha-ing all the way to the bank. The biggest selling album this week is "Lou Rawls Live" on Capitol.

**HERE AND THERE . . .** Over at Circle International we had an expected surprise, we spoke to Don Edwards, who was supposed to be in Grand Rapids, Michigan. It seems that he, like many others, was grounded by the airline strike. Anyway he tells us that they sent a load of used phonographs to Japan. Don Quack was in the San Diego area last week. Ken Smith was working the San Fernando Valley last week and should be now covering route 101. At present, the Rowe 1030-A Cold Drink Ice Maker is their top seller. . . . We're glad to hear that Lillian Schreuder, of Badger Sales, is back at work. It seems she caught her heel between two cobblestones and ended up falling flat on her face. Sorry to hear that Bill Happel didn't have such a good day at the golf course last week. He tells us that he was grudgingly doling out money (pennies?) to everyone else. . . . Joe Duarte of Duarte International reports that a shipment of phonographs just left for Naha, in the Ryukyus Islands. . . . Over at Wurlitzer, we talked to Clayton Ballard, who reports that John Morris is presently touring Southern California on his vacation. Gary Sinclair is making a tour of the Rocky Mountain states. . . . George Muraoka of Simon Distributing informs us that they are preparing a large shipment of phonographs, which will leave for Europe very shortly. . . . Visiting ops this week include: Jerry Druker-Upland, C.B. Ellison-Lancaster, Herman Stauffacher-San Bernardino, M.B. McCormick-Lakewood, Larry Spraw-Fontana, Tom Catana-Maywood, Bob Wallender-San Diego.



## UPPER MID-WEST MUSINGS

The Jim Stolp's, Greenbush, were in town for a few days last week and took in a couple of ball games . . . Mr. & Mrs. Noel Hefte of Grand Forks are spending the summer at their lake home at Mentor. They sure have been enjoying it especially during the hot wave. Family reunion at the LaFleur's at Devils Lake. The LaFleurs 45th anniversary. . . . Bun Couch is at the Deaconess hospital in Grand Forks for a check up and rest. . . . The Bob Addington's of Bismarck are spending several weeks vacationing in California. Johnny Morton formerly of Bismarck and now living in California returned to Bismarck just in time to take over the route until Bob returns. . . . Mr & Mrs. Glen Addington have returned from a fishing trip to Lake Millacs. . . . Also their daughter Barbara surprised them by coming from L. A. to spend a few weeks with them and brought along the grand-child. . . . The Stan Baeders of Fargo have just returned from a long vacation to the West Coast. . . . The Minneapolis Aquatennial starts today with plenty of excitement and good weather, should attract thousands of tourists passing through. . . . The Andrews Sisters at the Manor. . . . Maxie Rosenbloom at the Town House. . . . Woody Herman at the Prom Center. . . . Andy Williams and Henry Mancini at the Metropolitan Stadium July 21st. . . . Dorothy Collins in The Sound Of Music at the Aqua Stage. . . . Next week at the Aqua Stage, Bert Parks in The Music Man July 19-24th.



## Happy Birthday This Week To:

Roy E. Garrison, Phoenix, Arizona . . . Myron S. Hillman, Fall River, Mass. . . . W. B. Loosier, Decatur, Alabama . . . Jimmie A. Soules, Decatur, Illinois. . . . Alfred Bergman, Buffalo, N.Y. . . . Don E. Sears, Ashland, Oregon . . . Charles E. Adkins, Parkersburg, West Virginia . . . Meyer C. Parkoff, New York City . . . Warren Hightower, Fort Worth, Texas . . . Albert V. Andreoni, Elmwood Park, Ill. . . . Mrs. Johnnie T. Montcarm, Monroe, Louisiana. . . . Ogden Whitbeck, Scotia, N.Y. . . . James Earl Walker, Herrin, Illinois . . . Clarence E. Howard, Birmingham, Ala. . . . Edward Holstein, Chicago, Illinois . . . E. E. Peterson, San Diego, Calif. . . . Hugh W. Minter, Norfolk, Virginia . . . Fred Greenbank, Canton, Illinois.

PLANT CLOSED FOR VACATION

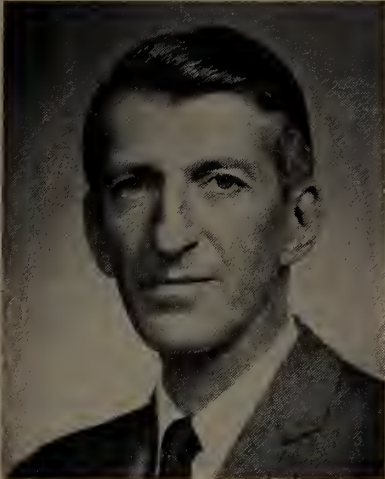


**D. Gottlieb & Co.**



Van Vlack Vacates Veep of Vendo to Become Chief Officer of Interstate

■ Kramer Upped to Chairman



WAGNER VAN VLACK

CHICAGO—Wagner Van Vlack, 48, who has been executive vice president of The Vendo Company, was elected last week as president and chief executive officer of Interstate United Corporation by the board of directors.

Alex Kramer, president of Interstate United for the past two years, becomes chairman of the board.

Kramer will continue as an active executive and will direct the company's expansion and development program which he initiated.

"Mr. Van Vlack's election as President is a key part of our long-range program to insure the future growth and profitability of Interstate," Kramer said. "We are fortunate that we will have the leadership of such a highly qualified man at a time when our entire industry is experiencing dynamic growth and opportunities are available to our company."

Van Vlack has been with Vendo, one of the nation's largest vending machine manufacturers, since 1963. Starting as vice president in charge of sales and marketing, he was named senior vice president a year later, and in 1965 became executive vice president.

He began his career as an office boy with American Can Company at the age of 17, and except for his college period and wartime service, remained with the company for 25 years. During this period he served in important executive capacities, including vice president of American Can International, assistant to the president, assistant general manager of sales and manager of the field sales

division. He moved to Milprint Inc. where he served two years as vice president and general manager before joining Vendo. During the war Van Vlack served in the U.S. Army and also operated a torpedo plant for the U.S. Navy. He is a graduate of Washington University, St. Louis, and also attended New York University.

Kramer, after serving as a director and vice president of Interstate's Detroit operations, was elected president of Interstate in 1964 after the company had shown a loss of \$1.54 per share in the fiscal year ending June 28, 1964. Under his leadership, a long-range plan was developed and an executive recruitment program initiated to strengthen the company and expand its scope of operations. At the end of fiscal 1965, Interstate reported a profit of 22¢ per share. The profitability of the company has continued during the current fiscal year.

At Last! Vendor Vends Money: Made in Japan

TOKYO—A vending machine that dispenses money is now in operation here. A company known as the Japan Credit Center has placed various machines on location. The customer inserts a plastic card granted from the JCC with his name address and account number and receives, in an envelope, 20,000 Japanese yen, equal to 56 American dollars.

The machines have a capacity of half a million yen each, but none of them are stocked with more than 120,000 yen (3,000 American dollars) on this, their trial run.

The machines, dubbed "Computer Loan System" are serviced each week, cards collected and bills sent out to the customers. When the bill is paid the card is returned and the customer is free to use a machine again.

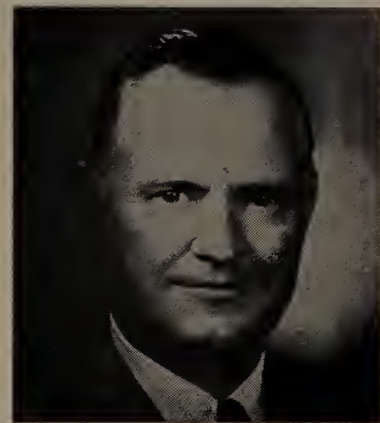
Interest rates in Japan are high and customers are expected to pay promptly.

Pech Upped at Ross-Temp

CHICAGO—Harvey H. Pech, with a record of many years experience in the restaurant equipment market, has been appointed sales manager of Ross-Temp, subsidiary of Schneider Metal Manufacturing Co. Ross-Temp manufactures a complete line of automatic ice flakers, drink dispensers, and combination ice machines with automatic ice dispensers and water station.

A Record First Three Quarters for Canteen Corporation: O'Malley Speaks

■ Expansion Plans Announced



PATRICK O'MALLEY

NEW YORK—Canteen Corporation (formerly Automatic Canteen Company of America) achieved record highs in sales and earnings for the first three quarters of fiscal 1966, Patrick L. O'Malley, president, reported here at a meeting of New York financial analysts held last Thursday.

O'Malley also announced that Canteen is entering the hotel management field, and he described new technological advances Canteen is pioneering in food vending.

Sales and operating income for the first three quarters ending June 11, 1966, reached new highs of \$214,710,000, an 8.6% gain over 1965 three quarter sales and operating income of \$197,717,000.

Net earnings from operations soared 44% to \$7,484,000, equal to \$1.09 per share on 6,856,354 shares outstanding. This compared to 1965 three-quarter net earnings from operations of \$5,199,000 or 76¢ per share on 6,821,696 shares outstanding. (In 1965, there also was an extraordinary gain of 46¢ per share arising primarily from the sale of Hubshman Factors Corp.)

