

Lieberman Names Four New Division Presidents

• RCA-Kirshner 'Calendar' Label Signs Steve &

Eydie • Harum

Moves To A&M •

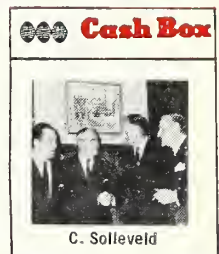
Critters Ink

With Project 3 • • • Decca Record Year Gets

Big 4th Quarter Push • • CBS London Meet

October 14, 1967

# Cash Box



Int'l Section Begins Pg. 63

VI SHANKAR: CONTRAST IN POP



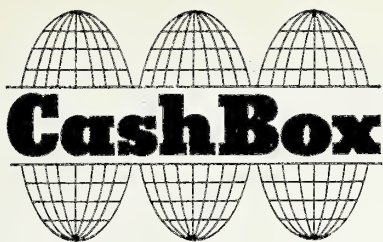
BILLY JOE ROYAL  
HAS A SCREAMING CHART HIT!

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ON COLUMBIA RECORDS 



# Cash Box

Vol. XXIX—Number 12 / October 14, 1967

Publication Office / 1780 Broadway, New York, New York 10019 / Telephone: JUdson 6-2640 / Cable Address: Cash Box, N. Y.

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## Wanted: New Giants

This is a significant year for the musical theater. It won't be a season when giants of the 20's, 30's and 40's will be heard, and therein lies the significance, if not the outlook for musicals over the next 25 years.

In many instances, the sounds that will be heard will be the creation of newcomers to Shubert Row, while some we've been impressed by in recent seasons (John Kander & Fred Ebb, Jerry Herman and Bob Merrill) will hopefully display the kind of consistency of which giants are made. In addition, at least one team fresh from the Top 40—Burt Bacharach & Hal David—will re-do "The Apartment" for the musical stage. And to add another note of interest, that frequent contributor to better soundtrack music, Elmer Bernstein, is turning out the tunes for one of the early 1967-68 arrivals, "How Now Dow Jones?"

In previous months, the pages of Cash Box have cited the contentions of Broadway writers and orchestrators on the subject of whether or not the Broadway stage is ready to provide more contemporary sounds. Their contentions notwithstanding (some say yes, others no), the likelihood is that this season could well see some answers.

Whatever direction the musical stage

does take—and we're not adverse to hearing a good supply of melody that respects traditional show score values—the Broadway stage is about to embark on an era when its creators are either part of the youth generation or have matured talent-wise with the sounds of the under 30 population.

To the record business and, in particular the companies that will release the original cast LP's, this is really more important than the amount of money that a label is investing in a show. For if the new writers come through, the matter of investment in Broadway musicals will take care of itself. In these writers are either the growth or retardation of a great source of material for records. And if many of these newcomers are close to the ears of the majority of the population, then the Broadway stage can enter a new era that may well rival the vaunted Golden Age of musical comedy, when, admittedly, composers could think more about their songs as songs than their relevance to a plotline.

It is the difficult task of the new writers to make a score work in terms of both the script and the many performers who will be seeking good songs to record. But, that's the way it is—and giants will be needed to make it work.

SUBSCRIPTION RATES \$20 per year anywhere in the U.S.A. Published weekly. Second class postage paid at New York, N. Y. 10001 U.S.A.

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# CashBox TOP 100

OCTOBER 1967

1	NEVER MY LOVE	The Association-Warner Bros.-7074	2	2	35	LET LOVE COME BETWEEN US	James & Bobby Purify-Bell-685	44	55	67	PURPLE HAZE	Jimi Hendrix Experience-Reprise-0597	75	64
2	THE LETTER	The Box Tops-Mala-565	1	1	36	A BANDA	Herb Alpert & Tijuana Brass-A&M-870	32	36	68	KARATE-BOO-GA-LOO	Jerro-Shout-217	69	73
3	TO SIR WITH LOVE	Lulu-Epic-49187	10	18	37	LOVE BUG LEAVE MY HEART ALONE	Martha Reeves & the Vandellas-Gordy-7062	33	27	69	DIRTY MAN	Lauro Lee-Chess-2013	85	97
4	HOW CAN I BE SURE	Young Rascals-Atlantic-2438	15	19	38	SAN FRANCISCAN NIGHTS	Eric Burdon & Animals-MGM-13769	34	25	70	HEAVY MUSIC (Part 1)	Bob Seger-Comeo-494	73	76
5	ODE TO BILLIE JOE	Bobbie Gentry-Capitol-5950	4	5	39	PLEASE LOVE ME FOREVER	Bobby Vinton-Epic-5-10228	49	63	71	I CAN SEE FOR MILES	The Who-Decca-32206	81	—
6	DANDELION	Rolling Stones-London-905	7	8	40	I'M WONDERING	Stevie Wonder-Tamco-54157	58	67	72	YOU, NO ONE BUT YOU	Frankie Lone-ABC-10983	77	87
7	LITTLE OLE MAN	Bill Cosby-Warner Bros.-7072	13	20	41	I MAKE A FOOL OF MYSELF	Frankie Valli-Philips-40484	40	21	73	YOU'VE MADE ME SO VERY HAPPY	Brenda Holloway-Tamla-54155	76	79
8	GIMME LITTLE SIGN	Brenton Wood-Double Shot-116	9	17	42	CHILD OF CLAY	Jimmie Rodgers-871	48	58	74	PATA PATA	Miriam Makeba-Reprise-0606	68	—
9	BROWN EYED GIRL	Van Morrison-Bang-545	8	13	43	MEMPHIS SOUL STEW	King Curtis-Atco-6511	43	55	75	SHOUT BAMA LAMA	S.S.S.I.-715	—	—
10	COME BACK WHEN YOU GROW UP	Bobby Vee-Liberty-55964	3	3	44	INCENSE & PEPPERMINTS	Strawberry Alarm Clock-UNI-55018	70	81	76	CAN'T STOP LOVING YOU	Last Word-Atco-6498	82	—
11	HEY BABY	Buckingham- Columbia-44254	17	23	45	LOVE IS STRANGE	Peaches & Herb-Date-2-1574	64	82	77	JUST ONE LOOK	The Hollies-Imperial-66258	84	—
12	APPLES, PEACHES AND PUMPKIN PIE	Jay & The Techniques-Smash-2086	5	4	46	ODE TO BILLIE JOE	King Curtis & His Kingpins-Atco-6516	56	68	78	KENTUCKY WOMAN	Neil Diamond-Bang-551	—	—
13	PEOPLE ARE STRANGE	The Doors-Elektra-45621	19	39	47	I'LL NEVER FALL IN LOVE AGAIN	Tom Jones-Parrott-40018	50	62	79	TURN THE WORLD AROUND	Eddy Arnold-RCA-47-9265	67	61
14	HIGHER & HIGHER	Jackie Wilson-Brunswick-55336	6	6	48	HOLIDAY	The Bee Gees-Atco-6521	61	77	80	GIVE EVERYBODY SOME	Borkays-Volt-154	—	—
15	EXPRESSWAY TO YOUR HEART	Soul Survivors-Crimson-1010	22	29	49	THE RAIN, THE PARK, AND OTHER THINGS	The Cowells-MGM-K 13810	74	100	81	IF THIS IS LOVE	The Precisions-Drew-1003	88	93
16	A NATURAL WOMAN	Aretha Franklin-Atlantic-2441	23	47	50	WHY DO FOOLS FALL IN LOVE	The Happenings-B. T. Puppy-532	55	60	82	BIG BOSS MAN	Elvis Presley-RCA-47-9341	—	—
17	I DIG ROCK & ROLL MUSIC	Peter, Paul & Mary-Warner Bros.-1700	11	11	51	MORE THAN THE EYE CAN SEE	Al Martino-Capitol-5989	52	57	83	LAZY DAY	Sponky & Our Gang-Mercury-72732	—	—
18	IT MUST BE HIM	Vikki Carr-Liberty-55986	29	37	52	EVEN THE BAD TIMES ARE GOOD	Tremeloes-Epic-5-10233	60	71	84	IT'S GOT TO BE MELLOW	Leon Haywood-Decca-32164	87	88
19	REFLECTIONS	Diana Ross & Supremes-Motown-1111	16	7	53	YOU GOTTA PAY THE PRICE	Al Kent-Ric Tic-127	46	47	85	BABY I'M LONELY	Intruders-Gamble-209	89	94
20	SOUL MAN	Sam & Dave-Stax-231	28	35	54	WE LOVE YOU	Rolling Stones-London-905	54	57	86	YOU MEAN THE WORLD TO ME	David Houston-Epic-5-10224	92	99
21	YOU KEEP RUNNING AWAY	Four Tops-Motown-1113	26	32	55	12:30	Mama's & Papa's-Dunhill-4099	35	16	87	BRINK OF DISASTER	Leslie Gore-Mercury-72726	93	—
22	WHAT NOW MY LOVE	Mitch Ryder-Dynovoice-901	25	31	56	LOOK OF LOVE	Dusty Springfield-Philips-40465	66	72	88	BOOGALOO DOWN BROADWAY	Fantastic Johnny C-Phil-L.A. Of Soul-305	—	—
23	LIGHTNING'S GIRL	Nancy Sinatra-Reprise-0620	30	43	57	ANYTHING GOES	Harper's Bizarre-Warner Bros.-7063	63	53	89	ARE YOU NEVER COMING HOME	Sandy Posey-MGM-13824	—	—
24	YOUR PRECIOUS LOVE	Marvin Gaye & Tommi Terrell-Tamla-54156	31	40	58	IT'S YOU THAT I NEED	Temptations-Gordy-7065	—	—	90	LOVEY DOVEY	Bunny Sigler-Parkway-KP 6000	97	—
25	GETTIN' TOGETHER	Tommy James & Shondells-Roulette-4762	14	15	59	EVERLASTING LOVE	Robert Knight-Rising Sun-RS705	83	—	91	GO WITH ME	Gene & Debbe-TRX-5002	91	96
26	YOU KNOW WHAT I MEAN	The Turtles-White Whale-254	21	12	60	IN THE HEAT OF THE NIGHT	Ray Charles-A&M-10070	59	45	92	SPREADIN' HONEY	Watts 103rd Street Rhythm Band-Keymen-108	—	78
27	FUNKY BROADWAY	Wilson Pickett-Atlantic-2430	12	10	61	YOU DON'T KNOW ME	Elvis Presley with Jordanaires-RCA-47-9341	—	—	93	STRANDED IN THE MIDDLE OF NO PLACE	Righteous Bros.-Verve-10551	—	—
28	THE LAST WALTZ	Engelbert Humperdinck-Parrot-40019	33	51	62	KING MIDAS IN REVERSE	The Hollies-Epic-10234	68	75	94	THE BALLAD OF WATER HOLE #3	Roger Miller-Smash-S-2121 (Code of the West)	—	—
29	GET ON UP	The Esquires-Bunky-7750	39	41	63	BEG, BORROW AND STEAL	Ohio Express-Cameo-C 483	79	—	95	HUSH	Billy Joe Royal-Columbia-4-44277	95	—
30	CAT IN THE WINDOW	Petula Clark-Warner Bros.-7073	27	30	64	ROCK N' ROLL WOMAN	Buffalo Springfield-Atco-6519	72	83	96	TAKE A LOOK	Aretha Franklin-Columbia-4-44270	94	—
31	LET IT OUT	Hombres-Verve/Forecast-5058	51	62	65	CASANOVA	Ruby Andrews-Zodiac-1004	53	52	97	FOR ONCE IN MY LIFE	Tony Bennett-Columbia-4-44258	—	—
32	I HAD A DREAM	Paul Revere & The Raiders-Columbia-4-44227	18	14	66	AS LONG AS YOU'RE HERE	Zolmon Yonovsky-Buddah-12	78	—	98	NINE POUNDS STEEL	Joe Simon-Sound Stage 7-2589	98	—
33	GROOVIN'	Booker T & MG's-Stax-224	24	26						99	BEEN SO NICE	Righteous Bros.-Verve-10551	—	—
34	THERE IS A MOUNTAIN	Donovan-Epic-10212	20	9						100	RICHARD AND ME	Gene & Tommy-A&M-981	—	—

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

A Banda (Fermata Int'l)	36	For Once In My Life (Stein-Van Stock, ASCAP)	97	It Must Be Him (Asa, ASCAP)	18	Rock N' Roll Woman (10 East, Springalo, Cotillion, BMI)	64
A Natural Woman (Columbia-Screen Gems, BMI)	16	Funky Broadway (Routeen, Drive In, BMI)	27	Just One Look (Premier, BMI)	77	San Franciscan Nights (Sealark, BMI)	38
Anything Goes (Harms, ASCAP)	57	Get On Up (Hi-Mi, BMI)	29	Karate-Boo-Ga-Loo (Boo-Ga-Loo Love Lane, BMI)	68	Shout Bama Lama (Macon, BMI)	75
Apples, Peaches & Pumpkin Pie (Akbesta/Act Three, BMI)	12	Gettin' Together (Patricia, BMI)	25	King Midas In Reverse (Maribus, BMI)	62	Soul Man (East, BMI)	20
Are You Never Coming Home (Press B'MI)	89	Gimme Little Sign (Big Shot, ASCAP)	8	Last Waltz (Donna)	28	Spreadin' Honey (Keyman, BMI)	92
As Long as You're Here (Chardon, BMI)	66	Give Everybody Some (East, BMI)	80	Lazy Day (Screen Gems, Columbia, BMI)	83	Stranded In The Middle Of No Place (Mikim, BMI)	93
Baby I'm Lonely (Razor Sharp, BMI)	85	Go With Me (Acuff Rose, BMI)	91	Let Love Come Between Us (Al Gallico, BMI)	35	Take A Look (Eden, BMI)	96
Bea, Borrow & Steal (S&J, ASCAP)	63	Higher & Higher (Jayvne, BMI)	14	Let It Out (Crazy Cajun, BMI)	31	The Rain, The Park, And Other Things (Akbestal & Luvlin, BMI)	49
Been So Nice (Mikim, BMI)	99	Holiday (Nemperor, BMI)	48	Letter (Earl Barton, BMI)	2	There Is A Mountain (Peer Int'l, Hi Count, BMI)	34
Beg, Borrow & Steal (S&J, ASCAP)	63	How Can I Be Sure (Slacсар, BMI)	4	Lightning's Girl (Lee Hazlewood, ASCAP)	23	To Sir With Love (Screen Gems, BMI)	3
Big Boss Man (Conrad, BMI)	82	Hush (Lowery, BMI)	95	Little Ole Man (Jobete, BMI)	7	Turn The World Around (Finger Lake, BMI)	79
Boogaloo Down Broadway (Dandelion, BMI)	88	I Can See For Miles (Essex, ASCAP)	71	Look Of Love (Colgems, ASCAP)	56	12:30 (Wingate, ASCAP)	55
Brink Of Disaster (Stone Canyon, BMI)	87	I Dig Rock & Roll Music (Pepamar, ASCAP)	17	Love Bug, Leave My Heart Alone (Jobete, BMI)	37	We Love You (Gideon, BMI)	54
Brown Eyed Girl (Web IV, BMI)	9	I Had A Dream (Daywin, BMI)	32	Love Is Strange (Benzhazi, BMI)	45	What Now, My Love (Remick, ASCAP)	22
Can't Stop Loving You (Sherlyn, BMI)	76	I Make A Fool Of Myself (Saturday & Seasons 4, BMI)	41	Lovely Dovey (Progressive, BMI)	90	Why Do Fools Fall In Love (Patricia, BMI)	50
Child Of Clay (Ernie Maresca, ASCAP)	42	If This Is Love (In The Pocket, BMI)	81	Memphis Soul Stew (Pronto & Kilynn, BMI)	43	You Don't Me (Brenner, BMI)	61
Come Back When You Grow Up (Painted Desert, BMI)	10	I'll Never Fall In Love Again (Hollis, BMI)	47	More Than The Eye Can See (Saturday, EMI)	51	You Gotta Pay The Price (Myto, BMI)	53
Dandelion (Gideon, BMI)	6	I'm Wondering (Jobete, BMI)	40	Never My Love (Tamerlane, BMI)	1	You Keep Running Away (Jobete, BMI)	21
Dirty Man (Chevis, BMI)	69	In The Heat Of The Night (United Artists, ASCAP)	60	Nine Pound Steel (Press, BMI)	98	You Know What I Mean (Chardon, BMI)	26
Even The Bad Times Are Good (Ponderosa, BMI)	52	Incense & Peppermints (Calridge, ASCAP)	44	Ode To Billie Joe (Larry Shane, ASCAP)	5, 46	You Mean The World To Me (Al Gallico, BMI)	86
Everlasting Love (Rising-Sun, BMI)	59	It's Got To Be Mellow (Jim-Edd, BMI)	84	Pata Pata (Xina, ASCAP)	74	You, No One But You (Damian, Jean Sawyer, ASCAP)	72
Expressway To Your Heart (Double Diamond, Downstairs, BMI)	15	It's You That I Need (Jobet, BMI)	58	People Are Strange (Nipper, ASCAP)	13	You Precious Love (Jobete, BMI)	24
				Please Love Me Forever (Selma BMI)	39	You've Made Me So Very Happy (Jobete, BMI)	73
				Purple Haze (Sea Lark, BMI)	67		
				Reflections (Jobete, BMI)	19		
				Richard & Me (Pamco, BMI)	100		

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## Decca Sails Into 4th Quarter With Product Designed To Maintain Record Sales Profits

WASHINGTON — Already enjoying its best year of sales and profits, Decca Records is sailing into the last quarter of 1967 with the intentions of solidifying its record pace. Company, as reported in Cash Box, has had a 25% increase in sales over the first nine months of 1967. As outlined at a series of regional meets introducing Oct. product, the label is hitting the market with a combination of new sounds and established names in a 25-LP release. Within 10 days, the label will also add an LP same-name follow-up to Jackie Wilson's "Higher

### FRONT COVER:



The many phenomena that make the music world the exciting field it is are very much embodied in the overwhelming acceptance Ravi Shankar has witnessed during the past year. The exclusive World Pacific artist, a classical artist in every sense of the word, has become the idol of millions of string-picking pop youngsters who appreciate the great skill Shankar displays when performing on the complex sitar, an instrument that has become Mr. Shankar's middle name. But his pop acceptance, now only in its infant stage, promises to be huge by the holiday season as a result of a major and comprehensive promotional campaign which the World Pacific brass has mapped out for the sitarist beginning next week.

Part I of the campaign begins Oct. 16 with the release of three "Sounds of Asia" albums, "Live At The Monterey Pop Festival"/Ravi Shankar, "Koto And Flute"/Kinichi Nakanoshima and "Young Master Of The Sarod"/Ashish Khan.

In addition to these new albums, the entire Ravi Shankar catalog of World Pacific LP's will be included in the major promotion.

Shown with Shankar on the cover, is Dick Bock, director of World Pacific A & R (left), Macey Lipman, director of World Pacific sales and promotion (right) and the mustachioed George Harrison of the Beatles. Harrison is probably one of the prime factors in Shankar's acceptance as a pop idol. The Beatle's becoming a pupil of Shankar did much to call to the attention of the teen world the idol of an idol.

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& Higher."

The product, released under the promotional theme of the "Big Kickoff," was unveiled at meets in Los Angeles, Nashville and Washington. Latter gathering witnessed the label's first invitation to the trade press to attend a sales meet.

### New Sound Bag

Among the new attractions, designed mainly to pick-up Top 40 coin, are the Cakes, a product of the indie team of Greene/Stone, the Hobbits, coming to the label from Terry Phillips, Vincent Bell, the guitarist (bowing on electric sitar on Decca), said to have been on 30 of the top 50 recent chart successes, and Annie Ross, the vet. songstress, onetime member of Hendricks, Lambert & Ross.