Sales for the third quarter climbed to \$74,115,000 and earnings amounted to \$2,445,000 or 36¢ per share. In the same period last year, sales were \$68,038,000 and earnings were \$2,158,000 or 32¢ per share.

(Both first three quarters and third quarter figures have been restated to reflect the change in depreciation and the acquisition of St. Louis, Atlanta and New Orleans distributors as poolings of interest.)

O'Malley said he anticipates Canteen will earn a "minimum of \$1.50 per share" for fiscal 1966. "Our food and vending sales and profits are growing at a rate faster than the industry. And operating earnings have increased from 53¢ in 1963 to what should be a minimum of \$1.50 in 1966," he stated.

To Enter Hotel Management Field  
O'Malley revealed that Canteen Corporation has entered the hotel management field with the signing of a contract to manage the hotel facilities in addition to feeding for the new 500-room Tower Plaza Hotel in Las Vegas. "This action is in keeping

with our expansion plans for entering new and promising markets for growth and development," O'Malley explained.

The Canteen chief executive also divulged that the company has installed in its Los Angeles commissary a new freezing process for frozen meals using liquid nitrogen. The nitrogen system is expected to overcome some of the frozen food industry's problems of freezing and serving complete meals containing foods with different moisture contents.

O'Malley said Canteen also is working in conjunction with the National Biscuit Company on a new kind of Danish pastry which will retain its freshness for as long as 72 hours. "Such an extended shelf life will greatly reduce spoilage," he said.

Meetings such as this one, held before an audience of financial analysts, are usually announced only when the company involved has an important and optimistic statement to make. The nature of the audience makes such announcements all the more important, and the statements of earnings are usually reported to the financial papers quickly and with some fanfare.

Canteen Corporation, one of the largest of vending companies in the world, is also the parent company of Rowe Manufacturing, makers of coin-operated phonographs, wallboxes, vending machines and background music systems.

Bootleg Cigarettes Elude State Tax Agents

NEW YORK—They stand on fog-swept coasts; they haunt bus terminals, they gaze forlornly at docking ships; they linger around small airports, and wherever they be may they watch hopefully for a "smoke signal".

So goes the life of the one hundred and twelve investigators on the New York State Tax Department who are trying to catch smugglers and their cases of contraband cigarettes. Meanwhile the state's tax revenues, instead of increasing as the Legislature thought it would, dribbles down, makes a feeble comeback and then sinks again.

The brouhaha over bootleg cigarettes has so far decreased New York City's expected tax revenue by eight-percent, from over forty million dollars to less than thirty-three. Somewhere among the missing seven million, smugglers are getting rich and smokers are feeling an extra tingle of excitement as they light up, knowing that the cigarette has travelled by truck from North Carolina, where there is no cigarette tax, or has come in by boat or even been flown in a light plane to airports in New Jersey.

Although empowered by the New

York state legislature to act as peace officers, the tax investigators have so far found little peace to keep. There have been no dramatic "big hauls" of bootleg tobacco. The smugglers have gone to great lengths to avoid being caught.

One technique, when shipping by truck from North Carolina, is to change trucks and license plates en route. Some cases have been sent to Europe and then shipped back by cargo steamer to avoid detection. Private fishing boats and pleasure craft coming up the east coast are now being watched by the investigators but boarding is difficult and sometimes embarrassing. Owners of pleasure craft do not like to be inconvenienced by such things as tax investigators.

While city and state revenues go down, city and state payrolls go up as more "agents" are hired. Officials have grumbled about everything from "lack of cooperation" from other states to the public itself, which, they say, ought to be ashamed for smoking contraband cigarettes. Meanwhile the trucks roll, the planes fly and the ships make sail.

Coin-Operated Xerox Bows in Banking

Nation's first bank to install a Xerox 914 coin operated copier is the Central Trust Co. of Rochester, New York. Equipped to operate with either a dime or a quarter, the machines are available for banks across the nation. W. H. Short, Central vice-president, instructs a customer.





# COIN MACHINE INVENTORY LISTS—USED EQUIPMENT

A Compilation of Phonographs and Amusement Machines Actively Traded On Used Coin Machine Markets—New Machines Are Listed Elsewhere in This Section

## ROWE AMI MUSIC MACHINES

D-40, '51, 40 Sel.  
D-80, '51, 80 Sel.  
E-40, '53, 40 Sel.  
E-80, '53, 80 Sel.  
E-120, '53, 120 Sel.  
F-40, '54, 40 Sel.  
F-80, '54, 80 Sel.  
F-120, '54, 120 Sel.  
G-80, '55, 80 Sel.  
G-120, '55, 120 Sel.  
G-200, '56, 200 Sel.  
H-120, '57, 120 Sel.  
H-200, '57, 200 Sel.  
I-100M, '58, 100 Sel.  
I-200M, '58, 200 Sel.  
I-200E, '58, 200 Sel.  
J-200K, '59, 200 Sel.  
J-200M, '59, 200 Sel.  
K-120, '59, 120 Sel.  
K-200, '60, 200 Sel.  
K-120, '60, 120 Sel.  
Continental '60, 200 Sel.  
Lyric, '60, 100 Sel.  
Continental 2, '61, 200 Sel.  
Continental 2, '61, 100 Sel.  
L-200, '60, 100 Sel. '62-63  
M-200 Tropicana '63-64  
N-200 Diplomat '65

## ROCK-OLA

1436, '52, Fireball, 120 Sel.  
1436A, '53, Fireball, 120 Sel.  
1438, '54, Comet, 120 Sel.  
1446, '54, HiFi, 120 Sel.  
1488, '55, HiFi, 120 Sel.  
1452, '55, 50 Sel.  
1454, '56, 120 Sel.  
1455, '57, 200 Sel.  
1458, '58, 120 Sel.  
1465, '58, 200 Sel.  
1475, '59, 200 Sel. Tempo I  
1468, '59, 120 Sel. Tempo I  
1485, '60, 200 Sel. Tempo II  
1478, '60, 120 Sel. Tempo II  
1495, '61, 200 Sel. Regls.  
1488, '61, 120 Sel. Regls.  
1496, '62, 120 Sel. Empress  
1497, '62, 200 Sel. Empress  
1493, '62, 100 Sel. Princess  
1408, '63, 160 Sel. Rhapsody I  
1404, '63, 100 Sel. Capri I  
418-SA '64 160-Sel.  
Rhapsody II  
414 '64 100 Sel. Capri II  
425 '64 Grand Prix 160 Sel.

## SEEBURG

M100A, '51, 100 Sel.  
M100B, '51, 100 Sel.  
M100BL, '51, 100 Sel  
Light Cab  
M100C, '52, 100 Sel.  
HF100G, '53, 100 Sel.  
HF100R, '54, 100 Sel.  
V200, '55, 200 Sel.  
VL200, '56, 200 Sel.  
KD200H, '57, 200 Sel.  
L100, '57, 100 Sel.  
201, '58, 200 Sel.  
161, '58, 160 Sel.  
222, '59, 160 Sel.  
220, '59, 160 Sel.  
Q-160, '60, 160 Sel.  
Q-100, '60, 100 Sel.  
AY1005, '61, 160 Sel.  
AY1005, '61, 100 Sel.  
DS 160, '62, 160 Sel.  
DS 100, '62, 100 Sel.  
LPC-1, '63, 160 Sel.

## WURLITZER

1250, '50, 48 Sel., 45 or 78 RPM  
1400, '51, 48 Sel., 45 or 78 RPM  
1450, '51, 48 Sel., 45 or 78 RPM  
1500, '52, 104 Sel., 45 or 78 Intermix  
1500 A, '53, 104 Sel., 45 & 78 Intermix  
1600, '53, 48 Sel., 45 & 78 Intermix  
1650, '53, 48 Sel.  
1650A, '54, 48 Sel.  
1700, '54, 104 Sel.  
1800, '55, 104 Sel.  
1900, '56, 200 Sel.  
2000, '56, 200 Sel.  
2100, '57, 200 Sel.  
2104, '57, 104 Sel.  
2150, '57, 200 Sel.  
2200, '58, 200 Sel.  
2204, '58, 104 Sel.  
2250, '58, 200 Sel.  
2300, '59, 200 Sel.  
2304, '59, 104 Sel.  
2310, '59, 100 Sel.  
2400, '60, 200 Sel.  
2404, '60, 104 Sel.  
2410, '60, 100 Sel.  
2390, '61, 200 Sel.  
2364, '61, 104 Sel.  
2350, '61, 100 Sel.  
2600, '62, 200 Sel.  
2610, '62, 100 Sel.  
2700, '63, 200 Sel.  
2710, '63, 100 Sel.  
2810 Stereo-Mono., 100 Sel.  
2800 Stereo-Mono., 200 Sel.

## PINGAMES BALLY

Accutone (3/61)  
Barral-O-Fun (9/60)  
Barral-O-Fun '61 (4/61)  
Barral-O-Fun '62 (11/61)

Ballerina (6/59)  
Beach Beauty (11/56)  
Beach Time (9/58)  
Beauty Contest (1/60)  
Big Show (9/56)  
Bongo 2P (3/64)  
Bounty (Bingo) (10/63)  
Bus Stop 2P (1/65)  
Can-Can (10/61)  
Carnival (11/57)  
Carnival Queen (11/58)  
Circus (8/57)  
Circus Queen (2/61)  
County Fair (10/59)  
Crossroads (1/56)  
Cue-Tease 2P (7/63)  
Cypress Gardens (6/58)  
Double Header (7/56)  
Funspot '62 (11/62)  
Flying Circus 2P (6/61)  
Grand Tour 1P (7/64)  
Happy Tour 1P (7/64)  
(Add-A-Ball Model)  
Golden Gate (6/62)  
Harvest 1P Pin (10/64)  
Hay Ride 1P Pin (10/64)  
(Add-A-Ball Model)  
Hootenanny (Pin) 1P (11/63)

Key West (12/56)  
Laguna Beach (3/60)  
Lido (2/62)  
Lite-A-Line (2/61)  
Lotto-Fun (9/59)  
Mad World 2P (5/64)  
Miami Beach (9/54)  
Miss America (2/58)  
Monte Carlo 1P (Pin) (2/64)  
Moonshot (3/63)  
Night Club (4/56)  
Parade (6/86)  
Queens (Bch., Is.) (3/60)  
Roller Derby (6/60)  
Sea Island (2/59)  
Ship-Mates 4P (2/64)  
Shoot-A-Line (6/62)  
Show Time (3/57)  
Silver Salls (11/62)  
Sky Diver 1P (4/64)  
Star Jet (Pin) 2P (12/63)  
Sun Valley (7/57)  
Target Roll (1/58)  
3-In-Line 4P (8/63)  
Touchdown (11/60)  
Twist (11/62)  
2 in 1 2P (8/64)  
U.S.A. (8/58)  
Trio 1P (11/65)  
Band Wagon 4P (5/65)  
Sheba 2P (3/65)  
Border Beauty Bingo (2/65)  
Bullfight 1P (1/65)  
Magic Circle 1P (6/65)  
50/50 2P (8/65)  
Beauty Beach Bingo (5/65)  
Aces High 4P (9/65)  
Discotek 2P (10/65)  
Big Chief 4P (10/65)

## CHICAGO COIN

Par Golf (9/65)  
Gold Star Shuffle (7/65)  
Big League Baseball 2P (4/65)  
Preview Bowler (9/65)  
Sun Valley (8/63)  
Firecracker 2P (12/63)  
Bronco 2P (5/64)  
Royal Flash 2P (8/64)  
Mustang 2P

## GOTTlieb

Central Park 1P (4/66)  
Masquerade 4P (2/66)  
Ice Review (1P) (12/65)  
Ice Show (Add-A-Ball-Model)  
Aloha 2P (11/61)  
Around Wld. 2P (7/59)  
Atlas 2P (5/59)  
Bank-A-Ball 1P (9/65)  
Big Casino 1P (7/61)  
Big Top 1P (1/64)  
Bonanza 2P (6/64)  
Bowling Queen 1P (8/64)  
Brite Star 2P (4/58)  
Buckaroo 1P (6/65)  
Capt'n Kidd 2P (7/60)  
Contest 4P (10/58)  
Conti. Cafe 2P (7/57)  
Corral (9/61)  
Cover Girl 1-Plyr. (7/62)  
Cow-Poke 1P (5/65)  
Criss Cross 1P (3/58)  
Dneg Dolls 1P (6/60)  
Dodge City (4P) 7/65  
Dbl. Action 2P (1/59)  
Egg Head 1P (12/61)  
Fair Lady (12/56)  
Falstaff 4P (11/57)  
Fashion Show 2P (6/62)  
Flagship (1/57)  
Flipper 1P (11/60)  
Flipper Clown (4/62)  
Flipper Cowboy 1-P (10/62)  
Flipper Fair 1P (11/61)  
Flpr. Parade (5/61)  
Flipper Pool 1P (11/65)  
Flying Circus (6/61)  
Foto Finish 1P (1/61)  
Flying Chariots 2P (10/63)  
Gaucho 4P (1/63)  
Gigi 1P (12/63)  
Gondolier 2P (8/58)  
Happy Clown 4P (11/64)  
Hi-Diver 1P (4/59)  
Hi Dolly 2P (5/65)  
Kewpie Doll 1P (10/60)  
Sky Line 1P (1/65)  
Lancer 2P (8/61)  
Liberty Belle 4P (3/62)  
Ltng. Ball 1P (12/59)  
Lite-A-Card 2P (3/60)  
Mademoiselle 2P (11/59)  
Majestic (4/57)  
Majorettes 1P (8/64)  
Melody Lane 2P (9/60)  
Mry-Go-Round 2P (12/60)  
Miss Annabelle 1P (8/59)  
North Star 1P (10/64)  
Oklahoma 4P (2/61)  
Olympics 1-P (5/62)  
Paradise 2P (11/65)  
Picnic 2P (10/58)  
Preview 2-P (8/62)  
Qun. of Diam. (6/59)  
Race Time 2P (3/59)  
Rack-A-Ball 1P (12/62)

## SHUFFLES—BOWLERS BALLY Shuffles

ABC Bowler (7/55)  
Jumbo Bowler (9/55)  
Klno Pin Bowler (9/55)  
ABC Spr Del (9/57)  
All-Star Bowling (12/57)  
All-Star Deluxe (2/58)  
Lucky Shuffle (9/58)  
Star Shuffle (10/58)  
Speed Bowler (11/58)  
Club Bowler (2/59)  
Club Deluxe (5/59)  
Monarch Bowler (11/59)  
Official Jumbo (9/60)  
Jumbo Deluxe (9/60)  
1965 Bally Bowler  
All The Way (10/65)

## Ball Bowlers

ABC Bowl, Lane (1/57)  
ABC Tournament (6/57)  
ABC Champion (10/57)  
Strike Bowler (11/57)  
Trophy Bowler (4/58)  
Lucky Alley (8/58)  
Pan American (6/59)  
Challenger (9/59)  
Sinner Shuffle (12/61)  
Big 7 Shuffle (9/62)  
Sinner 8 (4/63)  
Deluxe Bally Bowler (1/64)

## CHICAGO COIN Shuffles

Top Brass Shuffle (4/65)  
Triple Strike (2/55)  
Arrow (2/55)

Rocket Ship 1P (5/58)  
Roto Pool 1P (7/58)  
Royal Flush (5/57)  
Sea Shore 2P (9/64)  
Seven Seas 2P (1/60)  
Showboat 1P (4/61)  
Silver 1P (10/57)  
Sittin' Pretty 1P (11/58)  
Kings & Queens 1P (3/65)  
Silk Chick 1P (4/63)  
Spot-A-Card 1P (3/60)  
Str. Flush 1P (12/57)  
Straight Shooter (2/59)  
Sunset 2-player (11/62)  
Sunshine 1P (10/58)  
Spr. Circus 2P (10/57)  
Sweet Hearts 1P (9/63)  
Sweet Sioux 4P (9/59)  
Swing Along 2P (7/63)  
Texan 4P (4/60)  
Thoro-Bred 2PL (2/65)  
Tropic Isle 1P (5/62)  
Universe 1P (10/59)  
Wagon Train 1P (4/60)  
Whirlwind 2P (2/58)  
Wild Beauties 1P (2/60)  
World Champ 1P (8/57)  
World Fair 1P (5/64)

## KEENEY

Old Plantation (2/61)  
Black Dragon  
El Rancho Hacienda  
Rainbow (6/62)  
Go-Cart 1P (5/63)  
Poker Face 2P (9/63)

## MIDWAY

Rodeo 2P (10/64)

## WILLIAMS

Alpine Club 1P (3/65)  
Beat The Clock (12/63)  
Big Chief 4P (10/65)  
Big Daddy 1P (9/63)  
Big Deal 1P (2/63)  
Black Jack 1P (1/60)  
Bowl-A-Strike 1P (12/65)  
Casino 17P (10/58)  
Club House 1P (10/59)  
Coquette (4/62)  
Crossword 1P (4/59)  
Darts 1P (6/60)  
Eager Beaver 2P (5/65)  
El Toro 2P (8/63)  
Fiesta 2P (12/59)  
Four Roses 1P (12/62)  
Four Star 1P (7/58)  
Full House 1P (3/66)  
Gay Paree (6/57)  
Gldn. Bells 1P (9/59)  
Gldn. Gloves 1P (1/60)  
Gusher 1P (9/58)  
Heat Wave 1P (7/64)  
Jig Saw 1P (12/57)  
Jumpin' Jacks 2P (4/63)  
Jungle 1P (9/60)  
Kingpin (9/62)  
Kings 1P (8/57)  
Lucky Strike 1P (8/65)  
Mardi Gras 4P (11/62)  
Merry Widow 4P (10/63)  
Moulin Rouge 1P (6/65)  
Music Man 4P (8/60)  
Naples 2P (9/57)  
Nags 1P (3/60)  
Oh, Boy 2P (2/64)  
Palooka 1P (5/64)  
Pat O Gold 2P  
Reno 1P (10/59)  
Riverboat 1P (9/64)  
Rocket 1P (11/59)  
San Francisco 2P (5/64)  
Satellite 1P (7/58)  
Soccer 1P (3/64)  
Sea Wolf 1P (7/59)  
Serenade 2P (5/60)  
Skill Pool 1P (6/63)  
Space Ship 2P (12/61)  
Starfire (1/57)  
Steeplechase 1P (11/57)  
Swing Time 1P (5/53)  
Teacher's Pet 1PL (12/65)  
10 Strike 2P (1/58)  
3-D 1P (11/58)  
Tic Tac-Toe 1P (1/59)  
Tom-Tom 2P (1/63)  
Top Hand 1P (5/66)  
Top Hat (10/58)  
Trade Winds (6/62)  
Turf Champ (8/58)  
Twenty-One 1P (2/60)  
Valiant 2P (8/62)  
Vagabond (10/62)  
Viking 2P (10/61)  
Whoopee 4P (10/64)  
Wing-Ding 1P (12/64)  
Zig-Zag 1P (12/64)