Marty Salkin, vp, told the branch managers that Decca would move into 1958 with a new sound bag, largely the result of deals with vari-

(Continued on Page 8)

## New Label Signings See Procul Harum Ink With A & M; Critters To Project 3

HOLLYWOOD—A & M Records has signed the hot British group, Procul Harum, to a long term pact, it was announced last week by label president Jerry Moss. The negotiations for this contract were made with A & M Records and Muscadel Productions who are the representatives for all Denny Cordell product outside the United Kingdom. The new Procul Harum single, "Homburg," which was produced by Denny Cordell (like the group's first single, "A Whiter Shade of Pale") has been released in England on the Regal-Xonophone label and on the A & M label in the U.S.

Procul Harum, a five member group, will make their first U.S. tour beginning October 27.

## RCA/Kirshner Title New Label 'Calendar;' Sign Steve & Eydie

NEW YORK—The new label established by RCA Victor Records and Don Kirshner has a name and its first attraction. Label is called Calendar Records and signed to an exclusive pact at the label are Steve Lawrence & Eydie Gorme. It was also revealed that Calendar will release the original cast LP of the pair's upcoming Broadway musical, "Golden Rainbow." Production opens Jan. 3 in New York after a four week tryout in Philadelphia.

Steve & Eydie previously recorded for Columbia Records. They have had a long relationship with Kirshner, including two hit sides, Steve's "Go Away Little Girl" and Eydie's "Blame It on the Bossa Nova."

Commenting on the deal, Kirshner said he was confident that the scope of Calendar will encompass all facets of the music business and become one of the definitive labels which music aficionados select for quality recordings."



Kirshner, Gorme, & Lawrence

### Our New Face

NEW YORK—If Cash Box has a somewhat different look to you this week it's because we have changed our printer. Beginning with this issue, Cash Box will be printing in New York. Object: to improve our domestic and international delivery and extend our deadlines so that our coverage is as up to the minute as possible.

We have redesigned our layout, type faces, column heads, etc., to make locating a Cash Box feature as easy as possible. Our Top 100 cards, which are now being printed on a higher quality stock, are more legible and can be more easily removed from each issue for display and reference.

Our readers have always been responsible for shaping the look of Cash Box. Their needs have been the reason for the development of most of the features we have in our publication today. We would therefore appreciate hearing from anyone who, after studying our new look, has any suggestion that might improve the usefulness of Cash Box.

## Lieberson Names Davis, Keating, Schein, Randall Div. Presidents

NEW YORK—Clive Davis has been named president of CBS Records as part of the naming of four presidents at the CBS/Columbia Group.

Their appointments, said Goddard Lieberson, president of the CBS/Columbia Group, was in recognition to their "important contributions to the success of our operations and . . . our continued growth and diversification." The CBS/Columbia Group was formed a year ago under the leadership of four vice presidents and general managers. They were Davis, Neil Keating, Harvey Schein and Donald Randall.

### Davis

Davis joined Columbia Records in 1960 and was made General Attorney in 1961. He became Administrative Vice President, Columbia Records, in 1965.

### Keating

Neil Keating is President of CBS

direct marketing Services Division. He joined Columbia Records in 1955 and became general manager of the Columbia Record Club in 1958. Keating was promoted to vice president and general manager, Columbia Record Club, in 1960.

### Schein

Harvey L. Schein is the new president of the CBS International Division. He joined Columbia Records in 1968. He was appointed general manager of Columbia Records International, in 1963.

### Randall

Donald D. Randall, who has been named president of the CBS Musical Instruments division, joined Columbia Records as vice president and general manager, Fender Musical Instruments, when the Fender guitar and amplifier companies were acquired in 1965.

The direct marketing Services divi-

sion's sales programs include the Columbia Record Club and the Columbia Stereo Tape Club. In July, CBS announced that an agreement in principle had been reached on terms by which Sunset House, the California-based gift and specialty catalog house, would be acquired for operation as a unit of this Division.

The CBS International division operates subsidiary companies in 16 countries. Through its subsidiaries and a number of licensees, it distributes records and other products in 104 countries.

In addition to Fender products, the CBS Musical Instruments Division manufactures and markets Leslie speaker systems for electronic organs, Rogers Drums and accessories, and Squier Strings for all stringed instruments.



(l. to r.) Goddard Lieberson, Clive Davis, Cornelius Keating, Harvey Schein, & Donald Randall

# Atlantic LP Sales Running 100% Ahead In First 9 Months Of '67

NEW YORK—Atlantic Record album sales for the first nine months of 1967 are running 100% ahead of the same period last year. The label made this report in revealing that it had just completed its most successful album program. There were billings of more than \$6 million on new album product over a two month period.

The summer sales program started on July 6 in Miami when Atlantic introduced 32 albums at its annual distributor sales meeting, including new product on the Atlantic, Atco, Stax and Volt labels. More than 50 per cent of these LP's turned out to be best-sellers. They included The Young Rascals "Groovin'", "The Sound of Wilson Pickett", "The Best of Sonny & Cher", "Bee Gees First", "Booker T. & The M.G.'s 'Hip Hug-Her'", "The Stax-Volt Review" Vols. I & II, "Otis Redding Live In Europe", "Super Hits", "Smash Sounds", Flip Wilson's

"Cowboys & Colored People", Herbie Mann's "The Beat Goes On", and Charles Lloyd's "Love-In", The Modern Jazz Quartet's "MJQ Live At The Lighthouse", "Back To Back" with Booker T. & The MG's and The Mar-Kets.

Late in July Atlantic-Atco issued three more successful albums, Aretha Franklin's "Aretha Arrives", "The Vanilla Fudge", and Bobby Darrin's "Dr. Doolittle". Both Aretha Franklin's LP and the Fudge LP are now riding near the top of the album charts.

Len Sachs, merchandising and sales manager of the Atlantic-Atco album department said the success of the summer album program this year was due to the "great enthusiasm and excitement on the part of our distributors throughout the country, who worked zealously to make this the biggest summer in our history."

## Revercomb Dot Post: Nat'l Sales Director



Ken Revercomb

HOLLYWOOD—Ken Revercomb, who recently joined Dot Records, has been appointed national director of sales, reports Arnold Burk, vice-president in charge of music operations for Paramount Pictures Corp. and president of Dot Records.

In his new capacity, Revercomb will assume overall responsibility in the areas of sales, promotion, branch operations, distributor relationships and production.

Revercomb joined Dot Records following a nine year tenure with Liberty Records where he served successfully as Southern divisional manager, na-

(Continued on Page 50)

## New CB Service

NEW YORK—A new service for our readers has been incorporated along with the new format effective in this issue. All singles considered of commercial value from new labels will include the record company's address at the end of the review.

## Al Lewis Named Admin Assistant To Nasatir

NEW YORK—Al Lewis has been named to the post of assistant to the president MGM Records, it was announced last week by label prexy Mort L. Nasatir.

In his new capacity as administrative assistant, Lewis will be responsible for artist contract coordination and he will provide a liaison between Nasatir and the various executives and divisions of the company.

Now in his 11th year with MGM, Lewis has held responsible posts in the Metro-Goldwyn-Mayer, Inc., parent firm, and has headed up the disk

(Continued on Page 46)



Al Lewis

## Cerulli To Supervise RCA Account At Grey

NEW YORK—Grey Advertising has named Dom Cerulli creative supervisor of the RCA Victor Records account, it was announced last week.

Cerulli was formerly director of advertising and creative director of the in-house ad division at Columbia Records.

Cerulli, a native of Boston and graduate of Northeastern University, has served with W. H. Schneider, ad agency for MGM/Verve Records, as associate creative director. He also was copy chief at Guild, Bascome, Bonfigli, here in New York; and at West, Weir, Bartel, also in New York.

He has annotated hundreds of albums, and in 1965 he was nominated for a Grammy by NARAS for his notes to MGM's memorial album of Adlai Stevenson's great speeches. He has produced live and re-issue packages for RCA Victor, MGM, Verne, Lime-light and was one of the creators of the VSP label. From 1956 to 1959, Cerulli was associate editor of Down Beat Magazine, operating out of New York.



Dom Cerulli

Before coming to New York, he was a newspaper reporter for the Boston Globe, specializing in legislative assignments and music features. He is co-editor of the anthology, The Jazz World, and he is listed in Who's Who in the East.

## Decca 4th Qtr

(Continued from Page 7)

ous indie producers. Besides the aforementioned, the label has made deals with England's Shel Talmy, Tito Burns, Mike Leander and America's Koppelman & Rubin, who are doing Rick Nelson's sessions. Further deals, for both artists and indie producers, were indicated by Salkin.

### Decca Jazz Heritage Series

Decca's vaults have unearthed a new vintage series from the label. Called "Decca Jazz Heritage Series," the line is being introduced with two single record albums of Chick Webb (1929-36, Vol. 1, 1937-39, Vol. 2), Earl Hines ("South Side of Swing-1934-35), Duke Ellington (The Beginning—Vol. 1-1926), Louis Armstrong ("Rare Items," 1935-44), Kansas City Piano featuring Count Basie, Pete Johnson,

### On Mono

Decca Records will continue to produce mono versions of its LP product as long as consumers desire it. Syd Goldberg, vp of sales, told the company's branch managers in Washington last week, that Decca was in the business of selling recorded entertainment in whatever form a demand existed. For this reason, he pointed out, Decca still sells 78 rpm disks (in the kiddie field) and EP's (wedding song and bugler call albums). When there is no "plus business" in mono and a competitive situation calls for it, Goldberg said, the company will call it quits on mono. But, at this time, the exec stated, the mono field is very much alive. He said that before the recent mono price hike the mono LP was "priced too cheap" in view of increased costs of doing business.

Jay McShann and Mary Lou Williams ("The Turning Point," 1943-44). Basie, by the way, will be cutting new sides for the label.

### Established Name Product

Among the consistent sellers represented in the Oct. release are Brenda Lee with "Reflections in Blue," Earl Grant with "Gently Swingin'," Sammy Kaye with "Dance & Be Happy," the teaming of Laurindo Almeida and Rafael Mendez in "Together," Ella Fitzgerald with "Smooth Sailing."

Big country music items include sets by Bill Anderson, Loretta Lynn, Kitty Wells and Conway Twitty. Warner Mack and his sister Dean Anderson has also recorded the main-titles of the Oct. 31 showing of an NBC feature film made for TV. It's "Strangers in the Run," with Henry Fonda starring.

Decca Gold Label classics include "Mexicana" with Andres Segovia, the Pro Musica, under John White's direction, offering medieval music of France, works of Mendelssohn and Berwarld performed by the Cincinnati Symphony Orchestra under the direction of Max Rudolf and pianist Amiram Rigai in music of Louis Moreau Gottschalk.

### Big Ad Program.

In outlining the company's ad program for the last quarter, Murray Lorber, ad director, said that a pro-

gram geared for the gift-buying season would see ads placed in various publications reaching a combined readership of more than 65 million. Also, point-of-purchase sales aids have been devised to spotlight the full Oct. release.

### Tape Cartridges

Leo Refice, head of the label's tape

## Decca Has Option

Although the deal between Lee Hazelwood's LHI label and Decca Records is no longer in effect (as exclusively reported in Cash Box), the label has the option of retaining LHI acts. According to Decca's Syd Goldberg, Decca will henceforth release dates by the Kitchen Cinq, which made some noise on LHI.

cartridge division, noted that the label, the first of the majors to enter both the 4 and 8-track business, is studying the cassette area and would in this area at the sign of better sales. Decca, he added, will continue to manufacture and market its own line of cartridges.

Claude Brennan, national sales manager, gave statistical support of the record industry's better-than-present potential.

Len Salidor, promotion and publicity head, said that various changes and additions of personnel around the country had strengthened performance.

### Home Entertainment

Jack Kiernan of the sales staff noted that the company would expand its sales tools and would seek suggestions from its men in the field on methods to increase their impact.

Howie Kaye, head of home entertainment product, said that the company's entry into the guitar business 20 months ago had proved highly successful. A 12-string guitar had turned into a "sleeper," and held high hopes for a new \$69 electronic guitar, a drum instruction set, "A Practical Approach to the Drum Set" by John Beck (publisher is MCA Music) and a line of Magnus organs (under the Decca name). He emphasized that phonos account for the major share of sales at his division.

The Washington meet was also attended by Milton Rackmil, president and Leonard Schneider, exec vp. Syd Goldberg, sales vp, handled the presentation, which also included a film with a "football" tie-in and musical excerpts from the label's big soundtrack LP, "Thoroughly Modern-Millie."

### Sebok: Decca's Multiple Line Deals Working Out

Decca branches will continue to eye the possibility of expanding the number of outside labels it distributes through its wholly-owned branches, according to Lou Sebok, assistant general sales manager. Sebok notes that branches currently do 10% of London Records annual business. Outlets also handle in certain areas the Elektra, Caedmon, Word, Colonial and Berlitz language labels. A deal has just been completed whereby product of the Mira label will be distributed in the New Orleans and Cincinnati areas.

### STATEMENT OF OWNERSHIP, MANAGEMENT AND CIRCULATION

(Act of October 23, 1962, Section 4369, Title 39, United States Code)

Date of filing: October 9, 1967; Title of publication: Cash Box; Frequency of issue: Weekly. Location of Known Office of Publication: 1780 Broadway, New York, N.Y. 10019. Location of the Headquarters or General Business Offices of the Publishers: 1780 Broadway, New York, N.Y. 10019.

Names and Addresses of Publisher, Editor, and Managing Editor: Publisher: George Albert, 1780 Broadway, New York, N.Y. 10019. Editors: Irving Lichtman—Ed Adlum, 1780 Broadway, New York, N.Y. 10019. Managing Editor: Marty Ostrow, 1780 Broadway, New York, N.Y. 10019.

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The Cash Box Publishing Co., Inc., 1780 Broadway, New York, N.Y. 10019. George Albert, 1780 Broadway, New York, N.Y. 10019.


Known Bondholders, Mortgagees, and Other Security Holders Owning or Holding 1 Percent or More of Total Amount of Bonds, Mortgages or Other Securities (If there are none, so state): None.

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	Average No. Copies Each Issue During Preceding 12 Months	Single Issue Nearest to Filing Date
Total No. Copies Printed (Net Press Run)	16,139	16,332
Paid Circulation		
1. Sales Through Dealers and Carriers, Street Vendors and Counter Sales	840	878
2. Mail Subscriptions	11,351	11,509
Total Paid Circulation	12,191	12,387
Free Distribution (including samples) by Mail, Carrier or Other Means	3,813	3,810
Total Circulation	16,004	16,197
Office Use, Left-Over, Unaccounted, Spoiled After Printing	135	135
Total No. of Copies Distributed	16,139	16,332

I certify that the statements made by above are correct and complete, (Signature of editor, publisher, business manager, or owner): George Albert, President.





Let a winner  
lead the way.  
**MARILYN MAYE**  
—headed right up the  
middle-of-the-road  
with a bright song  
from the upcoming  
musical *How Now, Dow Jones*\*  
**“STEP TO THE REAR”**

#9347

\***DAVID MERRICK** by arrangement with  
**EDWIN H. MORRIS and Company, Inc.**  
presents  
A new musical comedy  
*How Now, Dow Jones*  
Lyrics by Carolyn Leigh  
Music by Elmer Bernstein

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



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

- |   |  |  |   |
|---|--|--|---|
| <p><b>1 WAKE UP, WAKE UP</b><br/>(Trousdale—BMI)<br/>Grass Roots (Dunhill 4105)</p> <p><b>2 SEA OF LOVE</b><br/>(Comero Bob Simon—BMI)<br/>Kit Kats (Jammie 1343)</p> <p><b>3 WALKIN' PROUD</b><br/>(Ann Peter—BMI)<br/>Pete Klint 5 (Smash 72709)</p> <p><b>4 OPEN FOR BUSINESS AS USUAL</b><br/>(Greenwood—BMI)<br/>Jack Jones (Kapp 855)</p> <p><b>5 RUNWAY</b><br/>(Del Shannon—Cook—BMI)<br/>Del Shannon (Liberty 55993)</p> <p><b>6 YOU KEEP ME HANGIN' ON</b><br/>(Jobete—BMI)<br/>Vanilla Fudge (Atco 6495)</p> <p><b>7 ALL THE TIME</b><br/>(Cedarwood—BMI)<br/>Jimmy Roselli (United Artists 50217)</p> <p><b>8 ALL YOUR GODDIES ARE GONE</b><br/>(Groovesville—BMI)<br/>Parliaments (Revilot 211)</p> <p><b>9 FROM HEAD TO TOE</b><br/>(Jobete—BMI)<br/>Chris Clark (Motown 1114)</p> <p><b>10 HEART BE STILL</b><br/>(Ronger Web IV—BMI)<br/>Lorraine Ellison (Loma 2074)</p> <p><b>11 WHAT'S SO GOOD ABOUT GOODBYE?</b><br/>(Jobete—BMI)<br/>Giant Sunflower (Ode 104)</p> <p><b>12 I'M A FOOL FOR YOU</b><br/>(Rise Aim—BMI)<br/>James Carr (Goldwax 328)</p> <p><b>13 TAKE ME ALONG</b><br/>(Volyr—BMI)<br/>Ray Charles Singers (Command 4105)</p> | <p><b>14 VISIT TO A SAD PLANET</b><br/>(Brookhaven—BMI)<br/>Leonard Nimoy (Dot 17038)</p> <p><b>15 SOULSATION</b><br/>(Mitten—BMI)<br/>Capreez (Sound 171)</p> <p><b>16 LOVERS OF THE WORLD UNITE</b><br/>(Mills—ASCAP)<br/>Vogues (MGM 13813)</p> <p><b>17 WHAT ARE WE GONNA DO</b><br/>Just Us (Kapp 853)</p> <p><b>18 TRY IT</b><br/>(Blockwood—BMI)<br/>Standells (Tower 310)</p> <p><b>19 BACK ON THE STREET AGAIN</b><br/>(Cherry Lane—ASCAP)<br/>Sunshine Company (Imperial 66260)</p> <p><b>20 SMALL TALK</b><br/>(Chardon—BMI)<br/>Claudine Longet (A&amp;M 877)</p> <p><b>21 TURN AROUND, TAKE A LOOK</b><br/>(Anjoe—BMI)<br/>Lemon Pipers (Buddah 11)</p> <p><b>22 BLINDMAN</b><br/>(Brent—BMI)<br/>Big Brother And The Holding Co.<br/>(Mainstream 657)</p> <p><b>23 BELIEVE IN ME</b><br/>(Jesse Mosson—BMI)<br/>Jesse James (ABC Paramount 6684)</p> <p><b>24 I'M GONNA KEEP WHAT I'VE GOT</b><br/>(Excellorec—BMI)<br/>Slim Harpo (Excello 2289)</p> <p><b>25 SEE EMILY PLAY</b><br/>(Essex—ASCAP)<br/>Pink Floyd (Tower 356)</p> | <p><b>26 LOVER'S ROULETTE</b><br/>(Peer International—BMI)<br/>Mel Torme (Columbia 44180)</p> <p><b>27 I ALMOST CALLED YOUR NAME</b><br/>(Singleton—BMI)<br/>Margaret Whiting (London 115)</p> <p><b>28 SUZANNE</b><br/>(Project—BMI)<br/>Noel Harrison (Reprise 0615)</p> <p><b>29 WHAT'VE I DONE TO MAKE YOU MAD</b><br/>(Zira Floteca—BMI)<br/>Linda Jones (Loma 2077)</p> <p><b>30 DESIREE</b><br/>(Minuet—BMI)<br/>Left Bank (Smash 2119)</p> <p><b>31 OOH BABY YOU TURN ME ON</b><br/>(Jec—BMI)<br/>Willie Mitchell (Hi 2132)</p> <p><b>32 MELANCHOLY MOOD</b><br/>(Low-Tri—BMI)<br/>Tommy Roe (ABC Paramount 10989)</p> <p><b>33 BOPPA DO DOWN DOWN</b><br/>(T.M.—BMI)<br/>Third Rail (Epic 10240)</p> <p><b>34 WHERE IS THE PARTY</b><br/>(Dokor—BMI)<br/>Helena Ferguson (Compass 7009)</p> <p><b>35 SHAME ON ME</b><br/>(Lois—BMI)<br/>Chuck Jackson (Wand 1166)</p> <p><b>36 LITTLE GIRL</b><br/>(Tender Tunes, Elmwin—BMI)<br/>Crittlers (Kapp 858)</p> <p><b>37 STRANGE SONG</b><br/>(Blockwood—BMI)<br/>Harry Belafonte (RCA Victor 47-9263)</p> | <p><b>38 SOMETHING'S GOTTEN HOLD OF MY HEART</b><br/>(Maribus—BMI)<br/>Gene Pitney (Musicor 1252)</p> <p><b>39 LOVE IS A DOGGONE GOOD THING</b><br/>(East—BMI)<br/>Eddie Floyd (Stax 223)</p> <p><b>40 MYSTERY OF TALLAHATCHIE BRIDGE</b><br/>(Mormoduke—ASCAP)<br/>Roger White (Big A 103)</p> <p><b>41 THE FROG</b><br/>(Rodro—BMI)<br/>Sergio Mendes &amp; Brasil '66 (A&amp;M 872)</p> <p><b>42 HONEY &amp; WINE</b><br/>(Screen Gems-Columbia—BMI)<br/>Glenn Yarbrough (RCA Victor 9309)</p> <p><b>43 MR. DREAM MERCHANT</b><br/>(Soturday BMI)<br/>Jerry Butler (Mercury 72721)</p> <p><b>44 GIVIN UP YOUR LOVE</b><br/>(Little People, MyTo—BMI)<br/>20 Grand (Columbia 4-44239)</p> <p><b>45 WHEN THE GOOD APPLES FALL</b><br/>(Unart—BMI)<br/>Seekers (Capitol 2013)</p> <p><b>46 JUST ANOTHER FACE</b><br/>(S&amp;J—ASCAP)<br/>Blades of Grass (Jubilee 5590)</p> <p><b>47 HE AIN'T GIVE YOU NONE</b><br/>(Web IV—BMI)<br/>Freddie Scott (Shout 220)</p> <p><b>48 AGNES ENGLISH</b><br/>John Fred &amp; Playboy Band (Paula 273)</p> <p><b>49 YOU BETTER SIT DOWN KIDS</b><br/>Chismarc, Cotillion—BMI)<br/>Chev (Imperial 66261)</p> <p><b>50 HOLE IN ME SHOE</b><br/>(Essex—ASCAP)<br/>Traffic (United Artists 50218)</p> |
|---|--|--|---|