## SHUFFLES—BOWLERS UNITED Shuffles

Tango Shuffle (2/66)  
Clipper (5/55)  
5th Inning (6/55)  
Capitol (6/55)  
Super Bonus (9/55)  
Deluxe model  
Top Notch (10/55)  
Regulation (11/55)  
6-Star (10/57)  
Midget Bowling (3/58)  
Shooting Stars (4/58)  
Eagle (5/58)  
Atlas (8/58)  
Cyclone (10/58)  
Niagara (11/58)  
Dual (1/59)  
Zenith (6/59)  
Flash (6/59)  
3-Way (9/59)  
4-Way (12/59)  
Big Bonus (2/60)  
Sunny (5/60)  
Sura Fire (10/60)  
Line-Up (1/61)  
5-Way (5/61)  
Avalon (4/62)  
Silver (6/62)  
Shuffle Baseball (6/62)  
Action (7/62)  
Embassy (9/62)  
Circus Roll-Down (9/62)  
Lancer (11/62)  
Sparky (12/62)  
Caravelle (2/63)  
Crest (4/63)  
Rumpus Targette (5/63)  
Astro (6/63)  
Ultra (8/63)  
Skippy (11/63)  
Jill-Jill (11/63)  
Bank Pool (11/63)  
Tempest (2/64)  
Pacer (4/64)  
Tiger (7/64)  
Orbit (8/64)  
Maambo (12/64)  
Cheetah Shuffle (3/65)  
Pvramid (6/65)  
Corral Shuffle (10/65)

## Ball Bowlers

Bowling Alley (11/56)  
Jumbo Bowling (9/57)  
Royal Bowler (12/57)  
Pixie Bowler (8/58)  
Duplex (11/58)  
Simplex (5/59)  
Advance (5/59)  
League (10/59)  
Handicap (11/59)  
Teammate (12/59)  
Falcon (4/60)  
Savoy (5/60)  
Bowl-A-Rama (9/60)  
Tip Top (10/60)  
Dixie (1/61)  
Cameo 5-Star Bowling (5/61)  
Classic (6/61)  
Alamo (4/62)  
Sahara (7/62)  
Tropic Bowler (9/62)  
Lucky (11/62)  
Cypress (12/62)  
Sabre (2/63)  
Regal (4/63)  
Fury (8/63)  
Futura (12/63)  
Tornado (3/64)  
Thunder (6/64)  
Polaris (8/64)  
Galleon (3/65)  
Bowl-A-Rama (7/65)

## WILLIAMS Ball Bowlers

Maverick Bowler (11/65)  
Oasis Bowler (6/65)  
Roll-A-Ball 6P (12/56)  
Matador Bowler (12/64)

Cr. Cross Targette (1/55)  
Bonus Score (4/55)  
Hollywood (3/55)  
Blinker (8/55)  
Score-A-Line (9/55)  
Bowling Team (10/55)  
Rocket Shuffle (3/58)  
Explorer Shuffle (6/58)  
Rebound Shuffle (12/58)  
Championship (11/58)  
Double Feature (12/58)  
Red Pin (2/59)  
8owl Master (8/59)  
4-Game Shuffle (11/59)  
Bull's Eye Drop Ball (12/59)  
6-Game Shuffle (6/60)  
Triple Gold Pin Pro (2/61)  
Starlite (5/62)  
Citation (10/62)  
Strike Ball (5/63)  
Spotlite (11/63)  
DeVille (8/64)  
Triumph (1/65)  
Bel Air Puck 8wlr.

## Ball Bowlers

Super-Sonic Bowler (3/65)  
Bowling League (2/57)  
Ski Bowl 6 Plyr (11/57)  
Classic (7/57)  
TV Bowling Lg (11/57)  
Lucky Strike (1/58)  
TV (with rollovers)  
Player's Choice (9/58)  
Twin Bowler (10/58)  
King Bowler (3/59)  
Queen Bowler (9/59)  
Duke Bowler (8/60)  
Duchess Bowler (8/60)  
Princess (4/61)  
Gold Crown (3/62)  
Royal Crown (8/62)  
Grand Prize (3/63)  
Official Spare Lite (9/63)  
Cadillac Bwlr (1/64)  
Majestic Bowler (8/64)  
Tournament (12/64)

## SHUFFLES—BOWLERS ARCADE

ABT 6 Gun Rifle Range  
Air Football  
Air Hockey  
Auto Photo Model 9  
Amer. Shuffle Situation (5/61)  
8 Undersea Raider  
B Derby Gun (2/60)  
B Bulls Eye Shooting Gallery (9/55)  
B Big Inning (5/58)  
B Heavy Hitter (4/59)  
B Ball Park (4/60)  
B Sharpshooter (2/61)  
B Golf Champ (8/58)  
B Bat Practice (8/59)  
B Skill Roll (8/58)  
B Moon Raider (7/59)  
B Target (10/59)  
B Spook Gun (9/58)  
B Skill Parade (1/59)  
B Skill Score (6/60)  
B Skill Derby (10/60)  
B Del Skilly Parade (4/59)  
B Table Hockey (2/63)  
B Spinner (2/63) Novelty  
B Bank Ball (1/63)  
B Fun Phone (3/63)  
Capitol Midget Movies  
CC Bullseye Baseball  
CC Basketball Champ  
CC 4-Player Derby  
CC Goalee  
CC Midget Skee Super model  
CC Big League (5/55)  
CC Twin Hockey (5/56)  
CC Shoot The Clown  
CC Stm. Shovel (5/56)  
CC Batter Up (4/58)  
CC Criss Cross Hockey (10/58)  
CC Croquet (8/58)  
CC Playland Rifle Gallery (8/59)  
CC Pony Express (4/60)  
CC Ray Gun (10/60)  
CC Wild West (5/61)  
CC Long Range Rifle Gallery (1/62)  
JC All-Star Baseball (1/63)  
CC Big Hit (10/62)  
CC Pro Basketball (6/61)  
CC Riot Gun (6/63)  
CC Champion Rifle Range (1/64)  
CC PopUp (10/64)  
Ex Gun Patrol  
Ex Jet Gun  
Ex Space Gun  
Ex Pony Express  
Ex Six Shooter  
Ex Shooting Gal. (6/54)  
Ex Star Shfg. Gal. (9/54)  
Ex Sportland Shooting Gallery (11/54)  
Ex '500' Shooting Gallery (3/55)  
Ex Treasure Cove Shooting Gal. (6/55)  
Ex Jungle Hunt (3/57)  
Ex Ringer Ball (11/56)  
Ex Pop Gun (9/57)  
Ge Lucky Seven  
Ge Sky GUNNER  
Ge Night Fighter  
Ge 2-Player Basketball  
Ge Rifle Gal. (6/54)  
Ge Big Top Rifle Gallery (6/54)  
Super model (12/55)  
Ge Gun Club  
Ge Wild West Gun (2/55)  
Ge Sky Rocket Rifle Gallery (5/55)  
Ge Championship Baseball (9/55)  
Ge Quarterback (10/55)  
Ge Hi Fly Baseball (5/56)  
Ge State Fair Rifle Gal. (6/56)

## SHUFFLES—BOWLERS BALLY Shuffles

ABC Bowler (7/55)  
Jumbo Bowler (9/55)  
Klno Pin Bowler (9/55)  
ABC Spr Del (9/57)  
All-Star Bowling (12/57)  
All-Star Deluxe (2/58)  
Lucky Shuffle (9/58)  
Star Shuffle (10/58)  
Speed Bowler (11/58)  
Club Bowler (2/59)  
Club Deluxe (5/59)  
Monarch Bowler (11/59)  
Official Jumbo (9/60)  
Jumbo Deluxe (9/60)  
1965 Bally Bowler  
All The Way (10/65)

## UPRIGHTS

A8 Circus (5/56)  
A8 County Fair (3/57)  
AB Circus Wagon Wheels (12/58)  
AB Galloping Dominos  
A8 Circus Play Ball (4/59)  
AB Magic Mirror  
Horoscope (11/59)  
AB Mermaid (3/60)  
Aquatit Prod. Sauvoits (11/57)  
B Jumbo (5/59)  
B Sportsman (6/59)  
B Jamboree (10/60)  
B Super Jumbo (11/60)  
CC Star Rocket (5/59)  
GA Skee Shot (1/57)  
GA Super Hunter (6/57)  
GA Double Shot (4/58)  
GA Wild Cat (12/58)  
GA Spr. Wild Cat  
GA Twin Wild Cat (7/59)  
GA Super Wild Cat  
Trail Blazer (12/60)  
Twin Trail Blazer (2/61)  
K Big Tent  
K Spr. Big Tent (6/57)  
K Shawnee (1/59)  
K Big Roundup (3/59)  
K Little Buckaroo (4/59)  
K Del. Big Tent (5/59)  
K Big 3 (5/59)  
K Touchdown (9/59)  
K Big Dipper (10/59)  
K Twin Big Tent  
Criss Cross Diamond (1/60)  
K Red Arrow (4/60)  
Sweet Shawnee '60  
Black Dragon '60  
K Twin Red Arrow (3/60)  
K Flashback (6/61)