# El Disco Que Todos Esperábamos! Armando Manzanero

Here's the record everyone's been waiting for from Mexico's top composer/artist. It's his first RCA Victor album and it features the man whose songs have been sought after and recorded by many of Mexico's top personalities.

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



MKL/MKS-1760

**EQUINOX RECORDS  
PROUDLY ANNOUNCES  
ITS FIRST RELEASE**

**"The 3rd Prophecy"  
by  
The Ilford Subway**

**THE FIRST OF MANY FINE QUALITY  
RECORDS NOW IN PRODUCTION BY  
TERRY MELCHER**



## Elke Sommer To Co-Host Reception For Cowsills

HOLLYWOOD—MGM's newest rock group, the Cowsills, may be receiving a surprise this week. That is if they don't peruse Cash Box. Group, currently touring the country in behalf of their chart single "The Rain, the Park and Other Things" arrives here on Oct. 12 with a reception scheduled for them at the Century Plaza. This will include cocktails, buffet dinner and a most attractive hostess in the person of Elke Sommer.

Miss Sommer, contacted by MGM Records, accepted the invitation to appear and said she was anxious to hear the group who will perform during the evening, Jesse Kaye, coast A&R director for the label, explains that, when the invite was made he hardly expected her acceptance—"it was just a shot in the dark."

## RanD Productions Formed

NEW YORK—John Rhys and Don Dominguez have just formed a new production company, RanD (sic) Productions, which will have its headquarters in Detroit. Rhys and Dominguez also recently formed Rocking Chair Music (BMI), which will serve as the publishing arm of RanD.

Among RanD's initial projects, top priority is being given to an LP which Rhys and Dominguez are cutting with the noted motion picture and television actor, Telly Savallas. On the album, Savallas will do songs and monologues written by Rhys and Dominguez, who hope to place the set with Capitol Records.

Other RanD projects include the production of several groups for various labels. For Capitol, Rhys and Dominguez are producing the Tartans of Lavendar Lane, whose first single on the label, "You Baby You" is already out, and another group called the Plain Brown Wrapper.

For Acta, Rhys and Dominguez are

## Vital Statistics

DETAILED INFORMATION ABOUT NEW TITLES WHICH BROKE ONTO THE CASH BOX TOP 100 THIS WEEK

#58  
**IT'S YOU THAT I NEED (2:36)**  
Temptations  
Gordy Records #7065  
2648 W. Grand Blvd., Detroit, Mich.  
PRODUCER: N. Whitfield (Gordy)  
PUBLISHER: Jobete Music (BMI)  
2648 W. Grand Blvd., Detroit, Mich.  
WRITERS: Whitfield-Holland  
FLIP: "Don't Send Me Away"

#61  
**YOU DON'T KNOW ME (2:26)**  
Elvis Presley with Jordanaires  
RCA Records #47-9341  
155 E. 24th St., N.Y., N.Y.  
PUBLISHER: Brenner Music Corp. (BMI)  
1619 Broadway, N.Y., N.Y.  
WRITERS: Walker-Arnold  
FLIP: "Big Boss Man"

#75  
**SHOUT BAMA LAMA (2:18)**  
S.S. International Records #715  
1650 Broadway, N.Y., N.Y.  
PRODUCER: Bobby Smith  
c/o S.S. Int'l.)  
1650 Broadway, N.Y., N.Y.  
PUBLISHER: Macon Music (BMI)  
1540 Brewster, Cincinnati, Ohio.  
WRITER: Otis Redding  
FLIP: "Lonely Room"

producing the Scot Richard Case, and for Impact, the Shades of Blue. An agreement has also been made with Les Baxter to co-produce the Forum for Mira.

RanD currently has a stable of twelve writers, and Rhys and Dominguez hope to assemble a wide variety of material, including pop, R&B, and eventually movie scores and stage musicals.

Writers are encouraged to send whatever material they have to RanD c/o Don Dominguez, 7970 Morten View, Taylor, Michigan.

#78  
**KENTUCKY WOMAN (2:34)**  
Neil Diamond  
Bang Records #551  
1650 Broadway, N.Y., N.Y.  
PRODUCERS: Jeff Barry-Ellie Greenwich  
200 West 57th St., N.Y., N.Y.  
PUBLISHER: Tallyrand Music (BMI)  
200 West 57th St., N.Y., N.Y.  
WRITER: Neil Diamond  
FLIP: "The Time Is Now"

#80  
**GIVE EVERYBODY SOME (2:20)**  
Barkays  
Volt Records #154  
1841 Broadway, N.Y., N.Y.  
PRODUCERS: David Porter-Isaac Hayes  
PUBLISHER: East Publications (BMI)  
c/o Satellite Rec. Co.  
926 E. McLemore Ave., Memphis, Tenn.  
WRITERS: Porter-Barkays  
FLIP: "Don't Do That"

#82  
**BIG BOSS MAN (2:50)**  
Elvis Presley  
RCA Records #47-9341  
155 E. 24th Street, N.Y., N.Y.  
PUBLISHER: Conrad Pub. Co. Inc. (BMI)  
1449 S. Michigan Ave., Chicago, Ill.  
WRITERS: Smith-Dixon  
FLIP: "You Don't Know Me"

#83  
**LAZY DAY (3:05)**  
Spanky & Our Gang  
Mercury Records #72732  
35 E. Wacker Dr., Chicago, Ill.  
PRODUCER: Jerry Ross  
745 5th Ave., N.Y., N.Y. (Mercury)  
PUBLISHER: Screen Gems Columbus Music (BMI)  
711 Fifth Ave., N.Y., N.Y.  
WRITERS: Geo. Fischhoff-Tony Powers  
ARRANGER: Jimmy Wisner  
FLIP: "It Ain't Necessarily (Byrd Ave.)"

#88  
**BOOGALOO DOWN BROADWAY (2:41)**  
Fantastic Johnny C  
Phil-L.A. Of Soul Records #305  
919 N. Broad St., Philadelphia, Pa.  
PRODUCER: Jesse James  
c/o Jamie Guyden  
PUBLISHER: Dandelion Music (BMI)  
919 N. Broad St., Philadelphia, Pa.  
James Boy Music (BMI)  
Norristown, Pa.  
WRITERS: J. James  
FLIP: "Look What Love Can Make You Do"

#89  
**ARE YOU NEVER COMING HOME (2:58)**  
Sandy Posey  
MGM Records #13824  
1350 Ave. of the Americas, N.Y., N.Y.  
PRODUCER: Chips Moman  
PUBLISHER: Press Music Co. (BMI)  
827 Thomas, Memphis, Tenn.  
WRITERS: B. Penn-L. Oldham  
FLIP: "I Can Show You How To Live"

#92  
**SPREADIN' HONEY (2:10)**  
Watts 103rd Street Rhythm Band  
Keymen Records #108  
7400 Fountain, Suite A, L.A., Calif.  
PRODUCER: Fred Smith (Keymen)  
PUBLISHER: Keyman Music (BMI)  
221 W. 57th St., N.Y., N.Y.  
Pure Soul Music (BMI)  
WRITERS: Smith-Nathan  
FLIP: "Charley"

#93  
**STRANDED IN THE MIDDLE OF NO PLACE (3:35)**  
Righteous Bros.  
Verve Records #10551  
1350 Ave. of the Americas, N.Y., N.Y.  
PRODUCER: Mickey Stevenson  
c/o Clarence Avant  
37 West 57th St., N.Y., N.Y.  
PUBLISHER: Mikim Music (BMI)  
37 West 57th Street, N.Y., N.Y.  
WRITER: W. Stevenson  
FLIP: "Been So Nice"

#94  
**THE BALLAD OF WATER HOLE #3 (CODE OF THE WEST) (2:22)**  
Roger Miller  
Smash Records #S-2121  
35 E. Wacker Drive, Chicago, Ill.  
PRODUCER: Blake Edwards Prod.  
PUBLISHER: Famous Music (ASCAP)  
1619 Bway., N.Y., N.Y.  
WRITERS: R. Wells-D. Grusin  
FLIP: "Rainbow Valley"

#97  
**FOR ONCE IN MY LIFE (3:16)**  
Tony Bennett  
Columbia Records #4-44258  
51 West 52nd St., N.Y., N.Y.  
PRODUCER: Howard A. Roberts  
PUBLISHERS: Stein-Van Stock (ASCAP)  
2648 W. Grand Blvd., Detroit, Mich.  
WRITERS: R. Miller-O. Murden  
ARRANGER: Torrie Vito  
FLIP: "Something In Your Smile"

#99  
**BEEN SO NICE (2:45)**  
Righteous Bros.  
Verve Records #10551  
1350 Ave. of the Americas, N.Y., N.Y.  
PRODUCER: Mickey Stevenson  
c/o Clarence Avant, 37 W. 57th St., N.Y., N.Y.  
PUBLISHER: Mikim Music (BMI)  
37 West 57th Street, N.Y., N.Y.  
WRITER: W. Stevenson  
FLIP: "Stranded In The Middle Of No Place"

#100  
**RICHARD AND ME (2:43)**  
Gene & Tommy  
ABC Records #981  
1330 Ave. of the Americas, N.Y., N.Y.  
PRODUCER: Bob Thiel  
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PUBLISHER: Pamco Music (BMI)  
1330 Ave. of the Americas, N.Y., N.Y.  
WRITERS: G. Pistilli- P. P. West  
FLIP: "Can't Get To Stoppin' "

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## Upcoming Events

A Schedule of Major Industry Events in the Coming Months

EVENT	DATE	PLACE
COUNTRY MUSIC WEEK	OCT. 19-21	NASHVILLE, TENN.
RECORD INDUSTRY SHOW	NOV. 22-26, 1967	NEW YORK CITY, SHERATON ATLANTIC HOTEL
MIDEM	JAN. 21-27, 1968	CANNES, FRANCE
SAN REMO FESTIVAL	FEB. 1-3, 1968	SAN REMO, ITALY
NARM CONVENTION	MAR. 17-22, 1968	HOLLYWOOD, FLA. DIPLOMAT HOTEL



# GLAD TO BE UNHAPPY



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# Record Ramblings

## NEW YORK:

Ronnie Eden has signed Linda Exum, Ronnie Holland, Horrendous Handu the One Way Street, and Bruce Paine. He's formed Morron Productions with Morty Craft. Their first production deal with Mercury is "Treat Me Better" by the Ground Floor People.

The Birds Of England modeled all kinds of groovy new fashions at the Mercury Ballroom in the Hilton last week. Bob Crewe, whose Bob Crewe Generation just cut a deck for Dot entitled, "The Birds Of England," was in attendance.



LORI BURTON



MAMAS & PAPAS



MILVA



SUE RANEY



STONE COUNTRY



ROGER MILLER

Capitol's cameraman Roy Batachio tells us how Peggy Lee is packing 'em into the Copa, since her opening at that nightery last week. Roy also notes that she's been getting great reaction to her current single "I Feel It" and that she is featuring selections from her latest LP "Something Groovy" in her act.

Alouette's Art Wayne reports reaction on Bongi & Judy's initial Buddah disk, "Runnin' Out." Wayne takes his hat off to producer Bob Schward and to Buddah's Neil Bogart, Cecil Holmes, and Marty Thau. He also notes split good music & R&B play on the Younger Generation Symphonia's Mr. G outing of Janis Ian's "Society's Child." Art says, "above all, thanks to Lazlo."

The Beatles' "Magical Mystery Tour" flick is in the can. Spencer and Pauline Davis along with their children are also in a scene of the cinema effort. It seems that the Davis family was on holiday in the area when the scene was sked'ed so they were written in.

Milva, Italy's queen of song, and Ricordi recording artist, appeared in concert at Carnegie Hall on Oct. 7 and followed up with a shot at Philharmonic Hall on Oct. 8. Both concerts were produced by Erberto Landi. Milva releases in the United States on Kapp's Four Corners of the World label and has just signed with MGM. Pino Donaggio and his Giovanni, Giovanni group and Corrado Francia shared the spotlight with Milva.

The opening segment of a recent Smothers Brothers TV'er was a short skit concerning a network censor's book that was written in crayon. This was apparently a good natured comment on, among other things, the cutting of "Knee Deep In The Big Muddy" from Pete Seeger's appearance on the show.

Pete Seeger now has a weekly folk music show on the National Educational Television network. The show features, in addition to Seeger, outstanding folk artists, an done-of-a-kind type home movies taken by Seeger. The series was taped two years ago as "The Rainbow Quest" and shown only in New York, then on Ch. 47. Pete is currently on tour in Japan.

Arlo Guthrie's first LP is due out this week on Reprise. "Alice's Restaurant" is featured as one side of the set.

Judy Collins has just finished a new LP for Elektra, its set for Nov. release. The package was cut in both

L.A. and New York. It contains cuts by such writers as Leonard Cohen, Joani Mitchell, Jacques Brel, and Landini in addition to three tunes clefled by Judy herself.

Pete Bennett says that Bobby Vinton looks like he has a top 10 winner with his latest deck, "Please Love Me Forever." The lid is going both top 40 and good music. It started breaking on the coast and spread east, sales are strong. Pete also reports great reaction on the Chris Bartley deck on Cameo, strong play on "Lovey Dovey" by Bunny Siegler, and breaking strong is "Beg Borrow & Steal" by the Ohio Express. He notes that



"We Love You" by the Rolling Stones is picking up strong sales along with "Dandelion." Watch for the new Hermans Hermits single, its not out yet but it looks like a sure winner.

Lori Burton, formerly a Mercury record producer, is now an artist for that label. The first LP "Break Out" has just been released and looks like a winner in the R&B field. She is currently appearing at the Bitter End.

Bob Kornheiser and Bob Rolontz report all kinds of powerhouse activity at Atlantic. They promise lots of groovy things in the near future.

Alan Lorber has just completed the composing and scoring for the music track of Dream Whip's (General Foods) fall TV spot campaign.

Spiral Music has made Criterion Music the sole selling agent for their song "Clown Town," which was recorded by Donna Lee on Columbia.

Columbia's New Christy Minstrels are set for Trenton St. College on Nov. 3, they just appeared at Notre Dame on Oct. 7.

## HOLLYWOOD:

Just ninety years ago this week Thomas Alva Edison first sing-songed "Mary Had a Little Lamb" onto a tinfoil cylinder. And would you believe that, to this day, Bill Drake has made no definite decision about programming the cut on KHJ . . . probably waiting for KRLA to make the first move.

If it's true that, at this time of year, all roads lead to Palm Springs, the Canyon Country Club and the annual Music Industry Golf Tournament—then how come we always end up lost somewhere in Palm Desert? Tee-off date for this year's meet is October 27, a Friday devoted to practice rounds. Main event takes place on the hotel's south course on Saturday and Sunday (28th and 29th). And, for those who prefer nightcaps to handicaps, rest assured that not all weekenders are golfers. Including many who will be teeing off with the field. Suggest you contact Dave Jacobs, Dave Pell or Artie Valando for more info. Registration closes on Oct. 23rd.

Terry Powell tapped as singles promo manager of Columbia Records here — Bob Moering continues as album promo chief with Bruce Hinton handling regional promotion for the label.

Congratulations to Tom Riney, this week named account exec for the Litrov/Levinson Public Relations firm in Beverly Hills. Riney will be handling Liberty Records' publicity, based out of their Sunset Blvd. offices. He was formerly west coast director of

public relations for Columbia Records and before, city editor of the San Pedro News-Pilot and other Copley papers.

Dunhill Records has added another staff member — Dick Burns — in charge of all southern California promotion for the label, A.B.C. and affiliates. In the pub department of Dunhill (Wingate Music) Bryan Ryman has been signed as an exclusive writer. Bryan, who is British, was employed by BBC as a choreographer. He also worked with the London Paladium and has done choreography for Diana Dors and Shirley Bassey.

After five months of intensive re-



hearsals, former Raiders Phil Volk, Drake Levin and Mike Smith are ready to discuss a record deal, we hear. Group is now known as the Brotherhood. To facilitate presentation of their sound, the trio has a selection of self composed, self performed and self produced tapes. For further info check Billy James — number's in the L.A. phone directory.

Gala opening this past week of the all-new edition of "Les Poupees De Paris" (created and produced by Sid and Marty Krofft) at the Lido in Studio City. Liberty v.p. Lee Mendell suggests a sub-title for the show — "Naughty Marionette." Movie of the Week — Paramount Pictures' "Waterhole #3" starring James Coburn and featuring 22 minutes of song by Roger Miller (tho' he's never seen in the film). A must for those who dug "Cat Ballou."