## UPRIGHTS

Ge Davy Crockett (10/56)  
Ge Circus Rifle (3/57)  
Ge Motorama (10/57)  
Ge Gypsy Grandma (5/57)  
Ge Gun Fair (5/58)  
Ge Space Age Gun (6/58)  
Jungle Joe  
Ke Air Raider  
Ke Sub Gun  
Ke Sportland DeLuxe model  
Ke Ranger (3/58)  
Deluxe Model (3/55)  
Grand Slam Baseball (2/64)  
Ke League Leader (4/58)  
Ke Sportland  
Ke Two-Ton Fun (3/62)  
Mid Red Ball (5/59)  
Mid Joker Ball (11/59)  
Midway Bazooka (10/60)  
Midway Shooting Gallery (2/60)  
Mid Del. Baseball (5/62)  
Mid. Flying Turns (9/64) 2P  
Play Ball 1P  
Mid. Target Gallery (7/62)  
Mid. Carn. Tgt. Gtry. (2/63)  
Mid. Slugger 88 (3/63)  
Mid. Rifle Range (6/63)  
Mid. Raceway (10/63)  
Mid. Winner 2P (12/63)  
Mid. Top Hit 88 (3/64)  
Mid. Trophy Gun 88 (6/64)  
Mills Panorama Peek (11/54)  
Munves Bike Race (5/58)  
Munv. Sat. Trkr. (5/59)  
Mu Atomic Bomber  
Mu Ace Bomber  
Mu Dr. Mobile  
Mu Fly Saucers  
Muto Lord's Prayer  
Mu Photo (Pre-War)  
Mu Photo (DeLuxe)  
Mu Silver Gloves  
Mu Sky Fighter  
Muto Voice-O-Graph  
Pre-War Model  
Post-War Model  
Mu K. O. Champ  
Mu Drive Yourself  
Mu Bang-O-Rama (4/57)  
Philadelphia Toboggan  
Skee Alley  
Scientific Pitch 'Em  
Seeburg Bear Gun  
Seeburg Coon Hunt  
Set Shot Basketball  
Southland's Speedway (6/63)  
Southland Fast Draw '63  
Southland Time Trials (9/63)  
Telegiz  
Un Jungle Gun  
Un Carn. Gun (10/54)  
Un Bonus Baseball (3/62)  
Un Bonus Gun (1/55)  
Un Star Slugger (7/55)  
Un Spr. Slugger (4/56)  
Un Pirate Gun (10/56)  
Un Yankee BB (3/59)  
Un Sky Raider (10/58)  
Wm. Del. BB (4/53)  
Wm. Major League  
Wm. Big Lg. BB (2/54)  
Wm. Jet Fighter (10/54)  
Wm. Safari (2/54)  
Wm. Polar Hunt (3/55)  
Wm. Sidewalk Eng (4/55)  
Wm. King of Swat (5/55)  
Wm. 4-Bagger (4/56)  
Wm. Crane (10/56)  
Wm. Penny Clown (12/56)  
Wm. 1957 Baseball  
Wm. 10-Strike (12/57)  
Wm. Ten Pins (12/57)  
Wm. Shortstop (4/58)  
Wm. Pinchhitter (4/59)  
Wm. Vanguard (10/58)  
Wm. Hercules (2/59)  
Wm. Crusader (6/59)  
Wm. Titan (8/59)  
Wm. Del. Bat. Champ (5/61)  
Wm. Extra Inning (5/62)  
Wm. World Series (5/62)  
Wm. Road Racer (5/62)  
Bally Champion Horse  
Bally Moon Ride  
Wm. Official Baseball (4/60)  
Wm. Major League (3/63)  
Wm. Voice-O-Graph 1962  
Wms. Mini-Golf (10/64)  
Wms. Hollywood Driving Range (4/65)  
Double Play BB (4/65)

## UPRIGHTS

Ge Davy Crockett (10/56)  
Ge Circus Rifle (3/57)  
Ge Motorama (10/57)  
Ge Gypsy Grandma (5/57)  
Ge Gun Fair (5/58)  
Ge Space Age Gun (6/58)  
Jungle Joe  
Ke Air Raider  
Ke Sub Gun  
Ke Sportland DeLuxe model  
Ke Ranger (3/58)  
Deluxe Model (3/55)  
Grand Slam Baseball (2/64)  
Ke League Leader (4/58)  
Ke Sportland  
Ke Two-Ton Fun (3/62)  
Mid Red Ball (5/59)  
Mid Joker Ball (11/59)  
Midway Bazooka (10/60)  
Midway Shooting Gallery (2/60)  
Mid Del. Baseball (5/62)  
Mid. Flying Turns (9/64) 2P  
Play Ball 1P  
Mid. Target Gallery (7/62)  
Mid. Carn. Tgt. Gtry. (2/63)  
Mid. Slugger 88 (3/63)  
Mid. Rifle Range (6/63)  
Mid. Raceway (10/63)  
Mid. Winner 2P (12/63)  
Mid. Top Hit 88 (3/64)  
Mid. Trophy Gun 88 (6/64)  
Mills Panorama Peek (11/54)  
Munves Bike Race (5/58)  
Munv. Sat. Trkr. (5/59)  
Mu Atomic Bomber  
Mu Ace Bomber  
Mu Dr. Mobile  
Mu Fly Saucers  
Muto Lord's Prayer  
Mu Photo (Pre-War)  
Mu Photo (DeLuxe)  
Mu Silver Gloves  
Mu Sky Fighter  
Muto Voice-O-Graph  
Pre-War Model  
Post-War Model  
Mu K. O. Champ  
Mu Drive Yourself  
Mu Bang-O-Rama (4/57)  
Philadelphia Toboggan  
Skee Alley  
Scientific Pitch 'Em  
Seeburg Bear Gun  
Seeburg Coon Hunt  
Set Shot Basketball  
Southland's Speedway (6/63)  
Southland Fast Draw '63  
Southland Time Trials (9/63)  
Telegiz  
Un Jungle Gun  
Un Carn. Gun (10/54)  
Un Bonus Baseball (3/62)  
Un Bonus Gun (1/55)  
Un Star Slugger (7/55)  
Un Spr. Slugger (4/56)  
Un Pirate Gun (10/56)  
Un Yankee BB (3/59)  
Un Sky Raider (10/58)  
Wm. Del. BB (4/53)  
Wm. Major League  
Wm. Big Lg. BB (2/54)  
Wm. Jet Fighter (10/54)  
Wm. Safari (2/54)  
Wm. Polar Hunt (3/55)  
Wm. Sidewalk Eng (4/55)  
Wm. King of Swat (5/55)  
Wm. 4-Bagger (4/56)  
Wm. Crane (10/56)  
Wm. Penny Clown (12/56)  
Wm. 1957 Baseball  
Wm. 10-Strike (12/57)  
Wm. Ten Pins (12/57)  
Wm. Shortstop (4/58)  
Wm. Pinchhitter (4/59)  
Wm. Vanguard (10/58)  
Wm. Hercules (2/59)  
Wm. Crusader (6/59)  
Wm. Titan (8/59)  
Wm. Del. Bat. Champ (5/61)  
Wm. Extra Inning (5/62)  
Wm. World Series (5/62)  
Wm. Road Racer (5/62)  
Bally Champion Horse  
Bally Moon Ride  
Wm. Official Baseball (4/60)  
Wm. Major League (3/63)  
Wm. Voice-O-Graph 1962  
Wms. Mini-Golf (10/64)  
Wms. Hollywood Driving Range (4/65)  
Double Play BB (4/65)

## KIDDIE RIDES

Bally Champion Horse  
Bally Moon Ride  
Pony Twins  
Bally Space Ship  
Bally Speed Boat  
Bally Trolley  
Bert Lane Lancer Horse  
Bert Lane Merry-Go-Round  
B.L. Miss America Boat  
Bert Lane Fire Engine  
B.L. Whirlybird (3/61)  
B.L. Moon Rocket (3/61)  
Capitol Donald Duck  
Capitol Elsie  
Capitol Palomino Horse  
Capitol Sea Saw  
Chicago Coin Super Jet  
Chicago Round The World Trainer  
Deco Merry-Go-Round  
Deco Space Ranger  
Exhibit Big Broncho  
Exhibit Mustang  
Exhibit Sea Skates  
Exhibit Space Patrol  
Scientific Television  
Scientific Boat Ride  
Texas Merry-Go-Round  
Exhibit Rudolph The Reindeer



# MANUFACTURERS NEW EQUIPMENT

## CURRENTLY IN PRODUCTION

Prices shown are list prices f.o.b. factory. Manufacturers have not authorized prices where no price is shown

### ALL-TECH INDUSTRIES

Ace New Yorker (49"x85")  
Gold Crest 6 (46"x78")  
Gold Crest 7 (52"x92")  
Gold Crest 8 (57"x101")  
Gold Crest 9 (64"x114")  
Champion Slot Car

### AMERICAN SHUFFLEBOARD CORP.

Electra "6" (6' 6-pkt. table)  
Electra "7" (7' 6-pkt. table)  
Electra "8" (8' 6-pkt. table)  
Classic "6" (6' 6-pkt. table)  
Classic "7" (7' 6-pkt. table)  
Classic "8" (8' 6-pkt. table)  
Imperial Shuffleboard (16' to 22')  
Imperial Cushion Model (12')  
Bank Shot Model (8')

### AUTOMATIC PRODUCTS CO.

**CIGARETTE VENDORS**  
Smokeshop "Starlite 450": 18 sel. cap. 450  
Smokeshop "Starlite 630": 18 sel. cap. 630  
Smokeshop "Starlite 850": 27 sel. cap. 850  
Candy 100 Ten Columns, 400 Capacity  
—Candy; Six Columns, 200 Capacity—Gum  
& Mint, First-In, First-Out Feature; Multi-  
ple Pricing, Changemaker, Optional.

### AUTO-PHOTO CO.

Model 12 Studio ..... \$3,245.00

### BALLY MFG. CO.

Six Sticks 6P (3/65)  
Wild Wheels 2P (3/66)  
Fun Cruise (1P) 2/66  
Blue Ribbon (4P) 1/66  
Folies Bergeres Bingo (11/65)  
1966 Bally Bowler (4/66)

### CHICAGO COIN MACHINE

Hula-Hula 2P (5/66)  
Medalist Puck Bowler 6P (4/66)  
TV Baseball 2P (3/66)  
Corvette Bowler (2/66)  
Texas Ranger Gun (12/65)

### COLOR-SONICS, INC.

Colorama 2600

### DuKANE CORP.

Ski 'n Skore  
Grand Prix Raceway

### FISCHER MFG. CO., INC.

**COIN**  
Empress 101 (101")  
Empress 92 (92")  
Regent 91 (91")  
Regent 77 (77")  
Fiesta 58  
Regent 77B (77" x 45" x 31 1/2")  
Regent 86B (8' x 6")  
Regent 91B (92" x 52" x 31 1/2")

### J. F. FRANTZ MFG. CO.

Little Leaguer (12/62)  
Double Header (12/62)  
Save Our Business  
U.S. Marshall 5 1/2 Gun  
Kicker & Catcher  
ABT Challenge Pistol  
ABT Guesser Scale  
ABT Rifle Sport  
Aristo Scale

### FEDERAL MACHINE CORP.

Cup Drop Popcorn Vendor ..... \$ 395.00  
Bag Popcorn Vendor ..... 295.00  
Hot Drink Model 052  
Hot Drink Model 053  
Cigarette Model 054—480 packs  
Cigarette Model 405—405 packs  
Candy/Gum/Mint—210 capacity  
Pastry Model P-6 ..... 269.00  
Detergent Model D-9—9 columns

### GOLD MEDAL PRODUCTS

Popcorn Vendor

### D. GOTTLEB CO.

Mayfair 2P (6/66)

### PAUL W. HAWKINS MFG.

Rodeo Pony ..... \$ 845.00  
Mustang ..... 695.00  
Pony Cart ..... 610.00  
Ben Hur Chariot ..... 595.00  
Twin Quarterhorse ..... 575.00  
Derby Pony Jr. ..... 550.00  
Leo The Lion ..... 550.00  
Sam The Clown ..... 495.00  
Donny Duck ..... 475.00

### INTERNATIONAL MUTOSCOPE

Photomatic 60's  
Plasti-Matic  
Balloon-O-Matic  
Snack Bar  
Pony Cart

### IRVING KAYE CO., INC.

**NON-COIN MODELS**  
Deluxe Continental (4 1/2"x9")  
Ambassador 70 (85"x47")  
Ambassador 75 (92"x52")  
Ambassador 80 (106"x58")  
Ambassador 90 (114"x64")  
**COIN-OP MODELS**  
Deluxe Eldorado '66' 6 Pkt. Series  
Mark I, 77x45  
Mark II, 86x48  
Mark III, 92x52  
Mark IV, 106x58  
Mark V, 114x64  
Deluxe Satellite, 77x45  
Deluxe Klub Pool  
Regular 56x40  
Jumbo 75x48  
El Dorado Shuffleboard  
Ring-O Round  
Pool Table (56" diameter)

### MARVEL MFG. CO.

Side-Rail Elect. Scoreboard  
Coin Box

### MIDWAY MFG. CO.

Premier Puck Shuffle (4/66)  
Little League Baseball  
Rifle Champ 2P (1/65)  
Mystery Score (8/65) (Novelty Game)  
Monster Gun (9/65)

### NATIONAL SHUFFLEBOARD & BILLIARD CO.

**COIN-OP MODELS**  
Coronet I 46x78  
Coronet II 52x92  
Coronet III 59x105  
Coronet IV 63x113

### PATTERSON INT'L CORP.

Football Match  
Flip Match  
Drag Strip  
Emadis Post Card Vendor

### PROTECISION ENGINEERING, INC.

V-Shape Shuffle

### ROCK-OLA MFG. CO.

Caravelle (20 Col. 800 Packs) Model 3002  
Cigarette Machine  
Model 424 Princess Royal (7" LP Del.) St.-  
Mon.  
Model 426 160-Sel. (Grand Prix II) 45-33  
RPM St.-Mon.  
Model 429 100-Sel. (Starlet) 45-33 RPM St.-  
Mon.  
Model 430 100-Sel. Wall Phono (33 1/3 Op-  
tional).  
1628 Deluxe "Stereo Twins" Speakers  
1631 "Stereo Twins Jr" Speakers  
1984 Remote Volume Control Unit  
Model 500 160-Sel. Stereo Speaker Wallbox  
3 level personal pushbutton volume control  
Model 501 100-Sel. Wallbox  
500F 160-Sel. Wallbox (50¢ chute)  
501F 160-Sel. Wallbox (50¢ chute)  
502 Universal Wall Box Bar Bracket  
1989 Money Counter for Model 418-SA, 424,  
425, 426  
Model TRLB-M—Coffee, Hot Chocolate, Soup  
Vendor—Batch fresh brew, modulator door  
and light, 600 cup capacity, coffee 4 ways,  
extra cream and sugar, whipped powdered  
chocolate, liquid sugar, liquid soup, fresh  
cream, with changer. Everpure filter.  
Model 3402—Coffee, Hot Chocolate, Soup and  
Tea—(Compact Model). Single cup, fresh  
brew, serves coffee and tea 4 ways.  
Model 3403—as above, without 4 way tea  
feature.  
Model 1404-S, single cup, fresh brew coffee  
& hot drink vendor. "Ever-Pure" water  
filtering system. Serves coffee 4 ways, 450  
cup capacity, extra cream & sugar. Hot  
whipped chocolate & hot soup.

### DAVID ROSEN, INC.

Filmtheque-Diskotheque  
Phono-Voice Recorder

### ROWE MANUFACTURING

**PHONOGRAPH**  
Rowe AMI "Band Stand" Model JAO—  
"Stereo Round" Music Console—200 selec-  
tions—personalized panel. Album and single  
record pricing accepts half dollars,  
quarters, dimes, and nickels. Plays 33-1/3  
and 45 R.P.M. records intermixed, stereo  
or monaural. "Pull out" components,  
money meter, steppers, power supply  
units, amplifiers.

### MUSIC EQUIPMENT

Wallbox—"Wall-Ette" #WRA and #WRB  
—remote 200 selection "Stereo Round"  
speaker wallbox. Height 13 1/2". Width  
16 1/2". Depth 6 1/2". Push-button volume  
control. Exclusive waitress call light but-  
ton. 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

Customusic Programaster—background tape  
music system—60 hours of continuous  
music. Exclusive feature avoids repeating  
selections in same sequence. Three exclu-  
sive libraries—commercial, atmosphere,  
and production. Available in tape or 9"  
records.  
CMR-1 Message Repeater—self-contained  
record playback device for automatically  
making in-store announcements.

### VENDING EQUIPMENT (FULL LINE)

270—Celebrity First In—First Out; 440  
candy, 200 gum and mint capacity. Also  
pastry columns; changemaker.  
277—Celebrity—11 columns, 340 items ca-  
pacity.  
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 fea-  
ture.  
260—Celebrity Cigarette—20 columns—800  
packs. Same features as Riviera in Ce-  
lebrity cabinet.  
286—Celebrity Cigarette—14 columns, 510  
packs. Manual coin mechanism with me-  
chanical totalizer.  
86—Cigarette Vendor—14 columns, 510  
packs. Manual coin mechanism with me-  
chanical totalizer. Small cabinet model.

### COFFEE VENDORS

AK-8—Celebrity Batch Brew Coffee, whipped  
chocolate, and soup. Brews fresh coffee  
9 ways for high-volume locations. Fast  
delivery cycle-time with changemaker.  
SK-8—Celebrity single cup coffee. Brews  
fresh coffee one cup at a time 9 ways;  
also whipped chocolate and soup. For low-  
volume locations. With changemaker. Ex-  
clusive 20 more cups per pound extra-  
brew chamber.