BMI's west coast writer and publisher rep, Herb Eiseman, has come up with a new game published by Prince-Stern-Sloan. Retail for a buck but no BMI performance royalties), it's called the Name Dropper Game.

Stan Pat Enterprises now managing Round Robin and Jewel Akens . . . Credit songsmith Jimmy McHugh for two major projects engineered by the ASCAP Public Relations Committee — the Lincoln Center benefit for the N.Y. Cultural Foundation and ASCAP's Salute to the March of Dimes which'll be seen in January via a half hour TV color special featuring ASCAP songwriters.

Currently cutting at RCA Victor — Jack Jones, Jefferson Airplane, Stone Country and Gil Bernal . . . Favorite Retort of the Week — from secretary Selma Williams who made the switch with Dick Peirce from Liberty Records to Dot. In answer to a question we put to here recently — "I'm not at Liberty to say." Sue Raney has waxed the title tune from the Warner Bros. movie "Wait Until Dark" for Imperial and will be chirping the theme over the closing credits of the film. It stars Audrey Hepburn, Alan Arkin and Efrem Zimbalist Jr. Music by Mancini with lyrics by Livingston and Evans. The McPherson, Kansas miss has also recently nabbed the fem lead in "Lightning Road," an Allied Artists flick — her first acting role. Current LP for Sue, our "West Coast Girl of the Week" is titled "Alive and in Love."

Currently Popping Along the Pacific: "Last Waltz" by Engelbert Humperdink (Parrot) in San Francisco, "Ballad of Waterhole #3" by

Roger Miller (Smash) in Seattle, "Holiday" by the Bee Gees (Atco) in San Diego, "Blind Man" by Big Brother and the Holding Co. (Mainstream) in Portland, "Expressway to Your Heart" by the Soul Survivors" (Crimson) in Fresno, "Try It" by the Standells (Tower) in a dead-heat tie with "Get On Up" by the Esquires (Bunky) in L.A.

## CHICAGO:

Morrie Price, who heads up Metro Record Dist. here, hosted a luncheon and live concert in the Cotillion Room



of the Continental Plaza Hotel (1), to intro MGM's hot new group, The Cowsills — who performed excerpts from their newly released album and literally fractured the audience of 250 guests! Their debut deck "The Rain, The Park & Other Things" is already a national sizzler! . . . Southside nitery, The Club, spotlights the Hugh Masekela Quintet 10/11-15 — with a night off 10/13, during which the Count Basie Band takes over! . . . Last Sunday was John Gary Day at all Korvette stores. Occasion marked songster's fifth anniversary with RCA-Victor and was part of the label's monthlong John Gary promotion. "At Carnegie Hall" is the songster's current album . . . Labelmate, Sergio Franchi, comes in 10/11 to do an Orchestra Hall benefit for Boys Town . . . Stax/Volt lark Mabel John, who recently guested on the Ken Hawkins' TV'er out of Cleveland, is prepping for a European tour. Latest single is "I'm A Big Girl Now" . . . The Jonah Jones Quartet open in London House 10/17 for two weeks . . . Comedian Jack E. Leonard and vocalist Kathy Keegan follow Carmen McRea into Mister Kelly's (16) for 3-weeks . . . Barrington Recordings is releasing a debut coupling by The Same, newly pacted all femme group. Sides are "If You Love Me, Really Love Me" b/w "Sunshine, Flowers And Rain" . . . The Paul Butterfield Blues Band headlined at The Cheetah last weekend . . . Michigan-based Dearborn Records boasts a biggie in "You're Too Good To Me Baby" by Silky Hargraves. Deck's reportedly breaking on WJLB and WCHB, two of the area's top blues stations! . . . Among the moving singles out of United Record Dist. are "I Heard It Through The Grapevine" by Gladys Knight & The Pips (Soul), "All Your Goodies Are Gone" by The Parliaments (Revillot), "I Say A Little Prayer" by Dionne Warwick (Scepter) and "I Know She Cares" by The Holidays (Revillot) . . . Tony Bennett, whose current Columbia click is "For Once In My Life", opened in the Empire Room (29) . . . Newcomer Steve Bledsoe, who hails from Harlan, Kentucky and is now making his home in Chicago, recently waxed a coupling on KaHill Records, tagged "The Gals On Highway 41" b/w "If My Heartaches Start To Show" . . . Bobby Garmisa's working on some potent new singles, like "Melancholy Mood" by Tommy Roe (ABC), "Georgia Pine" by The Candy-men (ABC) and You've Got Me Hummin'" by The Hassels (UA), to name a few!

# EVERY ONE A WINNER!



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THAT ONCE THERE  
WAS A SPOT...”

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LIONEL JEFFRIES  
LAURENCE NAISMITH

Music by  
FREDERICK LOEWE

Screenplay and Lyrics by  
ALAN JAY LERNER

Produced by  
JACK L. WARNER

Directed by  
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*... without stint or question, an album of staggering significance!*

*And as befits such rarity of product, the exploitation effort planned and set for this Lerner-Lowe classic has no precedent in all the history of Warner Bros. Records!*

*Never before, an Album Presentation so lush, so rich, so alive with consumer provocation!—And never before, the entire Warner Bros. Organization so feverishly keyed to bring about a height and depth of sales excitement commensurate with the special nature of its quality and substance!*

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- Specially Created Rack Display Unit.
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## ADVERTISING

- Billboard; CashBox; Record World.
- New York Times Sunday Supplement.
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## PUBLICITY/PROMOTION

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# ODE TO BILLIE JOE

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AHMAD JAMAL

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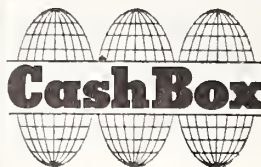
RAMSEY LEWIS

# DANCING IN THE STREET

CADET 5573

# CHESS

RECORDS



## CashBox Radio Active

A survey of key radio stations in all important markets throughout the country to determine by percentage of those reporting which releases are being added to station play lists this week for the first time and also the degree of concentration combining previous reports. Percentage figures on left indicate how many of the stations reporting this week have added the following titles to their play list for the first time. Percentage figures on right include total from left plus the percentage title received in prior week or weeks. (SURVEY COMPLETED TO OCTOBER 4, 1967)

% OF STATIONS ADDING TITLES TO PROG. SCHED. THIS WEEK	TITLE	ARTIST	LABEL	TOTAL % OF STATIONS TO HAVE ADDED TITLES TO PROG. SCHED. TO DATE
47%	It's You That I Need—Temptation—Gordy			47%
40%	Lazy Day—Spanky & Our Gang—Mercury			40%
38%	Incense & Peppermints—Strawberry Alarm Clock—UNI			78%
35%	Love Is Strange—Peaches & Herb—Date			94%
33%	I Can See For Miles—The Who—Decca			62%
31%	Everlasting Love—Robert Knight—Rising Son			78%
30%	You Don't Know Me—Elvis Presley—RCA			30%
29%	The Rain, The Park & Other Things—Cowsills—MGM			98%
27%	Kentucky Woman—Neil Diamond—Bang			27%
26%	Pata Pata—Miriam Makeba—Reprise			26%
25%	Beg, Borrow & Steal—Ohio Express—Cameo			46%
24%	Shout Bamalama—Mickey Murray—SSS Int'l			24%
23%	Go Go Girl—Lee Dorsey—Amy			31%
22%	Ode To Billie Joe—King Curtis & Kingpins—Atco			71%
21%	Boo-Ga-Loo Down Broadway—Fantastic Johnny C— Phil L.A. Of Soul			21%
20%	Walking Proud—Pete Klint Quintet—Mercury			28%
19%	I'm Wondering—Stevie Wonder—Tamla			97%
18%	Wake Up, Wake Up—Grass Roots—Dcnhill			18%
17%	All Your Goodies Are Gone—Parliaments—Revolot			17%
16%	Holiday—Bee Gees—Atco			96%
15%	If This Is Love—Precisions—Drew			36%
14%	Give Everybody Some—Bar-Kays—Volt			14%
13%	Sea Of Love—Kit Kats—Jamie			21%
12%	What Are We Gonna Do—Just Us—Kapp			12%
11%	As Long As You're Here—Zalman Yanovsky—Buddah			57%

LESS THAN 10% BUT MORE THAN 5%

Total % To Date

Big Boss Man Elvis Presley (RCA)	9%	Lovey Dovey Bunny Sigler (Parkway)	17%	Hush Billy Joe Royal (Columbia)	38%
Go With Me Gene & Debbe (TRX)	53%	Little Girl Critters (Kapp)	8%	Brink Of Disaster Lesley Gore (Mercury)	29%

# RCA CAMDEN

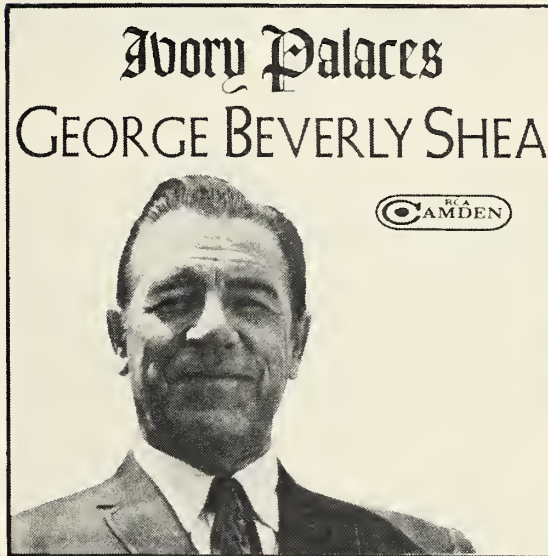
A PRODUCT OF RADIO CORPORATION OF AMERICA

## America's Biggest Entertainment Value

### NEW FOR OCTOBER



Music from the new motion picture. "Fortuosity," "Valentine Candy," "What's Wrong with That," "Watch Your Footwork," "Let's Have a Drink on It!," "Bye-Yum Pum Pum," "Detroit," "I'll Always Be Irish," "Are We Dancing?" CAL/CAS-2164



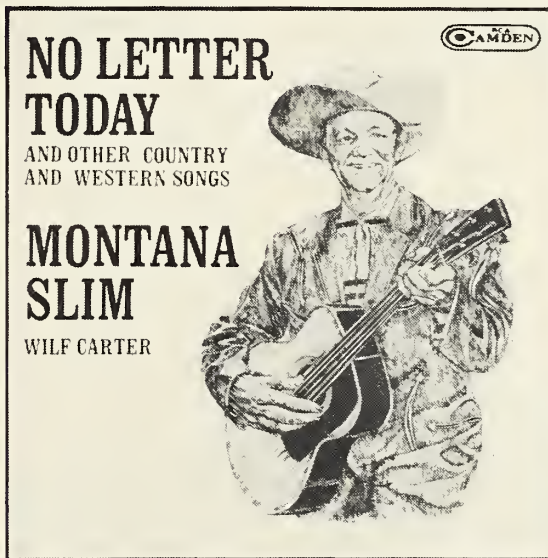
Hymns and religious songs. "Ivory Palaces," "Now I Belong to Jesus," "Memories of Galilee," "Old Time Religion," "On Jordan's Stormy Banks," "Face to Face," "Known Only to Him," "Joshua Fit the Battle of Jericho." CAL/CAS-2174(e)



Their first album. "Making Memories," "Diane," "Hold Me," "When You're Smiling," "Lay Some Happiness on Me," "Memories of You," "I Was Kaiser Bill's Batman," "Love Me Forever," "Memories of Madrid." CAL/CAS-2172



Smooth tenor sax sound with Ray Charles Chorus on "Do I Worry?," "Body and Soul," "My Melancholy Baby," "Let's Fall in Love," "Should I," "It's the Talk of the Town," "You've Changed," "Star Dust," "Tenderly." CAL/CAS-2173(e)



Songs of the West. "No Letter Today," "The Great Speckled Bird," "The Old Chisholm Trail," "The Strawberry Roan," "When the Work's All Done This Fall," "It's All Over Now," "Waitin' for the Maple Leaves to Fall." CAL/CAS-2171(e)



R&B chart selections and oldies. "Sweet Soul Music," "Tomorrow Night," "The Happening," "Passion Flower," "Dead End Street," "Respect," "Why Don't You Do Right," "Soul American," "Oh How I Need You Joe." CAL/CAS-2170

### CURRENT BEST-SELLERS



CAL/CAS-842(e)



CAL/CAS-2133



CAL/CAS-2120



CAL/CAS-983



CAL/CAS-869\*

\* Available on Stereo 8 Cartridge Tape



# CashBox Record Reviews

## Picks of the Week

**ELVIS PRESLEY (RCA Victor 9341)**

**You Don't Know Me (2:26)** Brenner, BMI-Walker, Arnold

**Big Boss Man (2:50)** Conrad, BMI-Reed

R&R's all-time number one man here offers one of his best sessions in a long while. "You Don't Know Me" is an extremely pretty Hill & Range ballad from Elvis' upcoming movie, and "Big Boss Man" is a potent Chicago blues rock with a heavy, contagious rhythm. Both sides are already soaring up to the Top 100, with "You Don't Know Me" leading the way.

**NANCY SINATRA & LEE HAZLEWOOD (Reprise 0629)**

**Lady Bird (3:01)** Lee Hazlewood, ASCAP—Hazlewood

Nancy Sinatra has been connecting consistently with Hazlewood material and both singers struck paydirt with "Jackson;" now "Lightning's Girl" strikes twice with an understated ballad packing a punch under rumpiled velvet surfacing. The team is on the way up again through this slow-mid-speed jewel. Flip: "Sand."

**JAY & TECHNIQUES (Smash 2124)**

**Keep the Ball Rollin' (3:04)** Screen Gems, Columbia, BMI—Randell, Linzer

Detroit opening, steady thump for beat emphasis, smooth vocals with a touch of soul and plenty of power in the production of "Keep the Ball Rollin'" should do just that in the style that has put Jay & the Techniques high in the standings with their "Apples, Peaches & Pumpkin Pie" side. Flip: "Here We Go Again."

**DIONNE WARWICK (Scepter 12203)**

**I Say a Little Prayer (3:04)** Blue Seas & Jac, ASCAP—Bacharach, David

Vivacious voiced Dionne Warwick steps up the pace on her newest offering in the "Another Night" vein rather than the slow ballad bag that has connected for her most recently. Catchy tempo, splendid arrangements and a superb Bacharach-David tune will put her back on top. Flip: "(Theme From) Valley of the Dolls."

**PROCUL HARUM (A&M 885)**

**Homburg (3:53)** [Total, BMI-Reed, Brooker]

"Homburg," the Procul Harum's first single since their switch to the A&M label, is a solid, slow-paced ballad with the same haunting quality in the melody and lyrics which made "A Whiter Shade Of Pale" such a big hit. Piano is the featured instrument on this one. Should make the charts in short order. Flip: "Good Captain Clack."

**OSCAR TONEY, JR. (Bell 688)**

**You Can Lead Your Woman to the Altar (2:18)** Il Gatto, BMI—Chalmore

Two revivals of hits have established Oscar Toney, Jr. as a big blues and pop seller; and now the chanter steps out with original material packing tremendous impact with cracking soul vocals and a snappy mid-speed rock tempo. Immediate breakout can be expected. Flip: "Unlucky Guy."

**MUSIC EXPLOSION (Laurie 3414)**

**We Gotta Go Home (2:08)** [Patricia, BMI—Gentry, Cordell]

A little bit of everything goes into making this newie from the Music Explosion a winning entry for pop honors. Repeated drum punctuation gives extra impetus to the appealing side, "We Gotta Go Home" which shifts from up-tempo to moderately slow always loaded with the sales sounds that have put the team in the spotlight before. Flip: "Hearts & Flowers."

**BOB CREWE GENERATION (DynoVoice 902)**

**Birds of Britain (2:41)** [Saturday, BMI—Crewe, Davis]

Rousing instrumental offerings handed over with flashing brass and a hand-clap section put this side from the Bob Crewe Generation hit potential plus. The bright almost "up" tempo song carries a vivacious air which should send it soaring up the pop charts with good music plus for extra sales push. Flip: "I Will Wait For You" is a splendid brass reading of the practically standard Legrand movie theme. Could have deejays spinning both sides.

**CHRIS BARTLEY (Vando 3000)**

**Baby It's Wonderful (3:09)** [Van McCoy, BMI—McCoy]

Soft vocal rendering with a strike accent on the slow-mid-tempo beat on "Baby It's Wonderful" should put Chris Bartley high in the chart perspective once more. Following up his recent success on "Sweetest Thing Side of Heaven," the chanter will have no trouble in grabbing a large chunk of pop and blues sales. Flip: "I'll Be Loving You."

## Picks of the Week

**ROY ORBISON (MGM 13817)**

**She (2:38)** [Acuff-Rose, BMI—Orbison, Dees]

Unusual effort for Roy Orbison on his latest ballad side outing, "She." The soft material gains power from his excellent reading and the underplayed tense orchestrations. Just off a speedy return entry "Cry Softly, Lonely One," Orbison is once more in a solid sales run with this deck. Pop breakout item. Flip: "Here Comes the Rain Baby."

**EDDIE FLOYD (Stax 233)**

**On A Saturday Night (2:35)** [East, BMI—Floyd, Cropper]

Eddie Floyd's established r&b following should be joined by a solid pop group in rolling out the red carpet for this goodie. The side's hard-hitting rhythmic add to the extra strong vocal attraction on this workout. Blues breakout is in the bag, and pop sales could open up too. Flip: "Under My Nose."

**EVERLY BROTHERS—WAYNE NEWTON**

**(Warner Brothers 7088) (Capitol 2016)**

**Love of the Common People** [Tree, BMI—Hurley, Wilkins]

Celebrating the "common man" and his pride in overcoming problems, "Love of the Common People" has caught c&w hit status and promises to crack the pop scene via two outstanding renditions. The Everly Brothers should bounce back into the rock best seller lists with their teen-gear reading of the song carrying some fine bass rhythm accompaniment; while Wayne Newton's styling will see a brighter response on good music outlets, keeping more of the country flavor in his fine performance. Both sides run 2:55.

**WALTER JACKSON (Okeh 7295)**

**My Ship Is Comin' In (2:56)** January, BMI—Brooks

Hauntingly beautiful and powerfully delivered ballad material should send Walter Jackson's latest offering to the top, not only of the blues charts, but also on the pop front. Overwhelming vocal workout and excellent material on "My Ship Is Comin' In." Flip: "A Cold, Cold Winter."

**PLATTERS (Musicor 1275)**

**Sweet, Sweet Lovin' (2:03)** Catalogue, BMI—Harrell, Bailey

Flashy piano opener sets up the frantic motion of this Platter smash from the very start and there's no let up in the fine up-tempo sound all the way through. Heavy taste of Detroit gold-dust in the orking and the overwhelming delivery of the vocal portion give this side the force to crack sales wide open. Flip: "Sonata."

**FIFTH ESTATE (Jubilee (5595)**

**Heigh-Ho (2:15)** [Bourne, ASCAP—Morey, Churchill]

Hitting the mark with one rock re-vamping of an old movie tune ("Ding Dong, the Witch is Dead"), the Fifth Estate have found a gold mine that is being tapped for another mother lode in the 7 dwarfs theme "Heigh Ho." The effervescent vocals, and brilliantly sparkling instrumental support will set this tune high in the sales ratings. Flip: "It's Waiting There for You."

**CAKE (Decca 32212)**

**You Can Have Him (2:50)** Big Billy, Harvard, BMI—Cook

Vibrant and exciting production puts the icing on this Cake venture which is earmarked for plenty of pop exposure and a good r&b response. Brilliant vocal styling as well as a compelling arrangement should serve the group as their break-through number on "You Can Have Him." More strongly blues slanted appeal could put the flip "I Know" into the picture.