### COLD DRINK VENDORS

1020 A—Celebrity Cold Drink Vendors. Four  
and six selections, with or without ice.

Changemaker. Carbonated and non-carbonated  
flavors. Large ice bank and water  
bath system for heavy draw locations.

**COLD CANNED DRINK VENDOR**  
5290—Celebrity Cold Canned Drink Vendor;  
5 selections, 290-can capacity.  
4200—Celebrity Cold Canned Drink Vendor;  
4 selections, 200-can capacity.

**GENERAL MERCHANDISER VENDOR**  
147—Celebrity All-Purpose—variety of food  
items. Capacity 130 items. Displays 52  
products through thermopane showcase  
front. Vends 5¢ to 50¢ or 5¢ to \$1.50 at  
ten different prices. Available with re-  
frigeration, hot or room temperature.  
Also back-loading option.

**HOT CANNED FOOD VENDOR**  
237—Celebrity Hot Canned Food Vendor—  
140-can capacity plus optional 120-can  
pre-heat storage cabinet—7 selections.  
Manual with mechanical totalizer—5¢ to  
50¢ at three different prices.

**OVEN**  
Microwave Ovens—Celebrity styled—110  
volt operation.

**ICE CREAM VENDOR**  
207—Celebrity Ice Cream Vendor—105 to  
210 item capacity.  
Changemaker.

**CARTON MILK VENDOR**  
206—Celebrity Carton Milk Vendor—162 to  
237 cartons. Half pints, one-third quart,  
pints, all at 34°F. Changemaker.

**PASTRY VENDORS**  
251—Celebrity Pastry—pies and cakes. 75  
to 100 items. Manual with mechanical  
totalizer. Vends 5¢ to 50¢ at two different  
prices.

151—Pastry Vendor. Same as #251 in  
small cabinet.

**DOLLAR BILL CHANGERS**  
6—Dollar Bill Changer. World's first dollar  
bill changer. \$150 and \$300 capacity.  
Heavy duty floor model.

### RUDD-MELIKIAN, INC.

**COFFEE VENDORS**  
BAC 800 PB (600 cups) ..... \$1,195  
BAC 800 LG (600 cups) ..... \$1,295  
BAC 880 PB (820 cups) ..... \$1,370  
BAC 880 LG (820 cups) ..... \$1,470

### THE SEEBURG CORP.

**PHONOGRAPHS**  
Electra—8-speaker stereo console; 160 selec-  
tions.  
Fleetwood—Includes features of Electra plus  
income totalizer and album pricing unit.  
LPC-480 & LPC-480R (Remote Control)  
stereo LP Console—160 Selections (Up to  
480 Selections with all album pro-  
gramming). Spotlitged Album Award.  
3-way audio. Income totalizer. Personalized  
panel. Plays 33-1/3 and 45 RPM records  
intermixed, stereo or monaural. Album and  
Universal Pricing. Half Dollar. Transistor-  
ized and unitized "pull out" components.  
Test point front servicing Blue or tanger-  
ine speaker grilles.

HLPC-1—Stereo LP Hideaway. 160 selec-  
tions (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 price-  
ing. Push-button volume control. Twin  
stereo speakers. Remote Income Totalizer.  
Polished chrome or copper finish.

ERCS-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 Con-  
sole.

**BACKGROUND MUSIC**  
ICK-1—Intercommunication Console Kit.  
Converts Stereo Console to Stereo Com-  
munication 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 Com-  
pact (BMC-1).

MPE-1—Electronic Memory Programmer.  
Used with the Background Music Com-  
pact (BMC-1) to insert special announce-  
ments and commercials into the back-  
ground music program.

SABMC-1—Seeburg Automatic Background  
Music Center. For use with FM Multiplex  
Telephone Lines and On-Premise Loca-  
tions. Total of 112 1/2 hours of music.

SEP-1—Seeburg Encore Phonograph. 760  
Selections of Foreground Music

**CANDY VENDORS**  
W10CN1—Mechanical. 10 Selections. 220 bar  
capacity.  
W8TIG—Mechanical 8 Selections. 152 bar  
capacity.

**CIGAR VENDOR**  
W6CRI—Mechanical. 6 Selections. 114 pack-  
age capacity.

**CIGARETTE VENDORS**  
4E5—Electric. 22 Selections. 825 pack  
capacity.  
W20T1—Mechanical. 20 Selections. 672 pack  
capacity.

W14T1—Mechanical. 14 Selections. 510 pack  
capacity.  
MCC-20—Mechanical. 20 Selections. 720  
pack capacity.

**CIGARILLO VENDOR**  
W8C01—Mechanical. 8 Selections. 200 Pack-  
age Capacity.

**COFFEE VENDORS**  
MC4—Marquee Coffee Vendor, 5, 6 or 7  
Selections. Brews fresh ground coffee one

cup at a time. Hot coffee, hot chocolate,  
hot soup and hot tea. 605 cup capacity.  
Income Totalizing System.

764—Modular Coffee Vendor, 5 or 8 selec-  
tions. Brews fresh ground coffee one cup  
at a time. Hot coffee, hot chocolate, hot  
soup and hot tea. 650 cup capacity. In-  
come Totalizing System

W5C4D—Williamsburg Fresh Brew Coffee  
Vendor. 5 Selections. Brews one cup at a  
time. Hot coffee and hot chocolate. 423  
cup capacity. Income Totalizing System.

W6HB1—Williamsburg Coffee Vendor. 6  
Selections. Soluble hot coffee, hot choco-  
late and hot soup. 500 cup capacity.

772—Marquette Coffee Vendor. 5 selections.  
Brews fresh ground coffee one cup at a  
time. Hot coffee and hot chocolate. 320  
cup capacity.

**COLD DRINK VENDORS**  
MS4—Marquee Cold Drink Vendor. 4 or 7  
selections with or without crushed ice.  
Carbonated and non-carbonated flavors.  
7-selection model offers 2 selections of  
iced tea. 1,500 cup capacity. Income  
totalizing System.

S94—Modular Cold Drink Vendor. 4 or 7  
selections with or without crushed ice.  
Carbonated and non-carbonated flavors.  
7-selection model offers 2 selections of  
iced tea. 1,500 cup capacity. Income  
Totalizing System

**COLD CANNED DRINK VENDOR**  
W3CV1—Williamsburg Cold Canned Drink  
Vendor. 3 selections. 189 can capacity.  
Automatic Can Opener.

**GENERAL MERCHANDISER VENDOR**  
15G1—Pick-A-Pac 15 Selections. 315 item  
capacity.

**LAUNDRY SUPPLY VENDOR**  
W8L1—Mechanical. 8 selections. 152 item  
capacity.

**MILK VENDOR**  
MV-2—Modular Milk Vendor. 3 selections  
360 carton capacity.

**PASTRY VENDORS**  
W6P1—Mechanical. 6 selections 72 package  
capacity.  
W6P2—Mechanical. 6 selections. 114 pack-  
age capacity.

### TEL-A-SIGN

Scopitone audio-visual machine.

### U.S. BILLIARDS INC.

Electro-Pool, Electric Pocket Billiard Game.  
6 Pkt. Series:  
Pro 1—78x46  
Pro 2—88x51  
Pro 3—93x53  
Pro 4—103x58  
Pro 5—114x64  
Club Pool  
56x40  
75x43

### URBAN INDUSTRIES

Movie Theaters  
Model AP-10  
Panoram

### VALLEY SALES CO.

Bumper Pool  
Model 522S/W Reg. Size  
Model 785A—78x45  
Model 875A—88x50  
Model 935A—93x53  
Model 1035—100x57  
El Magnifico Series  
Model 884—88x50  
Model 934—93x53  
Model 1014—101x57

### WESTINGHOUSE ELECTRIC CO.

6-Selection Cup/Drink Vendor  
Fresh Brew Coffee Vendor  
Candy Vendor  
Cigarette Vendor

### WILLIAMS MFG. CO.

A-Go-Go 4P (5/66)  
Amazon Bowler (3/66)  
Blazer Shuffle (6/66)

### THE WURLITZER COMPANY

**Phonographs**  
3000-1 200 Selection  
3000-3 200 Selection with Top Tunes  
Golden Bar  
3000-4 200 Selection with Little L.P.  
3000-7 200 Selection with Top Tunes  
3010-4 100 Selection with Little L.P.  
Golden Bar and L.L.P.  
3000-8 200 Selection Discotheque Model  
with Remote Switch  
3010-1 100 Selection  
3010-3 100 Selection with Top Tunes  
Golden Bar  
3010-7 100 Selection with Top Tunes  
Golden Bar and L.L.P.  
Hideaway Phonographs  
3017-4 200 Selection with Little L.P.  
3017-7 200 Selection with Top Tunes and  
Little L.P.  
3011-4 100 Selection with Little L.P.  
3011-7 100 Selection with Top Tunes and  
Little L.P.  
**Remote Control Equipment**  
5220 Wall Box 200 Selection-10¢-25¢-50¢  
with Speakers, Top Tunes Golden Bar  
and L.L.P.  
5220A Wall Box 200 Selection-10¢-25¢-50¢  
with L.L.P.  
5225 Wall Box 100 Selection-10¢-25¢-50¢  
with Speakers, Top Tunes Golden Bar  
and L.L.P.  
5225A Wall Box 100 Selection-10¢-25¢-50¢  
with L.L.P.  
5010 Wall Box Ten Top Tunes-50¢ coin  
Only  
259B Stepper 100 Selection for Model 3010  
261B Stepper 200 Selection for Model 3000  
5121 Speaker—Private—Wurlitzer Wall  
Box Mounting  
5121A Speaker—Private—Wall Mounting  
5123 Speaker—Wall 12" Coaxial  
5125B Speaker—Extender (Packed In  
Pairs)  
Speaker—Directional (Packed In Pairs)



# CLASSIFIED ADVERTISING SECTION

## CLASSIFIED AD RATE 20 CENTS PER WORD

Count every word including all words in firm name. Numbers in address count as one word. Minimum ad accepted \$5.00. CASH OR CHECK MUST ACCOMPANY ALL ORDERS FOR CLASSIFIED ADVERTISING. If cash or check is not enclosed with order your classified ad will be held for following issue pending receipt of your check or cash.

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**Classified Ads Close WEDNESDAY**  
Send all copy to: CASH BOX, 1780 Broadway, New York 19, N.Y.

## WANT

**SAMPLE D.J.'s FOR PROMOTION:** WE PROMOTE all types of records—Pop, R&B, Spirituals, etc. Send your latest releases for Honest Evaluation. We don't promote Garbage. Good or Bad, Immediate Reply Assured. NEW ENGLAND RECORD PROMOTIONS, 106 NORTHAMPTON ST., BOSTON, MASS. 02118.

**L.P.'s, CUTOOTS, OVERSTOCKS, CLOSEOUTS, SURPLUS, ANY LABELS.** For premiums and giveaways. New merchandise only. We pay cash. Small or large lots. EMPIRE DISTRIBUTING CO., 4610 LIBERTY AVE., PITTSBURGH 24, PA. (Tel. (412) 682-8437).

**WANTED: WILD ARROWS.** Write or phone: HONEST JOHN'S, 2456 LAS VEGAS BLVD., SOUTH, LAS VEGAS, NEVADA, 382-3633.

**USED 45 RPM RECORDS, ALL TYPES AS** they run, right off the route. No sorting or picking. We pay freight from anywhere in U.S.A. Standing order available for regular shippers. JALEN AMUSEMENT CO., 1215 S. HOWARD STREET—BALTIMORE, MD. 21230.

**RECORDS, 45's AND LP's SURPLUS RE-**turns, overstock cut-outs, etc. HARRY WARRINER KNICKERBOCKER MUSIC CO., 453 McLEAN AVE., YONKERS, N.Y. (Tel. Greenleaf. 6-7778).

**NEW 45 RPM RECORDS. NO QUANTITY TOO** large or small. We pay the highest price, plus all freight. Also over-run return hit records. Contact immediately for quick transaction. We pay cash. SUTTON RECORD CO.—26 West 20th St.—New York, N.Y. (Tel. CH 2-3250).

**USED 45 RPM RECORDS. WE PAY FREIGHT &** top prices. KING SALES—1415 WASHINGTON STREET—BOSTON, MASS.

**45 RPM RECORDS, NEW. NO QUANTITY TOO** large or small. Highest prices paid. Write stating quantity on hand. TONY GALGANO DIST. CO., 4135 W. ARMITAGE, CHICAGO 39, ILL. (Tel. Dickens 2-7060).

**WANT MIDWAY RED BALL. IF YOU HAVE** one or fifty we can use them. (Unshopped). We pay cash. AMERICAN MUSIC CO., 219 —1st Ave. SOUTH, GREAT FALLS, MONTANA. PHONE 452-7301 or 454-1100.

**WANT NEW OR USED 45 R.P.M. SINGLES** not over 6 months old. We pay 11¢ each and the freight and we can use 200 of a number. PH. 312-766-3638. SKYLANE MUSIC SERVICE, 1117 BROOKWOOD AVE., BENSENVILLE, ILL. 60106.

**LATE BASEBALLS, GUNS, PANORAMS, MER-**cury and American Grips. Auto Tests, Scales, Vibrators, Documentaries, Mutoscope Shoot-A-Matic, Peep Machines and Crank Reels. Peppy's, Early Juke Boxes, Grandma's Fartunes, Zodi Typewriters, and Odd Animated Machines. Any Condition. ECONOMY, 579-A 10TH AVE., N.Y.C. 36, N.Y. CH 4-8628.

**WANT: RECORDS, 45's, USED OR NEW. ALSO** LP stocks, any quantity. Will buy on steady basis. BEACON RECORD DISTRIBUTORS, 725 BRANCH AVENUE, PROVIDENCE, R.I. 02904. PHONE: UN-1-7500 or JA-1-5121.

**WE WANT TO BUY: WILLIAMS CRANES,** Chicago-Coin Steam Shovels, Cars, TRI STATE TRADING CO., BOX 272, MILES CITY, MONTANA.

**RECORD COMPANIES—WANT ACTION DIS-**tribution & Promotion. Send your latest releases to us, we'll do the rest! JODY RECORD DISTRIBUTING CO. 2226 MC DONALD AVE., BROOKLYN, N.Y. ES30202.

**WANT—BALLY TARGET ROLLS. WRITE OR** Call: SH-6-8254 Today. T. W. TAYLOR, STEVENS MUSIC COMPANY, 570 POPLAR STREET, MACON, GEORGIA

**WANT TO BUY USED AND NEW PINBALL** GAMES ADDABALL one & two players every kind of models MFD 1964, 1965, 1966 and also guns, bowlers, arcade, make offer to Roberto Mauro, ELECTROPHON, VIA MELCHIORRE GIOIA 41a, MILANO (ITALY).

**"WANTED TO BUY ROUTE LARGE OR SMALL** anywhere United States." Redd Distributing Company, Inc. 31 Antwerp Street Brighton 35, Massachusetts Tel. (617) 783-1368

**WANTED: DAVAL FREE PLAY COUNTER** Games, also 1¢ Counter Daval, Spark, Mercury, Ginger. Cig. machines in good condition. Please state best cash price and number you have to ship or pick up. CENTRAL MUSIC CO., 407 EAST AVE. D, P. O. BOX 284, KILLEEN, TEXAS.

**WANT: EXPERIENCEED MAN 21 YEARS OLD** or over for Seeburg pin balls, bowlers. RANEY MUSIC CO., 528 N. Carver Street, Greensburg, Indiana.

**WANT TO BUY—WURLITZER 2150—ROCK-**alo 1484-1494—A.M.I. I-J-K-200; Gottlieb Add-A-Balls; Wms. 1957 Baseballs & Wms. Four Bagger Baseball. Please Quote Quantity. CLEVELAND COIN INTERNATIONAL, 2029 PROSPECT, CLEVELAND, O. TEL. 861-6715.

**WANT—BASEBALLS, POOL TABLES, SHUF-**fleboard Scaring Units, Shuffleboards with anti-cheats, Guns, Bear Guns, Coon Hunts, Arcade Equipment, Personal Music. Write stating make, model, condition and best cash price. ST. THOMAS COIN SALES, 669 TALBOT ST. THOMAS, ONTARIO, CANADA. Area 519-631-9550.

**WOULD LIKE TO ACT AS REPRESENTATIVE** of U. S. amusement firm. Please write: Import-Export, MARCEL GROSCH, 3 BOULEVARD d'AYROY, LIEGE, BELGIUM.

**SELL YOUR SURPLUS 45'S TO THE NATION'S** largest user. We are the nation's foremost packager of promotionally priced record packs. We purchase unlimited quantities on a steady basis. Wire—phone for quick deal. NATIONAL BAG-O-TUNES, P.O. BOX 569, 1217-19-21 SIMPSON AVENUE, OCEAN CITY, NEW JERSEY 08226.

**WANT: USED GOTTLIEB & WILLIAMS FLIP-**per 2 and 4 players, starting from building year 1963 in exchange for new European Foosball games. Unique pattern. In exchange at a price of \$240.00. Write INTERNATIONAL AMUSEMENT CO., 12 DOUGLAS PLACE, STONEY-CREEK, ONTARIO, CANADA.

## FOR SALE

**ACE LOCKS KEYS ALIKE, SEID LOCKS AND** the key you want them mastered to \$1.00 each less 10% lots of 50 or more. RANDEL LOCK SERVICE, 61 ROCKAWAY AVENUE, VALLEY STREAM, N.Y. 11580. TEL: 516-VA5-6216. Our 35th year in vending.

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**FOR SALE: COMPLETELY RECONDITIONED:** Wurlitzer 2200 \$325.00; 2310 \$375.00; 2300 \$425.00; 2410 \$425.00; 2400 \$450.00; 2510 \$495.00; 2500 \$545.00. NORTHWEST SALES CO. OF OREGON, 1040 S. W. 2ND. AVE., PORTLAND, OREGON 97204. PHONE 228-6557.

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**BINKS ZIPPER SKILL, PENNY COUNTER** game, new, close-out \$47.50 Budge Wright's Western Distributors, 1226 SW 16th Ave. Portland, Oregon

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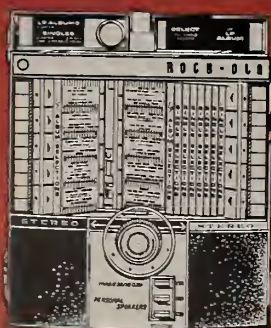


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