**BILLY VERA & JUDY CLAY (Atlantic 2445)**

**Storybook Children (3:00)** [Blackwood, BMI—Taylor, Vera]

Basically an r&b side, the lilt of "Storybook Children" and its sweeping string support are likely factors which could set up a breakout pop response for the solid side. Excellent vocal and lyrical appeal for the multi-market response. Could skyrocket with just a little exposure. Flip: "Really Together."

**MERV GRIFFIN (MGM 13826)**

**Keep It In the Family (1:53)** Notable, ASCAP—Fields, Coleman

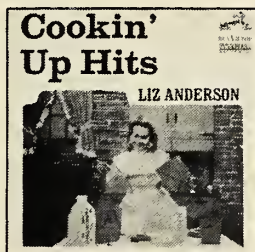
Exposure built into the Merv Griffin calling card should set up a good opening for this light-hearted old-fashioned family fun number with a good music lilt and pop novelty appeal. Could catch fire in a sing-along spirit to spur sales. Flip: "Tell Us Papa."

# NEW ALBUMS for OCT.

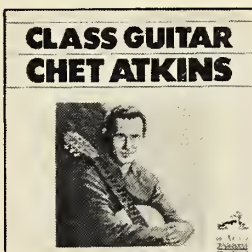
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**NEW  
POP  
ALBUMS**



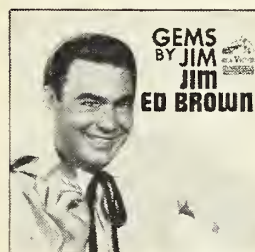
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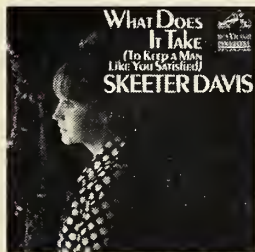
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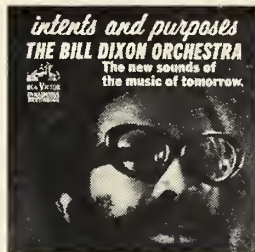
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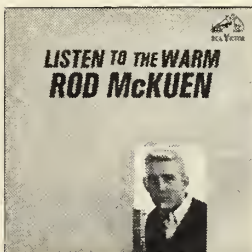
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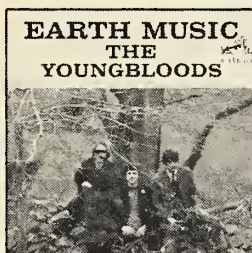
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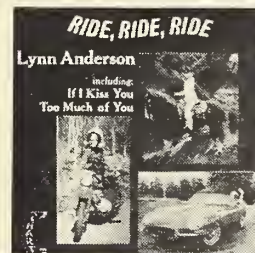
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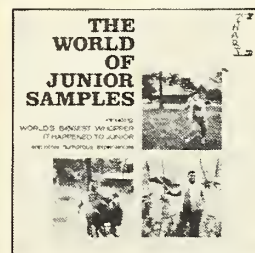
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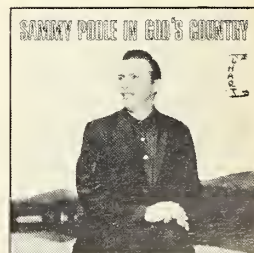
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CHM/CHS-1001(e)†



CHM/CHS-1002†



CHM/CHS-1003†

## NEW RED SEAL RECORDINGS



LM/LSC-6180



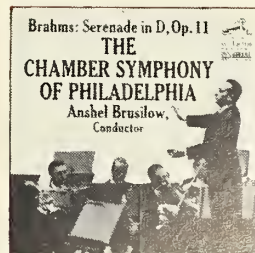
LM/LSC-7050



LM/LSC-2965



LM/LSC-2939



LM/LSC-2976



LM/LSC-2966

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

\*Recorded in Dynagroove sound

†Manufactured and distributed by RCA

## Picks of the Week

**CASH McCALL** (Checker 1184)  
S.O.S. (2:30) Arc, Cragvee, BMI—Higgins, Newsome, Dollison

Expect some tremendous sales action on this "S.O.S." ballad steeped in slow r&b tradition. Excellent vocal and powerfully underplayed orking make the side a deck that will make big noise in blues locales, and stir up some pop interest. Flip: "I'm In Danger" is another good workout in a snappier tempo.

## Newcomer Picks

**BONGI & JUDY** (Buddah 16)  
Running Out (2:11) Earth, BMI—Ashford, Simpson

Unique handling of bass guitar and percussion put the magic into this tremendous vocal showcase premiere for Bongi & Judy. Heavy pop and probable r&b action is likely to establish the duo from their "Running Out" effort. A winner in the sales sweepstakes. Flip: "Let's Get Together."

**HASSLES** (United Artists 50215)  
You've Got Me Hummin' (2:25) Pronto-East, BMI—Hayes, Porter

Add a touch of youthfulness to the polished stylings of the Young Rascals and you'll have a semblance of the sound poured out by the Hassles on their first outing. Slow, steady pace with plenty of dance appeal and wailing vocals should set the team on the right track. Flip: "I'm Thinkin'."

**MOSES & JOSHUA DILLARD** (Mala 575)  
My Elusive Dreams (2:17) Tree, BMI—Putman, Sherrill

Lyrics are the only link between this shattering r&b outing and the c&w original version that scored for David Houston and Tammy Wynette. The beat is solid in an up-tempo bag and the twin vocals pack a wallop that could carry the team to the winner's circle in the blues chart. Flip: "What's Better Than Love."

**STEPHEN MONAHAN** (Kapp 857)  
Play While She Dances (2:50) Ten-East, Bourgoise, BMI—Monahan

Good vocal showing puts across a fine job on this teen-slanted lyric in "Play While She Dances." The potent ork drive makes it a potential favorite with dance crowds and the teen single fans. Should set up a following for the young Monahan. Flip: "The Iron Horse."

**STATUS SYMBOL** (RCA Victor 9344)  
Takin' My Time (2:18) Tandem, BMI—Porter

Rambling rhythmic romp in a happy mid-speed pace from the Status Symbol has enough cute appeal to move into the pop sales spotlight. "Takin' My Time" is a smooth side with sweet appeal for the teens and a portion of the young adult audience. Flip: "Blang-Dang" is another frolic with commercial prospect.

## Best Bets

**ANITA BRYANT** (Columbia 44324)

● **THE HAPPY TIME** (3:08) [Sunbeam, BMI—Ebb, Kander] Anita Bryant should please her many fans with this lovely, nostalgic ballad from the musical of the same name. Feelingful effort by the lark. Flip: "I Don't See Me In Your Eyes Anymore."

**MITCHELL TRIO** (Reprise 0630)

● **LIKE TO DEAL WITH THE LADIES** (2:20) [Cherry Lane, ASCAP—Denver] Novelty handling of a good-time folk sampling. Catchy banjo and band work and some happy lyrical and vocal work could set this side moving from good to pop circles. Cutie with programming magnetism. Flip: "She Loves You."

**DORI GRAYSON** (Murco 1038)

● **TRY LOVE** (3:33) [Heads Up, Su-Ma, BMI—James] Splendid vocal performance by Dori Grayson and a big bouncy rhythmic funk pair efforts in working up a solid offering for r&b spins. Could turn up a big entry on the charts. Flip: "Got Nobody to Love."

**BOBBY CRISTO** (UA Int'l 2807)

● **GOT A GOOD THING GOING** (2:09) [Unart, BMI—Cristo] Heavy drumming and solid rock beat put spark behind the mid-speed vocal showing of Bobby Cristo on this rock side. Could snap attention for the chanter. Flip: "That's Love."

**DAVE "BABY" CORTEZ** (Roulette 4759)

● **HULA HOOP (SHOOP SHOOP)** (2:15) [Me-N-U, Cortez, BMI—Glover, Clowney, Levy] A bright cheerful r&b swing-out side glances at the scene with a cute winking eye and makes the most of the currently revived hula hoop for dance and blues spinner delight. Flip: "Come Back."

**JIMMY CASTOR** (Smash 2120)

● **MINI SONATA** (2:25) [Jimpire, Bozart, BMI—Castor, Pruitt] Could be a big blues showing for this instrumental rocker with a spicing of Latin in the drum work, and soul sax lead. May open the throttle saleswise. Flip: "Jamaica Farewell."

## Best Bets

**JERRY LEE LEWIS** (Smash 2122)  
● **TURN ON YOUR LOVE LIGHT** (2:34) [Don, BMI—Scott, Malone] Operating with a big band and sounding smoother than his usual self, Jerry Lee Lewis could stir up considerable action with this oldie in a fast tempo. Flip: "Shotgun Man"

**DAMITA JO** (Epic 10235)

● **WALK AWAY** (2:55) [Carwin, ASCAP—Leigh, Bernstein] Intimate vocal work from the almost whispering Damita Jo should put this tune from the forthcoming "How Now Dow Jones" mainstemmer on many good music programming lists. Flip: "Dinner for One Please James."

**MARY McCASLIN** (Capitol 2020)

● **RAIN** (2:55) [Maclen, BMI—Lennon, McCartney] Served up in an almost Joan Baez rendering, this former second entry of a two sided Beatle hit could score for the new chantress. Flashy folk orking, good vocal and an interesting session. Flip: "This All Happened Once Before."

**REALISTICS** (Loma 2079)

● **IF THIS AIN'T LOVE** (2:25) [SuRon, McCoy, Left Turn, BMI—Ervin, McCoy, Savoy] Unique arrangements and a good vocal showing from the Realistics put a solid appeal behind this r&b offering. Could catch hold and find a sales response waiting. Flip: "What'cha Gonna Do."

**BILL SODEN** (Compass 7012)

● **STOP! IN THE NAME OF LOVE** (2:30) [Jobete, BMI—Holland, Dozier, Holland] Enticing classical string-rock bass opening draws the ear into this attractive up-dating of the years-back Supremes hit. Should be considered for change-of-pace airing and could see good pop sales action. Flip: "My Mermaid & Me" is an eastern flavored sitar-touched mid-speed imagery vehicle.

**SUPERFINE DANDELION** (Mainstream 672)

● **PEOPLE IN THE STREET** (2:22) [Brent, Renda, BMI—McFadden, Collins, Black, Carver, Musil] Steady beating rock side with interesting lyrical content. Could catch a piece of the pop action. Blues drenched orking put the power behind a good group showing.

**JOE BATAAN** (Fania 447)

● **GYPSY WOMAN** (2:31) [BMI—Bataan] Already a Latin chart topper, and now showing signs of breaking out in r&b areas, this English-language Latin item packs a bright vocal and some grand dancier-catching rhythmic power. Could make a strong move with added punch from a wild concluding segment. Flip: "So Fine."

**FRANKIE RANDALL** (RCA Victor 9346)

● **THE HAPPY TIME** (2:31) [Sunbeam, BMI—Ebb, Kander] Smooth melody, catchy lyrics and a fine vocal showing by Frankie Randall could add up to a lot of exposure on good music outlets of this title tune from the forthcoming B'way show. Added laurels to the "Cabaret" tunesmiths. Flip: "When the World is Ready."

**MEANTIME** (Atco 6524)

● **FRIDAY KIND OF MONDAY** (2:36) [Unart, BMI—Barry, Greenwich] Unusual sound on this lilting ballad in the teen bag. Offering carries all the originality and appeal of the best Jeff Barry-Ellie Greenwich works, and is treated well by the showing of the Meantime. Flip: "Right Back Where I Started From."

**SHELIA HERN** (Chart 1007)

● **DON'T GIVE A MAN WHAT HE WANTS** (1:59) [Yonah, Younger, BMI—Black, Dobbins, Rogers] Fanciers of r&b sounds will be favorably impressed with this delightful ballad serving from Shelia Hern. The newcomer could stir up attention with the mid-speed blueser in a countrified vein. Flip: "Monday, Wednesday & Friday Girl" is another out of the ordinary side, one that might even outdo the "Don't Give A Man" reading. Slow to moderate tempo, harder beat and more exciting showcase of the lark's voice fill the bill here.

**LARRY CHELSI** (Leopard 391)

● **GLAD RAG DOLL** (2:20) [ASCAP—Dougherty, Ager, Yellen] Booming vocals from Larry Chelsi and a happy (almost burlesque) nightclub brass section backing make this exciting version of the oldie one that will be fine fare for up-paced good music spinning. Flip: "I'm Glad There Is You" shows the singer's more contained side in a soft ballad standard still rippling with power. Leopard Records, 136 E. 55 St., NYC

**APRIL STEVENS** (MGM 13825)

● **FALLING IN LOVE AGAIN** (2:30) [Famous, ASCAP—Lerner, Hollander] Very cute vocal from April Stevens (solo) with a sharp ballad side and country-styled orking could snare both pop and good music spotlights for the chanteuse. Good effort with fine potential. Flip: "Wanting You."

**13TH POWER** (Sidewalk 927)

● **I SEE A CHANCE IS GONNA COME** (2:17) [Mirby, BMI—Wibler, Beckner] Psyche-guitar licks put a glow behind this snappy mid-speed offering from the 13th Power. Has enough rock appeal to become a potential winner. Flip: "Captain Hasel" carries a harder drive in the rhythmic punch and could either steal the rock spotlight or make the deck a two-sided hit.

**SUPER K GENERATION**

(Laurie 3413)  
● **HEART FULL O' SOUL (PART II)** (2:15) [Kaskat, BMI—Kasentz, Katz, Chiprut] Look for a solid showing to get behind this funky blues-rock instrumental. Pretty beat and a fine organ showing make it a possible candidate for action. Flip: "Heart Full O' Soul (Part I)."

**VICTOR LUNDBERG** (Liberty 55996)

● **AN OPEN LETTER TO MY TEENAGE SON** (4:24) [Asa, ASCAP—Thompson] Inspirational narrative with some interesting points to make, but after a generally strong message opening the conclusion rings somehow false. Could see some exposure. Flip: "My Buddy Carl."

**LAURA LYNN** (Try! 007)

● **UNTIL THEN** (2:30) [Milene, ASCAP—Ledo] Soldier boy lyrics of love and a dance appealing beat could stir up attention for this bluesy flavored offering. May turn out to be a sleeper. Flip: "When You're In Love."

**ANITA KERR SINGERS** (Warner Brothers 7085)

● **IN THE MORNING** (2:50) [Lawrence Wright, ASCAP—Weston, Warren, Roker] This pretty vocal session from the Anita Kerr Singers is a likely item to gain lots of good music exposure and the arrangements on this hard-hitting ballad may well send it soaring popwise. Flip: "The Smile You Save For Strangers."



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# CashBox Record Reviews

## Best Bets

**ROBERT GOULET** (Columbia 44305)  
 ● **MON AMOUR ... MON AMOUR** (2:42) [Cromwell, ASCAP-Sigman, Barouh, Lai] Robert Goulet offers a smooth reading of this motion picture title ditty. Could go somewhere. Flip: "This Year."

**HORST JANKOWSKI** (Mercury 72740)

● **A MAN AND A WOMAN** (2:36) [Northern, ASCAP—Barouh, Lai, Keller] Beautiful piano stylings make the most of an already widely performed number from the much acclaimed film "A Man & A Woman." Splendor of this version will garner much good music attention. Flip: "A Lover's Concerto."

**FULLER BROTHERS** (Keymen 110)

● **(I WANT HER) BY MY SIDE** (2:29) [Talk & Tell, House of Joseph, BMI—Howard, Fuller] Low down intro moves into a soul ballad of monster r&b sales potential. Slow and nicely worked vocals are aided by an emotion enticing organ back-drop. Blues hit. Flip: "Moanin', Groanin' and Cryin'."

**BILLY LEE RILEY** (Mojo 8001)

● **MISSISSIPPI DELTA** (2:40) [Larry Shayne, ASCAP—Gentry] Big beat stepped up Delta blues comes on strong in this version of the Bobby Gentry penned outing. Emphasis on beat and some throaty vocal outpourings could set this one on the hit road. Flip: "Don't Fight It." Mojo Records, C/O Atco.

**LORRAINE CHANDLER** (RCA Victor 9349)

● **OH HOW I NEED YOUR LOVE** (2:45) [Millbridge, Daedalian, BMI—Lewis, Ashford] Finely orked and superbly sung r&b side from Lorraine Chandler could score with big sales in the r&b line. Slow ballad lament spotlights the lark's exquisite voice. Flip: "I Can't Change."

**STEVE JORDAN** (ARV Int'l 5006)

● **LA BAMBBA** Latin perennial gets a lively up-dating in this solid beat side. Tremendous drive and a heary ork workout aided by snatches of vocal outburst could serve to liven pop. Latin and possibly blues programming. Flip: "Squeeze Box Man" is more an r&b instrumental. ARV Records, 821 North 23d, McAllen, Tex.

**JOHNNY MOFFETT**

(Canterbury 518)  
 ● **I FOUND JOY** (1:52) [Moptop, BMI—Moffett] Hard-hitting blues background and a nerve-tingling blues chant vocal by Johnny Moffett could snag many sales and a big reaction in r&b areas. May crack the pop marketplace too. Flip: "Send Her Home to Me."

**TED FORD** (Sound Stage 7 2594)

● **PRETTY GIRLS EVERYWHERE** (2:10) [Recordo, BMI—Church, Williams] Cute side with an unusually ear-catching delivery in pronunciation by Ted Ford. That little extra could keep this side in the mind of enough people to set it on the hit path. Flip: "She's Gonna Come Back."

**CULVER STREET PLAYGROUND**

(Seville 144)  
 ● **EAST RIVER LOVERS** (2:54) [Saxon, BMI—Goldstein] Attractive funky ork opener and a down-keyed vocal showing from the lead singer put plenty of blues appeal on this pop or r&b oriented side. Could make some noise. Flip: "Feedback"

**MARILYN MAYE** (RCA Victor 9347)

● **STEP TO THE REAR** (1:58) [Carwin, ASCAP—Leigh, Bernstein] Giddy brass and banjo bust-out bright side gives Marilyn Maye a splendid opportunity to shine on a selection that will be on many good music and middle-of-the-road stations. Fine side from the score of B'way's "How Now Dow Jones." Flip: "For Those in Love."

**MICKIE FINN** (Dunhill 4104)

● **BONNIE & CLYDE** (2:13) [Witmark, ASCAP—Strouse] Perky banjo opening slides into a happy dixie-feeling bouncer which could grab much attention from moviegoers' mention. Pop play and good music change-of-pace deck which might breakout. Flip: "Finnigan's Alley"

**RAYMOND LEFEVRE & ORK**

(4 Corners 147)  
 ● **AME CALINE (SOAL COAXING)** (2:35) [BIEM, Polnareff] Beautiful orchestrations on this French lovely with a classical melodic line, some enticing chorale touches and a solid beat in mid-speed splendor. Could gain wide exposure. Flip: "If I Were A Carpenter."

**ANDRE WILLIAMS** (Checker 1187)

● **THE STROKE** (2:40) [Chevis, BMI—Higgins, Williams, Mind] Catching all the power of the new dance step, this side hits hard and should make a smash move in r&b circles. Could blaze along in the pop circuit as well. Flip: "Humpin' Bumpin' and Thumping"

**GUNTER KALLMAN CHORUS**

(4 Corners 146)  
 ● **TAMMY** (2:40) [Northern, ASCAP—Livingston, Evans] Splendid good music sampling of the old hit that has lost no luster through age. Sweeping string section, nice bell + ork break and the exquisite vocal stylings of Gunter Kallman should spark plenty of play. Flip: "You Know What to Do" places the chorus in a Hawaiian mood.

**JAMES PHELPS**

(Fontana 1600)  
 ● **FABULOUS ONE** (3:00) [Alstein, BMI-Phelps] James Phelps could make a nice amount of sales noise with this soul-filled R&B romancer. Watch it. Flip: "The Wrong Number"

**MOMMY**

(United Artists 50219)  
 ● **SAD SONG** (2:29) [H & L, Unart, BMI-Safka] Might be a chart spot in the cards for this nice-harmonied, blues-toned, mid-tempo melody-rocker. Excellent production.  
 ● **LOVE IN MY MIND** (2:38) [H & L, Unart, BMI-Safka] Spanish-classical harpsichord intro leads into a tuneful, bittersweet rock ballad. Could go far.

**SHERRY GROOMS**

(ABC 10987)  
 ● **FOREVER IS A LONG TIME** (2:25) [Low-Sal, BMI-Buie, Gordy, Atkins] Medium-paced, romance-oriented rocker with a steady beat. Might catch on for Sherry Grooms. Flip: "That Same Old Song"

**STAN FREEMAN**

(Project 3 1317)  
 ● **WHEN I LOOK IN YOUR EYES** (2:08) [Hastings, BMI-Bricusse] Lushly ork'd piano reading of this lovely ballad from the "Dr. Doolittle" flick. Could go over big with good music listeners. Flip: "Fascination"

## Best Bets

**BILLY BUTLER**

(Brunswick 55347)  
 ● **I'LL BET YOU** (2:48) [Jobete, BMI—Clinton, Barnes, Lindsey] Orchestrations are a cross between Staple Singers and Detroit stylings, but the vocal is Billy Butler's own brand of bright belting on a side that should see plenty of r&b activity. Could break open popwise too. Flip: "Careless Heart."

**DAN HENDERSON**

(Dynamic 116)  
 ● **ONLY LOVERS** (2:15) [Senisa, ASCAP-Schilling] Bluesy bossa nova side with some interesting treatment could set this side in motion. Good music offering with hearty vocal sound. Flip: "L.A. Is Where It's Happening." Dynamic Records, P.O. Box 28123, San Antonio, Tex.

**AFRO BLUES QUINTET PLUS ONE**

(Mira 245)  
 ● **WHERE DID OUR LOVE GO** [Jobete, BMI—Holland, Dozier, Holland] Sparkling semi-jazz reading of the while ago Supremes hit on this sampling. Stunning work on flute, vibes and bass lend fire for good music spinning and could hit pop listeners. Flip: "La La La La La" is a driving Latin side with tremendous verve for deejay action.

**GLADYS KNIGHT & PIPS**

(Soul 35039)  
 ● **I HEARD IT THROUGH THE GRAPEVINE** (2:52) [Jobete, BMI—Whitfield, Strong] Always a team with sounds sought after in r&b sales spots, Gladys Knight & the Pips have another blues hit with some pop potential on this tasty, spicy, mid-speed chant with gospel flavoring. Flip: "It's Time to Go Now."

**NEIGHBORHOOD**

(Acta 813)  
 ● **MAINTAIN** (2:09) [Equinox, BMI-Payne] West coast venture with some good groupwork on the vocal and in soft harmonies that build in each verse to a solid throb refrain. The side smacks with teen appeal and a bit of middle-of-the-road attraction. Flip: "Just No Way."

**LENNY & M.H.F.R.**

(Reading 609)  
 ● **PSYCHEDELIC SOUL** (2:41) [Slide, ASCAP—McKinnon] Grand organ pyrotechnics with snatches of commentary make this side an interesting rock or blues instrumental that could pick up a sizeable chunk of sales with just a smattering of exposure. could click. Flip: "Don't Take Your Love Away." Reading Records, 411 Gordon St., Reading, Pa.

**BILLY HARNER**

(Kama Sutra 238)  
 ● **HOMICIDE DRESSER** (2:50) [Renzi, Daron, BMI—Brian, Renzetti] Up-tempo antics from Billy Harner make this hard-hitting rock side one to watch. The off-beat lyrics, pseudo-soul vocals and a fine bit of organ soloing with hefty drumming set the side up for breakout showings.

**BOBBIE GENTRY & JODY REYNOLDS**

(Titan 1736)  
 ● **REQUIEM FOR LOVE** (2:20) [Dolly Bee, BMI—Reynolds] Taken from the can as a result of the popularity of both artists, this side packs an eerie attractiveness and could receive a hearty welcome in country and pop spots. Flip: "Stranger in the Mirror" is another goodie with potent capabilities. Titan Records, 1951 Holmby Ave., L.A.

**TOMMY TUCKER**

(Checker 15798)  
 ● **A WHOLE LOTS OF FUN** (2:45) [Arc, BMI-Dollison, Higgins, Newsome] Here's a groovy shuffling, contagious R&B effort that could garner loads of spins from Tommy Tucker. Stay on it. Flip: "Real True Love"

**1ST NATIONAL BAND**

(Monument 1031)  
 ● **THE TRIP DOWN** (2:36) [Music City, ASCAP-Ford, Barnes] Sorrowful, building rock item here. Could do something for the 1st National Band. Flip: "When Once It Was Good."

**WARYORES**

(Colt 646)  
 ● **GET THE BUTTER** (2:25) [C. J., BMI] Infectious, nocturnal jazz instrumental could make a name for the Waryores. Merits attention. Flip: "Fat Emma"

**BILL FAY**

(Deram 85017)  
 ● **SOME GOOD ADVICE** (2:20) [Gil, BMI-Fay] Look out for Billy Fay to chalk up a healthy sales figure with this pretty, imaginative ballad. Could be a winner. Flip: "Screams In The Ear" (3:20) [Gil, BMI-Fay] Poetic bluesier in the Bob Dylan manner. Interesting.

**THE CHAPLINS & WILL JORDAN'S FRIENDS**

(Rock-Land 664)  
 ● **OLD TIME MOVIES** (3:07) [Rampo, BMI-Chapin] The Chaplins & Will Jordan's Friends could get spins aplenty with this imaginative novelty item. Keep it in sight. Flip: "Not Your Kind"

**NORMAN WEST**

(Smash 2123)  
 ● **WHAT KIND OF SPELL** (2:23) [MRC, BMI-Johnson, Shears, Butler] Wild, danceable rock stand. Might do good things for Norman West. Flip: "Words Won't Say"

**STEREO'S**

(Cadet 5577)  
 ● **STEREO FREEZE** (Part 1) (2:49) [RTD, ARC, BMI-Williams, Hicks, Collins, Huffman, Paris, Robinson] The Stereo's could make a lot of noise with this rhythmic R&B soul session. Keep tabs. Flip: "Stereo Freeze" (Part 2)

**MUGWUMP ESTABLISHMENT**

(Sidewalk 931)  
 ● **I CAN'T KEEP FROM CRYIN'** (2:45) [Country Spirituals, BMI-Knight] Could be a winning amount of airplay on tap for the Mugwump Establishment via this woes-filled rock venture. Give it a spin. Flip: "Bo Weevil"

**VENTURIE '5'**

(Venturie 10001)  
 ● **THE WAY YOU FEEL** (2:38) [Dundee, BMI-Keith] This one is a slow-moving blueser that could win a following for the Venturie '5'. Scan it with care. Flip: "Good 'N Bad"

**JOHNNY HODGES**

(Verve 10555)  
 ● **DON'T SLEEP IN THE SUBWAY** (2:57) [Duchess, BMI-Trent, Hatch] Steady-moving, full-bodied instrumental treatment of Petula Clark's while-back smash. Could do nicely in middle-of-the-road areas. Flip: "Everytime She Walks"



# THE MOMENTUM CONTINUES

## KEEP THE BALL ROLLIN'

### JAY AND THE TECHNIQUES

S 2124

New Hit Single

From The

Hit Album

A JERRY ROSS PRODUCTION

Jay &  
Techni

Apples, Peaches



If It's a Hit... It's on  
**SMASH**  
RECORDS

**Laurie LP Documents  
History Of Rock 'N Roll**

NEW YORK—Laurie Records will release in the near future an album which documents the history of rock 'n roll music. Dubbed "Rock 'N Roll-Evolution Or Revolution?", the LP is the outcome of three years of research.

The narrative, by executive producer Norman N. Nite, discusses the evolution of the music scene from 1954 thru 1967 with musical illustrations.

Laurie acquired the rights to use key sections of 41 rock 'n roll hits including "SH-Boom," "Rock Around the Clock," "In the Still of the Night," "Come Go With Me," "Tonight Tonight," "Searchin'," "One Summer Night," "Those Oldies But Goodies," "He's so Fine," and "Shop Around."

The album will have a double fold jacket and Laurie has brought in the industrial package firm of Owen W. Coleman Associates, Inc. to do the jacket's design.

**Kapp Inks Brian Foley**

NEW YORK—Kapp Records has just signed 21 year old singer Brian Foley. Foley's first Kapp single, produced by president David Kapp himself, will be released in the near future. Kapp plans a heavy national campaign for the chanter.

Foley is currently in his senior year at Harvard, and until he finishes college he will come to New York only occasionally—to record or for vital promotions.

Foley, who acts as well as sings, spent last summer in barn theater production. He has also had recent TV exposure.

**New Epic Tape Cartridges**

NEW YORK—Epic Records is offering four new tape cartridges, available in both 4 and 8-track conversions, for the month of October. They are: "Golden Hymns," by David Houston; "Why," by the Staple Singers; "Hawaii's Greatest Hits," by Prince Kalua; and "Major Lance's Greatest Hits."



**CashBox New Chart Additions**

**NEW TOP 100 ALBUMS**

- 79—HAWAIIAN ALBUM  
Roy Canniff (Columbia CL 2747/CS 9547)
- 86—GONE WITH THE WIND  
Original Soundtrack (MGM 1E-10 St.)
- 96—ALLIGATOR BOOGALOO  
Lou Donaldson  
(Blue Note BLP 4263/BLPS 84264)
- 97—DANCING IN THE STREET  
Ramsey Lewis (Cadet LP/LPS 794)
- 115—TIME ALONE WILL TELL  
Jerry Vale (Columbia CL/ 2684/CS 9484)
- 118—TURN THE WORLD AROUND  
Eddy Arnold (RCA Victor LPM/LSP 3869)
- 125—MEXICAN TRIP  
Mystic Moods  
(Philips PHM 200-250/PHS 600-250)
- 138—SOPWITH CAMEL  
(Kama Sutra KLP/KLPS 8060)
- 139—THERE MUST BE A WAY  
Jimmy Roselli  
(United Artists UAL 3611/UAS 6611)

**NEW TO TOP 50 IN R&B**

- 45—I SAY A LITTLE PRAYER  
Dianne Warwick (Scepter 12203)
- 46—BABY IT'S WONDERFUL  
Chris Bartley (Vanda 3000)
- 47—SHAME ON ME  
Chuck Jackson (Wand 1166)
- 48—LOVEY DOVEY  
Bunny Sigler (Parkway 6000)

**Col In Tour Tie-In Promo  
For Masterworks Artists**

NEW YORK—Using the slogan, "The Sound of Genius" Is the Sound of Sales", Columbia Records has begun a promotional campaign to tie in with the numerous forthcoming personal appearances and concerts which will be made by many of its top Masterworks artists. Masterworks merchandising director R. Peter Munves, is supervising the campaign.

Among those Columbia Masterworks artists who are slated for concert tours are pianists Rudolf Serkin, Gary Graffman, Eugene Istomin and Gaby and Robert Casadesus; violinists Isaac Stern and Zino Francescatti; organharpsichord virtuoso E. Power Biggs; Metropolitan Opera tenor Richard Tucker; conductors Igor Stravinsky, Robert Craft and Pierre Boulez; the Juilliard String Quartet; the Philadelphia Orchestra, and various artists from the Marlboro Music Festival in Marlboro, Vermont.

As part of the promotion campaign, Columbia is running full-page ads in the programs of the major concert halls where its artists will perform. These are Carnegie Hall, New York; Philharmonic Hall, New York; Symphony Hall, Boston; Orchestra Hall, Chicago; the San Francisco War Memorial; the Los Angeles Pavilion; the Academy of Music, Philadelphia; and Severance Hall in Cleveland. Columbia distributors in all areas

where Masterworks artists will appear will be encouraged to supplement this advertising with newspaper and program ads in conjunction with the concerts.

Columbia will make album covers and other materials on Masterworks artists for local promotion use as lobby displays and dealer windows. Concert tickets will be made available to dealers, and classical radio deejays will be furnished with copies of albums by the appearing artists.

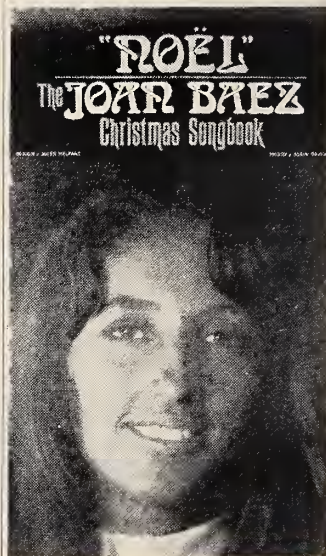
Impetus will be added to the "Sound of Genius" campaign by many nationwide radio and television programs during the coming months. Weekly broadcasts by the New York Philharmonic, the Philadelphia Orchestra and the Cleveland Orchestra will be heard on classical-music FM stations throughout the country. The CBS Television Network will again present four "Leonard Bernstein's Young People's Concerts" taped at Philharmonic Hall, Lincoln Center. And on Friday evening, December 29, "The Bell Telephone Hour" will present a one-hour special on Pablo Casals at Marlboro. Casals will be seen rehearsing and conducting portions of Mozart's "Haffner" Symphony with the Marlboro Festival Orchestra, and Rudolf Serkin will be heard with a string quartet in portions of Schubert's Quintet for Piano and Strings.

**Ryerson To Release  
2nd Baez Songbook**

NEW YORK—Ryerson Music, a division of Vanguard Records, will release its second Joan Baez songbook, "Noel" Joan Baez Christmas Songbook" in the near future. The book contains Christmas carols and folk-songs which over the years have been featured in the artist's recording and concert repertory. Arrangements for voice and piano are by Peter Schickele with complete chord progressions and capo-key indications for the guitarist.

Painter-book illustrator Eric Von Schmidt provided illustrations in color including many full-page drawings. The entire book was edited by Maynard Solomon, Vanguard's president. It is designed in an 8 1/4"x11" format and is being made available for \$2.50. The first "Joan Baez Songbook" was extremely successful and is currently in its 9th printing. In order to reach an even wider audience, the 64 folk-songs featured in the songbook have been separated into three categories, Songs Of Our Times, American Ballads And Folk Songs and British Ballads And Folk Songs, and will be

made available in separate songbooks at the end of the month. These books will sell for \$2.50 each.



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**REDD FOX DTL 840 \***  
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THE LATEST AND GREATEST!

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early delivery and  
extra profits!



**OTHER DOOTO BEST SELLERS!**


**DOOTO COMEDY RECORDS \$ELL!**

ORDER NOW FOR HOLIDAY SALES

**5 + 1 "STOCK-UP" DEAL!**

\*Available on 4 and 8 Track Stereo Tape Cartridges.

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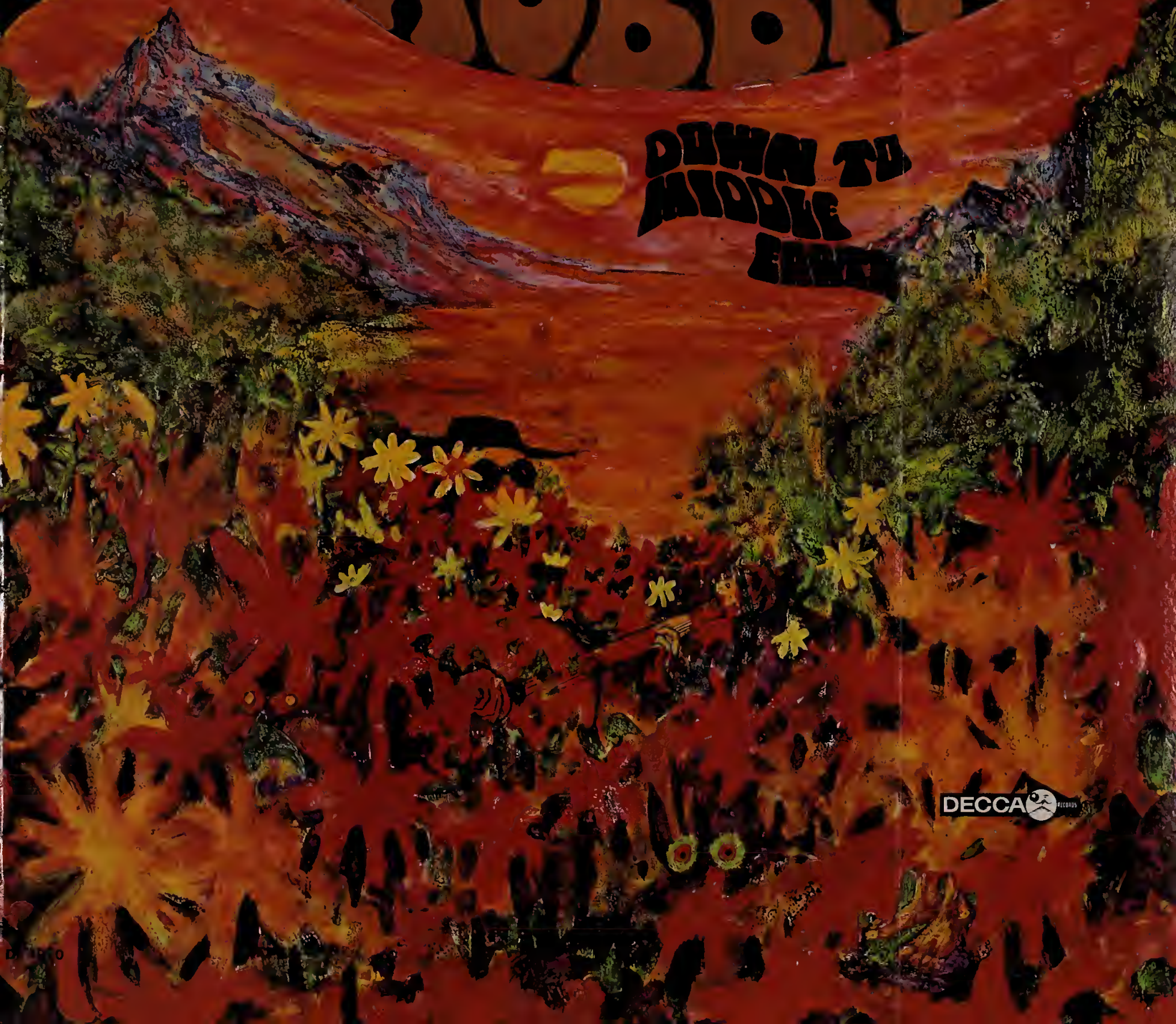
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DL 74920

STEREO

# THE HOBBITS

DOWN TO  
MIDDLE  
EARTH



DECCA RECORDS

D. P. O.

Censorship in the record industry has never made much sense, but the situation in Los Angeles would seem to have a particular quality of fantasy. KFVB-Los Angeles has charted the Standell's "Try It" at number 23, but has added an asterisk to show that they are not playing it. The disk was first played in Los Angeles by KRLA-Pasadena several weeks ago. For the first two weeks, KRLA presented the lid in an edited version and each play was preceded by an editorial to indicate that the song was cut and that the missing words were "love" and "action." The tune hit the KRLA charts and the complete version is currently being used. KFVB has been advised by its attorneys not to play the record. Released in March, the disk was cited by Gordon McLendon as an example of a record not fit for airplay. Perhaps a new sort of chart could be devised, with asterisks to indicate records unfit for airplay. An Asterisk of the Year Award could then be presented to the most popular unplayable record. There is no end to the possibilities inherent in the ludicrous results of record censorship.

formation and news, and generally filling in for the Chicago outlet's missing personalities, as a result of the strike called by the National Association of Broadcasting Employees and Technicians. The six personalities, Clark Weber, Bernie Allen, Larry Lujack, Ron Riley, Art Roberts, and Jerry Kay are members of the American Federation of Television and Radio Artists, which is honoring picket lines set up by NABET. Earlier this year an AFTRA strike forced a similar situation at the outlet. Assisting WLS personnel are two executives from another ABC-owned outlet, WXYZ-Detroit.

WQAM-Miami Beach is awarding cash prizes to its listeners for predicting the final score of seven pre-selected football games. Back for a second year is the WQAM Football Free-For-All Game. Listeners are asked to predict the outcome of a combination of seven high school, college, and pro games. Each WQAM personality is assigned a game, and asks the listeners to send in a post card with their prediction on his game. One exact prediction yields \$5.60; two correct, \$25.56; three, \$56.00; and four or more correct, \$560.00.

Sixteen South Florida girls have won places in the Miss Teenage Miami finals. The Miss Teenage Miami contest is co-sponsored by WFUN-Miami, Fla., and Richards Department Store. The girls were selected as finalists in the first three semi-final eliminations. They will compete with nine more finalists yet to be chosen for the crown of Miss Teenage Miami on Saturday, October 21. The Miss Teenage Miami Pageant will be held at the Dade County Auditorium. The lucky girl chosen Miss Teenage Miami will receive an all expense paid trip to Dallas to compete for the title of Miss Teenage America. In addition, Miss Teenage Miami receives a TV set, complete wardrobe, hair dryer, record player, a complete library of record albums, and much more.

"Unfinished Revolution—1966," a series of four 55-minute WMAQ-Chicago programs dealing with the demands posted on the door of Chicago's City Hall by Dr. Martin Luther King, Jr., in July, 1966, has been named the recipient of the 1967 National Conference of Christian and Jews Mass Communication "Certificate of Recognition." The four programs dealt in sequence with the demands for improved education, welfare, housing, and employment. The format of each program included the reading of the reasons for the demands by Dr. King recorded at the July 10 rally. This was followed by a ten-minute dramatic situation which set forth one particular instance of possible racial discrimination in the area under exploration. The remainder of the time was allotted to a discussion of the demands by expert guests in the studio and telephoned questions and comments from listeners at home. In announcing the awards, Dr. Sterling W. Brown, president of the NCCJ, stressed the ever-increasing impact of the mass media in helping Americans to come to grips with today's pressing human relations problems in both local communities and national life.

**SPUTTERS:** Sam Riddle of KHJ-Hollywood was selected "Deejay of the Week" in the recent contest held by the Kodak Company.

**VITAL STATISTICS:** Fred Kiemel, formerly production manager for KMEN-San Bernardino and the Hollinger stations, has returned to KDEO-San Diego as program director . . . Richard F. Carr, formerly with WIP-Philadelphia, has been named program director of WNEW-New York. The appointment is effective November 6 . . . Lou Waters, most recently music director for KNEW-Oakland, Calif., has been appointed program director of KKUA-Honolulu.



**THE FACE OF VICTORY:** That belongs to Jeffrey Coain of Brookline, Mass. (L.), who won an original oil painting of Sgt. Pepper in Capitol Records' contest tied in with the Beatles' "Sgt. Pepper's" album. The idea of the contest was to "name the faces on the cover." WRKO-Boston ran the contest, and WRKO deejay Chuck Knapp is shown awarding the oil to the lucky winner.

Michael Blodgett, star of KHJ-TV-Los Angeles' "Groovy" TV variety show, is organizing a group of entertainers who will perform weekly at Army hospitals and orphanages in the southern California area. To be known as "Michael Blodgett's Groovy Cavalcade," the troupe will include such singing groups as the Doors, singer Donna Loren, and the winners of the "Groovy" bikini contest. Rehearsals began September 25 at KHJ-TV.

A "bandstand" format show is being programmed for teenagers on KGW-TV-Portland, Ore. Premiere color program is October 14. The title is "This Is It," and the show is hosted by Lynn Easton, recently retired from the Kingsmen. Ken Yandle, executive producer of "This Is It," would appreciate any help with current records appealing to the teen group. He is also requesting any pictures of recording artists that could be used on the program or given to the participants. Yandle would like to know if any performers are coming to Portland and would like to lip sync a side on the show for promotional purposes. Any video taped or filmed open-end interviews could also be used.

For the second time this year members of WLS-Chicago's executive staff are seated before microphones, introducing records, providing weather in-

**FYI...**

CASH BOX HAS BEEN RUNNING AN AVERAGE OF ALMOST ONE ALBUM SLICK PER WEEK SINCE THE BEGINNING OF 1967

YOU JUST CAN'T BEAT THE IMPACT OF THE SLICK.

IT PROMOTES, IT SELLS. . . .

AND IT'S A GREAT BUY AT THE LOW CASH BOX RATE.


ASK YOUR NEAREST CASH BOX REP FOR COMPLETE DETAILS.

**PARDON OUR GRAMMER, but—  
THE HOBBITS is here!**

with an exciting musical concept... Available wherever HIT records is sold!

Exclusively on





*It's delightful,  
it's delicious,  
it's delovely.  
In fact...*

# **BABY IT'S WONDERFUL**

*b/w I'll Be Loving You*

**VAN-3000**



*Vando, A Division of  
Cameo Parkway Records, Inc.  
Marketed by MGM Records,  
A Division of  
Metro-Goldwyn-Mayer Inc.*

*Produced, Arranged &  
Conducted by Van McCoy*

# **CHRIS BARTLEY**

*and he's going to have a wonderful time at the top of the charts!*

## BMI Offering \$14,300 In 16th SCA Competition

NEW YORK — Broadcast Music, Inc. (BMI) is making a total of \$14,300 available to young composers in its 16th annual Student Composers Awards competition.

Established in 1951 by BMI in cooperation with music educators and composers, the SCA project annually gives cash prizes to encourage the creation of concert music by student composers (under the age of 26) of the Western Hemisphere and to aid them in financing their musical educations. Prizes ranging from \$250 to \$2,000 will be awarded at the discretion of the judges. To date, 119 students, ranging in age from 8 to 25, have received SCA prizes from BMI.

SCA 1967 is open to students who are citizens or permanent residents of the Western Hemisphere and are enrolled in accredited secondary schools, colleges and conservatories or are engaged in private study with recognized and established teachers. Entrants must be under 26 years of age on December 31, 1967. No limitations are established as to instrumentation or length of manuscripts. Students may enter as many as three compositions, but no contestant may win more than one award.

The chairman of the SCA judging panel is William Schuman, president of Lincoln Center for the Performing Arts. The panel includes leading composers and interpreters of music.

The 1967 competition closes February 15, 1968. Official rules and entry blanks are available from Oliver Daniel, director of the SCA project at Broadcast Music, Inc., 589 Fifth Avenue, New York, New York 10017.

### 4 SMASH SINGLES

**"YOU'LL LOSE  
A GOOD THING"**

**KIP ANDERSON**

EXCELLO 2288

**"I'M GONNA KEEP  
WHAT I'VE GOT"**

**SLIM HARPO**

EXCELLO 2289

**"SOLDIER'S  
SAD STORY"**

**TINY WATKINS**

EXCELLO 2287

**"BE KIND  
TO LOVE"**

**THE INTERPRETERS**

A-BET 9425

**NASHBORO** 1011 WOODLAND ST.  
RECORDS

Nashville, Tenn. 615-227-5081

## ABC Unveils 21 New LP's

NEW YORK—ABC Records has released a total of 21 new albums. Appearing on the ABC label itself are eight packages: "The Candyman"; "Do The Love", by Bob Thiele & His New Happy Times Orchestra featuring the Sunflower Singers & Steve Allen; "Lu Elliot Sings Way Out From Down Under"; "Live At My Place, Miami Beach, Florida," by Del Staton; "Times They Are A-Changin'," by Marilyn Michaels; "A Bubble Called You," by the Alan Copeland Conspiracy; "Lonesome Country Of Curly Putman"; and "Guitar Sound Of 'Little' Jimmy Dempsey."

ABC's Dunhill label is offering 5 new sets: "Farewell To The First Golden Era," by the Mamas & The Papas; "The Mamas & The Papas Book Of Songs," by the Stapleton-Morley Expression; "The Now Sound Of The Brass Ring"; "The Now Sound Of Mickie Finn's"; and "Ernie Freeman-Hit Maker."

On ABC's Impulse label are 7 new LP's: "The Sorcerer-Recorded Live At The Jazz Workshop," by Gabor Szabo; "Tauhid," by Pharoah Sanders; "Intercollegiate Music Festival, Vol. 1," by various artists; "Chicken Fat," by Mel Brown; "Albert Ayler In Greenwich Village"; "It's Happenin'," by varitonist Clak Terry; and "Impressions Of New York," by the Rolf and Joachim Kuhn Quartet.

Concluding this list of ABC's new albums is an original motion picture soundtrack package, "The Day The Fish Came Out," on the 20th Century-Fox label.

### Masterwork Bows New Singles Phono

NEW YORK—A new single records phonograph, designed to play 45 r.p.m. records "anytime, anywhere and in any position," has just been introduced by Masterwork Audio Products, a department of Columbia Records. Dubbed the Rover, the new phonograph is a compact unit which features a Solid State amplifier, operates on eight flashlight batteries and weighs only five pounds.

The Rover may be played simply by inserting a 45 r.p.m. record in the unit's slot. A reject button controls the changing or stopping of records during play, and the unit shuts off automatically at the end of play.

The Rover, which is available in either fire-engine red or bright-azure blue, carries a suggested retail price of \$24.95. A companion black leatherette carrying case for the unit, featuring an adjustable shoulder strap and a compartment for storing single records, is available at \$2.95.

The Rover is packed in an illustrated self-merchandising carton suitable for placing on sales counters and in display windows.

#### New Cassette Recorder

Masterwork has also introduced its second entry into the cassette-recorder market. Model M-640 features piano key operation, a view meter, remote microphone, microphone case, earphone, cassette cartridge and an AC jack. Equipped with a hand-strap handle, Model M-640 is available in contrasting oyster white and black at a suggested retail price of \$49.95.

## 'Camelot' Receiving Mammoth Push From WB

BURBANK, CALIF.—Warner Bros. Records is putting a mammoth promotional and merchandising push behind its new "Camelot" original motion picture soundtrack album, which is being released today (9). J. K. Maitland, president of Warner Bros. Records said, "The exploitation plans for this album constitute the most ambitious and far-reaching promotion we have ever undertaken for any motion picture soundtrack album."

The Alan Jay Lerner-Frederick Loewe musical, which was a big success on Broadway, will have its motion picture world premiere in New York's Warner Theatre on October 25. Flick stars Richard Harris, Vanessa Redgrave and Franco Nero.

Joel Friedman, vice president in charge of merchandising for Warners said, "Several areas of merchandising and promotion are already in motion. For instance, a promotional LP is in preparation which will incorporate voice tracks of the film stars along with special cuts from the musical score. This promotional LP will be sent to radio stations across the country who have agreed to participate in a special 'Camelot Day.' Approximately 2,000 stations are expected to participate."

"Efforts will be made via field promotion men to secure displays in those theatre lobbies where 'Camelot' will appear. Display kits incorporating a complete range of versatile displays are being shipped to Warner Bros. distributors for their use at retail outlets. In an effort to obtain an involvement with everyone in the marketing scheme, 'Camelot' buttons will be supplied to sales clerks. A 'Camelot Day' will be established in stores to coincide with 'Radio Day' October 25th, with special emphasis on in-store play."

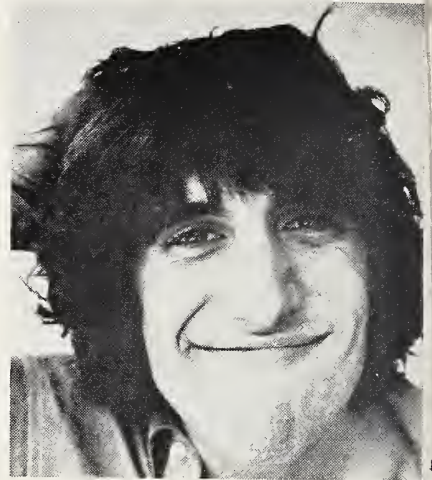
"A contest has been prepared with prizes for those salesmen who come up with the most original and most lavish 'Camelot' window displays. There are to be five regional winners."

"A 'Camelot' press kit has been developed which will be sent to virtually every member of the press, as well as to salesmen, one-stops, key buyers, racks, etc. Sample 'Camelot' LP's will be sent to all 154 theatres where the film will initially appear. Full-page advertisements in the music trades have already run announcing the album."

"Co-op advertising funds have been allocated to Warner Bros. distributors for their local, follow-up advertising. An advertising schedule has been established for consumer magazines." Friedman continued, saying, "The sum total of our efforts will involve the expenditure of approximately \$100,000 for the exploitation of this album."

## Bios for Dee Jays

### Zalman Yanovsky



As the original lead guitarist of the Lovin' Spoonful, Zalman Yanovsky has known the pleasure of being on top of the charts several times in the past two years. Yanovsky ("Zally") resigned from the Spoonful this summer to concentrate on a solo career. His first solo single on Buddah, "As Long As You're Here," is number 66 on the charts this week. Zally was born in Toronto on December 19, 1944. At 16, he quit school to travel to Israel to work on a kibbutz, returning to America a year later to play with several folk music groups. He was a member of the Big Three and the Mugwumps with Mama Cass Elliot and Papa Denny Doherty. A well-known resident of Greenwich Village, Zally is in perpetual motion twenty-three hours a day. When he isn't recording or performing, he will usually be found watching late movies on TV, reading Marvel comic books, directing a movie, or consuming a gallon of Dr. Brown's cream soda.

### Miriam Makeba



Miriam Makeba was born in Johannesburg, South Africa, but spent most of her formative years at Pretoria, in the Transvaal. From her parents she learned the haunting rhythmic songs of her ancestral Swazi and Xosa Zulu tribes. She is completely self-taught, unable even now to read music. After barnstorming with small groups, she joined a troupe called the Black Manhattan Brothers. With them she toured throughout South Africa, Rhodesia, and the Congo. By 1957, Miss Makeba was engaged to appear as a soloist in the musical revue, "African Jazz and Variety," which toured Africa for 18 months. After an eight-month run in the leading feminine role of the controversial jazz opera musical, "King Kong," she appeared as the singing lead in a semi-documentary film titled, "Come Back, Africa," shot by American film-maker Lionel Rogosin. The film exposed and attacked South African apartheid policy. Steve Allen was so impressed by Miss Makeba's performance when he saw the movie that he introduced her to American TV audiences via his network show in November 1959. The day after her TV debut, the artist began an engagement at the Village Vanguard, a New York nitery. Since the Allen TV'er, Miss Makeba has made many other TV appearances. Her current Reprise single, "Pata Pata," is number 74 on the charts this week.



### L.M. Goes A&M

Liza Minelli is flanked by Jerry Moss (left) and Herb Alpert just after her signing a recording contract with the California based label. A well-known artist in her own right, she is the daughter of Judy Garland.



4-44307

# THE ELECTRIC FLAG, AN AMERICAN MUSIC BAND

Mike Bloomfield/George Miles, Jr./Harvey Brooks/Peter Strazza  
Marcus Doubleday/Barry Goldberg/Nick Gravenites



COLUMBIA RECORDS

is proud to present the magic of

## THE ELECTRIC FLAG, AN AMERICAN MUSIC BAND

on an outstanding new single

**"OVER-LOVIN' YOU"**  
**"GROOVIN' IS EASY"**

c/w

4-44307

They broke it up at the Monterey Festival...  
now hear them go at it again!

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# Woody Guthrie Dies; Leaves Folk Legacy

NEW YORK—Woody Guthrie, famed folk singer and writer of folk songs, died in New York's Creedmoor State Hospital last week, Oct. 3. After a 13-year illness, he succumbed to Huntington's chorea, a rare hereditary disease of the nervous system. He was 55-years old. For the last 9-years of his life, he was bedridden; unable to speak, read, or move his hands.

Born Woodrow Wilson Guthrie on July 14, 1912, in Okemah, Okla., he hit the road at the age of 15 to travel around in search of employment. Singing and playing his way around the country during the depression years, Woody sang of people, of his country, of the Dust Bowl, and the fight to organize labor. Most of his more than one thousand songs are marked by a feeling of good times are just around the corner.

A Woody Guthrie quote from the inside cover of the "The Nearly Complete Collection Of Woody Guthrie Folk Songs," published by Ludlow Music, reads:

"I hate a song that makes you think you're not any good! I hate a song that makes you think that you are just born to lose. No good to nobody. No good for nothing. Because you are either too old or too young or too fat or too thin or too this or to that. Songs that run you down or songs that poke fun at you on account of your bad luck or your hard traveling.

I am out to fight those songs to my very last breath of air and my last drop of blood.

I am out to sing songs that will prove you that this is your world, and that if it has hit you pretty hard and knocked you for a dozen loops, no matter how hard it's run you down and rolled over you, no matter what color, what size you are, how you are built, I am out to sing songs that make you take pride in yourself and in your work. And the songs I sing are made up for the most part by all sorts of folks just about like you."

Guthrie recorded his own songs on the Stinson, Folkways, and RCA Victor labels, thus giving future generations a chance to hear and be influ-

enced by his music. Guthrie's children's songs are in more textbooks than any other 20th century writer. He received an award from the United States Dept. of Interior for aiding conservation, primarily through his Columbia River songs. His "This Land Is Your Land" was posed in Congress as an alternate national anthem. His musical influence may be seen in such folk artists as Bob Dylan, Jack Elliot, Phil Ochs, and Tom Paxton. July Collins said, "Even though Woody's death comes as a sorrow a loss to all of us who knew him, he lives in his music, where he put his heart and his soul and is ever present in the country and landscape that he loved."

Most of the Woody Guthrie catalog is published through the Richmond Organization. Howie Richmond gave Woody a tape recorder so that he could put down the songs and so that they would eventually be written. Al Brackman, general manager of TRO, said of Woody, "He was really a troubadour in the true sense of the word in that he would travel around and make up a song for whatever occasion would come up."

During W.W. II, Woody shipped out in the merchant marine with Cisco Houston. They were torpedoed once a couple of times, which resulted in Cisco's saying that when they were abandoning ship he would see Woody, "... coming out of the hold with guitars, banjos, mandolins, and fiddles hanging all over him." Some of the songs to come out of these years were "Last Class Seaman," "Round And Round Hitler's Grave," "Reuben James," and "The Biggest Thing That Man Has Ever Done."

Woody's biggest hit song was the Weavers' recording of "So Long It's Been Good To Know You." His book, "Bound For Glory," is an odyssey of his life.

Guthrie is survived by: two daughters from his first marriage, Mrs. Gwendolyn Lackey of Los Angeles and Mrs. Sue Garvin of Whittier, Calif.; two sons and a daughter from his second marriage, Arlo, a Reprise recording artist; Joady, and Nora Lee, all of New York.

## CashBox Sure Shots

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

<b>IT'S YOU THAT I NEED</b>	
TEMPTATIONS	Gordy 7065
<b>YOU DON'T KNOW ME</b>	
ELVIS PRESLEY	RCA Victor 9341
<b>SHOUT BAMALAMA</b>	
MICKEY MURRAY	S.S. 715
<b>KENTUCKY WOMAN</b>	
NEIL DIAMOND	Bang 551
<b>GIVE EVERYBODY SOME</b>	
BAR KAYS	Volt 154
<b>BIG BOSS MAN</b>	
ELVIS PRESLEY	RCA Victor 9341
<b>LAZY DAY</b>	
SPANKY & OUR GANG	Mercury 72732
<b>BOO-GA-LOO DOWN BROADWAY</b>	
FANTASTIC JOHNNY C.	Phil L.A. of Soul 305
<b>ARE YOU NEVER COMING HOME</b>	
SANDY POSEY	MGM 13824



**BIG COMBINE CONVENTION**—This is a view of the Peer Southern executive offices in New York as they looked when jammed with Peer Southern affiliates from throughout the world during the recent convention of the pubbery.

Front table: (left to right) Sue Steele, L.A. executive secretary to the president; Arthur Fishbein, company attorney; Mrs. M.I. Peer-Morris, president and chairman of the board; Ralph Peer II, vice president; David Morris, vice president; Max Okun, company attorney; T.H. Ward, European director in Great Britain; and Robert C. Kingston, general manager, Great Britain.

Rear table: (from the left) Roy Horton, manager of the C&W division; Han Dunk, general manager, Holland; Roy Kohn, radio and TV promotion/publicity, Southern Library of recorded music; Al Kugler, manager of sales and production; Chris Vaughan-Smith, Australian manager; Manuel G. Salinger, general manager of Spain; Alberto Carisch, general manager Italy; Marie Yazujian, assistant manager U.S.A. and European copyright division; Rita Brunner, assistant to Albert Brunner; Margarita Ponsi, manager of the Latin American copyright dept.; Alfonso Sanchez Lopez, representative of Venezuela; Wladimir Lakond, international director of the serious music division; Del Serino, assistant professional manager; Dina Conti, manager of U.S.A. and European copyright division; Dorothy Morrison, manager of the copyright renewals; Irwin Griggs, assistant comptroller; Albert Brunner, general manager in Switzerland; T.F. Ward, assistant European coordinator, Great Britain; and Rolf Marbot, general manager in France.

Standing: (from the left) John J. Peterson, treasurer and manager of the accounting and royalty division; Paquito Fonfrias, assistant manager in Puerto Rico; Matt Heft, Canadian general manager; Michael Karnstedt, representative in Hamburg; Mario Conti, secretary to the international professional manager; Marilyn La Vine, New York executive secretary to the president; Lucky Carle, manager of the professional division; Ramon Paz, general manager in Columbia; Provi Garcia, international manager of the Latin American division; Juan Crottogini, general manager in Argentina; Tessie Alvarez, assistant to Mario Alvarez; Alfredo Burgos, general manager in Chile; Alberto Salinas, assistant manager of the Latin American division; Angel Fonfrias, general manager in Puerto Rico; Fiorenza Saffirio, general manager in Brazil; Mario Alvarez, general manager in Mexico; Ernesto Roca, general manager in Florida; and Miguel Baca, assistant professional manager in L.A.



**IN THE FACTORY**—Shown at a recent Factory held Reprise cocktail party held to promote Sammy Davis, Jr.'s "Dr. Doolittle" LP, are: Sammy Davis, Jr. (left) and the Real Don Steele of KHJ-Los Angeles. The LP was played throughout the entire party. The Factory is one of H'wood's more popular clubs.

### Fallen Angels On Tour

**NEW YORK**—The Fallen Angels, Roulette Records' newly-pacted group, are currently on a cross-country personal appearance and promotion tour. The five man group will cover Boston, Philadelphia, Chicago, Cleveland, Los Angeles and San Francisco. The complete tour will include guest shots on radio and television shows, press conferences with local news media representatives, deejay breakfasts, cocktail parties and appearances at local hops.

<b>THERE'S ALWAYS ME</b>	
ELVIS PRESLEY	RCA VICTOR Gladys Music, Inc.
<b>JUDY</b>	
ELVIS PRESLEY	RCA VICTOR Progressive Music Pub. Co., Inc.
<b>SAN FRANCISCAN NIGHTS</b>	
ERIC BURDON & ANIMALS	MGM Slamina Music, Inc. Sea-Lark Ent Inc.
<b>GOOD TIMES</b>	
ERIC BURDON & ANIMALS	MGM Slamina Music, Inc. Sea-Lark Ent Inc.
<b>LOVEY DOVEY</b>	
BUNNY SIGLER	PARKWAY Progressive Music Pub. Co., Inc.
<b>THE IDOL</b>	
THE FORTUNES	U.A. Noma Music, Inc. Fortitude Music, Inc.
<b>HIS SMILE WAS A LIE</b>	
THE FORTUNES	U.A. Noma Music, Inc. Fortitude Music, Inc.
<b>SHAKE, RATTLE AND ROLL</b>	
ARTHUR CONLEY	ATCO Progressive Music, Inc.
<b>16 TONS</b>	
TOM JONES	PARROT Noma Music, Inc. Elvis Presley Music, Inc. American Music
<b>16 TONS</b>	
JAMES & BOBBY PURIFY	BELL Noma Music, Inc. Elvis Presley Music, Inc. American Music
<b>WAITIN' FOR CHARLIE TO COME HOME</b>	
MARLENA SHAW	CADET Dolfi Music, Inc.
<b>ANY DAY NOW</b>	
PAT LUNDY	COLUMBIA Plan Two Music, Inc.
<b>WATERLOO SUNSET</b>	
THE KINKS	REPRISE Noma Music, Inc. Hi-Count Music, Inc.
<b>TWO SISTERS</b>	
THE KINKS	REPRISE Noma Music, Inc. Hi-Count Music, Inc.
<b>SHE BELIEVES IN ME</b>	
SAMMY DAVIS, JR.	REPRISE Noma Music, Inc. Smooth Music, Inc.
<b>THE ABERBACH GROUP</b>	
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## Ettman Is Kama Sutra's New Production Mgr.

NEW YORK—Kama Sutra Productions has named Ronald Ettman production manager, effective immediately.

Ettman will be responsible for coordinating all staff and independent product for Kama Sutra and the labels which it services. Ettman said that a new group, Pebbles & Shells, produced by Rod McBrian, has been placed with Kapp. Announcements of other recent moves will be coming shortly, he said. Ettman will also work closely with Kama Sutra Music general professional manager Bob Reno on new copyrights.

Ettman operated a personal management office and music publishing company prior to his new appointment.

## John Rose To Head Mercury Coast Pubbery

CHICAGO—John Rose has been appointed west coast manager for Mercury's music publishing division, according to word received from Eddie Mascari, general manager of the firm's publishing activity. Rose will be based in the corporate office of Mercury, 6922 Hollywood Blvd., Hollywood, from where he will administer an area, west of the Mississippi River to the Coast.

Mascari, in making the delegation of authority, pointed out that this is Mercury's initial publishing representative in the western states. "Our accelerated A&R activity during the past year on the Coast convinced us that a full-time executive was necessary to oversee the growing number



**DOT ON THE LINE**—Music figure Kenny Meyers watches as the ink dries on a contract calling for exclusive 4-track cartridge production and distribution of Dot Records product by Muntz Stereo-Pak. Myers (right) director of corporate development for Dot, negotiated the pact with Muntz prexy Earl Muntz, shown just after signing the agreement.

of promising writers springing up in the West . . . In addition, we require an experienced man who can contact knowledgeable the increasing number of top recording names who might record material in the cumulative Mercury song catalogs," he added.

Rose entered the record production field a year ago, after a background in sales. He recorded various southern California acts, for a variety of labels, before joining Mercury's publishing wing.

## NARM Scholarship Winners Start Their Instructions

PHILADELPHIA—The first four high school graduates who received scholarship grants from the National Association of Record Merchandisers, Inc. (NARM), via the NARN scholarship Foundation, are now all attending classes at the colleges of their choice. These four youngsters, all of whom are sons or daughters of employees of NARM member companies will receive a total of \$4000.00 each from the NARN Scholarship Foundation, to assist them in pursuing their college education.

In a recent letter to the NARN Scholarship Foundation, the Internal Revenue Service stated that all contributions to the NARN Scholarship Foundation are deductible by donors for tax purposes, as provided by Section 170 of the Internal Revenue Code.

Barbara Brenner, whose father is James W. Brenner, warehouse manager for Heilicher Brothers (Minneapolis, Minn.), is now attending classes at the University of Minnesota in Minneapolis. Ronald Jasinski, whose father Bartley Jasinski, an automatic press operator, is employed by Columbia Records, is a freshman at the University of Connecticut in Storrs, Connecticut. Gregory Rasmussen, whose father is Victor Rasmussen, a machine operator for Amberg File ad Index Company, is attending Wabash College in Crawfordsville, Indiana. Michael Wong, whose mother is employed as an electronic data processing control secretary for Calceptron, Inc. of Daly, California, has begun his classes at the University of California at Berkeley.

The selection of recipients for the NARM Scholarships is made by the Scholarship Committee, which works under the guidance of the College Scholarship Service of Princeton, New Jersey. William G. Owen, Dean of Admissions of the University of Penn-

sylvania, is the educational advisor to the Committee. Dean Owen evaluates, from the educator's point of view, the applicant's academic ability and his potential for success at the college level. Dean Owen personally presented the first NARM grants at the Scholarship Luncheon held last March at the Century Plaza Hotel in Los Angeles, at NARM's annual convention.

The Second Annual NARM Scholarship Awards Luncheon will be held Wednesday, March 20, 1968, at the Tenth Annual NARM Convention, Diplomat Hotel, Hollywood, Florida. John Billinis (Billinis Distributing Company's Salt Lake City, Utah) is Chairman of the NARN Scholarship Committee. Members of the Committee (in addition to Dean William Owen) are Stanley Jaffe, NARM President (Consolidated Distributors, Seattle, Wash.); Jack Geldbart (L and F Record Service, Atlanta, Ga.); James Schwartz (District Records Washington, D.C.); Louis Klayman (New Deal Record Service Corp., Maspeth, New York); Jack Grossman (Merco Enterprises, Inc., Melville, New York); David Watson (Pic-A-Tune, Inc., Emeryville, California).

The NARN Scholarship Foundation is now receiving applications for scholarship grants to be awarded to students entering college in September, 1968. Students who are children of employees of NARM member companies are eligible, as well as employees themselves. In both cases, employees must be working for the member company for at least one year prior to January 1 of 1968 (the year of the scholarship award), to be eligible, or for their children to be eligible. Applications must be filed with the NARM office no later than November 30, 1967, for the 1968 awards. Applications may be secured by employees by contacting their company's executive offices, or by writing directly to NARM, Trianon Bldg., 703, Bala Cynwyd, Penna. 19004.

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**POOLSIDE PLANNING**—Members of the executive staff of Musicor Records are pictured here gathered at poolside while visiting the Scarsdale, N.Y. home of Musicor boss Art Talmadge following a day-long company policy and planning conference. Seated (left to right) are: Al Santiago, director of Latin products; Stanley Kahan, recently named director of creative services; Chris Spinosa, vice president in charge of sales; Talmadge; and Mel Lewinter, in charge of business administration. Standing (from left to right) are: Danny Fortunato, in charge of national promotion; Irwin Rawitz, distributor field relations; Fran Caci, personnel administration; and Bob Scerbo, director of production and head of international operations.

### Monument In Big Push For Aznavour Via Tour

**HOLLYWOOD**—In conjunction with French chanter Charles Aznavour's current two-month concert tour of the U.S. and Canada, which began on Saturday, Oct. 14, at Carnegie Hall in New York, Monument Records has launched a promotional campaign using the theme "There's A World Of Aznavour On Monument Records."

In cooperation with the Cling Peach advisory board, cartons of three-can packs of cling peaches are being sent to the good music and FM radio stations in the markets where Aznavour will be appearing with a card reading, "Here is a PEACH of a newly-recorded Charles Aznavour album on Monument . . . and several cans of delicious cling peaches, with thanks to the Cling Peach advisory board." Point-of-purchase merchandising aids will include posters announcing "There's a World of Aznavour on Monument, for distribution to all dealers, radio stations, juke box operators,

etc. The radio stations in the 21 markets to be covered by the Gallic singer will receive his latest "Bravo! Bravo! Aznavour" Monument LP with emphasis on the FM stations and college radio outlets.

As part of the radio campaign, certain cities will participate in the Monument-sponsored "Win a Dinner with Charles Aznavour" contest, whereby selected stations will invite listeners to take part in the promotion with a winner and guest as well as the deejay and guest having a dinner with Aznavour the night of his local appearance in that city.

Monument has in release four vocal LP's by Aznavour (three in French from Pathe-Marconi of France and one Spanish from Disques Barclay of France) and will issue his first Italian album next month. Monument also has an instrumental tribute available featuring Aznavour's pianist, Henry Byrs, entitled "In the Aznavour Mood," which was recorded in Paris with a 36-piece orchestra and spotlights 12 songs clefted by Aznavour. The Byrs album is also being shipped to good music, FM and college radio stations.

In conjunction with Muntz and Ampex, four and eight-track tape cartridges by Aznavour plus reel-to-reel tapes on Ampex, will be tied in by Monument with Aznavour's concert appearances.

Depending on the arrival time in each city, Aznavour and Byrs will visit deejays for interviews coordinated by Monument's national promotion manager, Mike Shepherd in conjunction with Bob Rudolph in Chicago, Herb Rosen in New York and Tony Richland in Los Angeles.

During his current U.S. visit, Aznavour will confer with Bobby Weiss, Monument's president and director of the label's international division, regarding the release of a fourth French LP on Monument. Aznavour will also record interviews for use by Monument distributors in the Philippines, South Africa, Australia, Japan, Singapore, Malaysia, Hong Kong and the Dominican Republic.

### Command Pushes Goodman LP

**NEW YORK**—Command Records is launching a major campaign to promote Benny Goodman's first album for the label, "Benny Goodman & Paris . . . Listen to the Magic." The kick-off to the campaign will be in New York on October 18th when Goodman makes a guest appearance at the E. J. Korvette 5th Ave store.

Radio spots advertising the album will begin on the weekend of October 21st on 5 New York radio stations. The radio promotion will also be extended to the Philadelphia, Chicago and Los Angeles markets.

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### GATEWAY

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

### JEWEL-PAULA

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

### LITTLE-DARLIN'

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

### MONMOUTH-EVERGREEN

1 free album with every 10 purchased on entire catalog. No expiration date announced.

### 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.

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Discounts on new releases as well as entire catalog. SPM/SPS series are discounted 10%, all other classical albums discounted 20%. No expiration date announced.

### PRESTIGE

15% discount on all LP product until further notice.

### ROULETTE

15% discount in free merchandise. Expiration date indefinite.

### SCEPTER-WAND

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

### SIMS

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

### SMASH-FONTANA

Special discounts available through distributors. Expiration date not announced.

### TAMLA-MOTOWN-GORDY

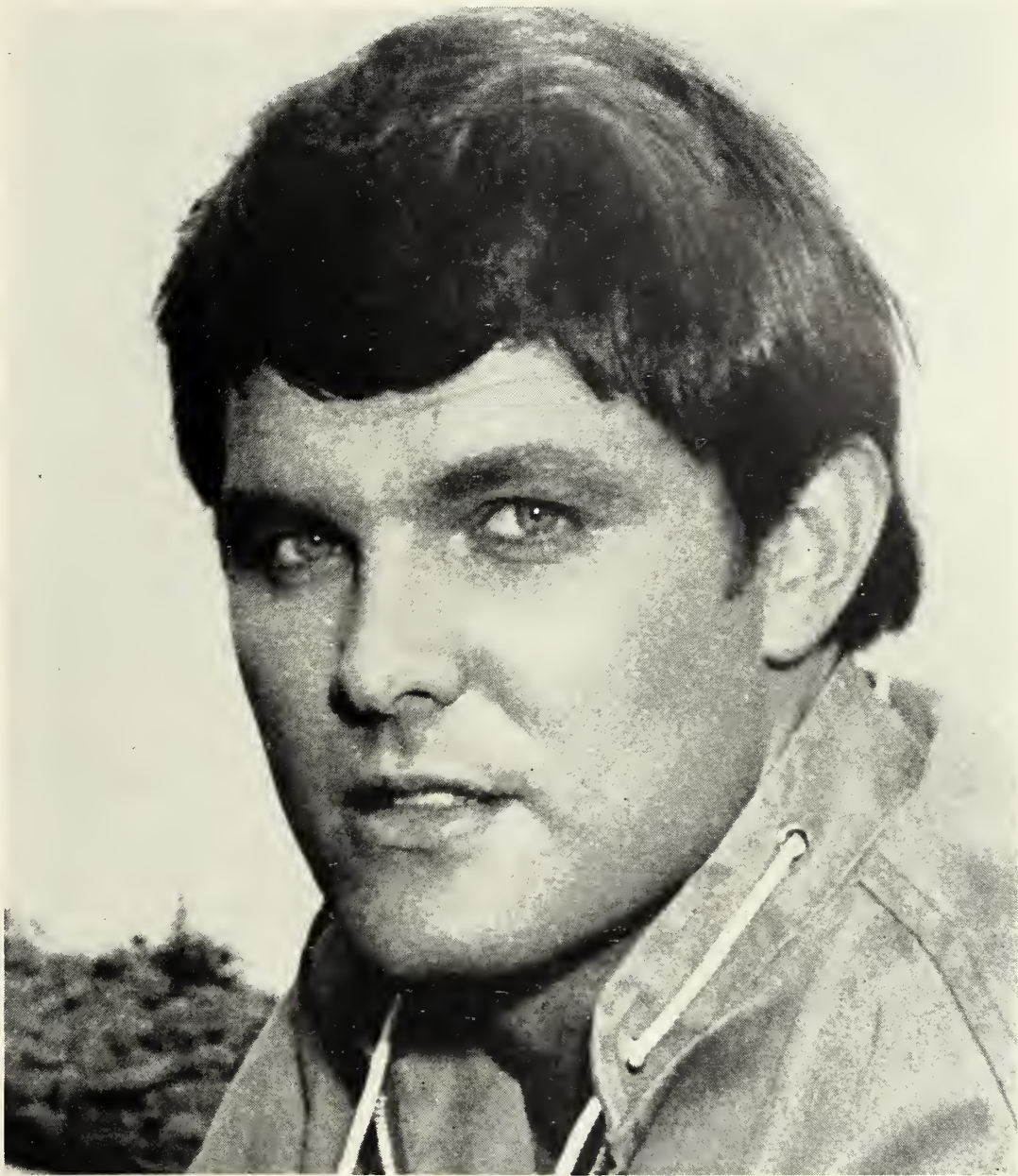
Buy-7-get-one-free. No expiration date has been set.

### TOWER

10% discount on all albums. No expiration date announced.



**WILLIAM B.'S BIG NIGHT**—Lionel Hampton (right), Gilbert Beaud (2nd from right,) and Dave Kapp, president of Kapp Records and chairman of the American Parkinson Disease Association's dinner, were among the luminaries honoring deejay William B. Williams (left) as recipient of the first Ed Wynn Humanitarian Award.



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*Tommy Roe*



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**OFFICERS AND TRUSTEES AT THE END OF THE NARAS MEET**—The Record Academy's officers and trustees at the conclusion of the annual NARAS national trustees meeting in Los Angeles, are shown (left to right) as follows: (front row) Lou Busch, new national treasurer; David Hall; Pete King, new national president; George Avakian, retiring national president; Francis Scott III, former president and treasurer; Frank Jones. (Back row) Dave Pell; Christine Farnon, Los Angeles executive director; John Pate, new national secretary; John Sippel; Stan Cornyn; Steve Sholes, new national 1st vice president; Bill Traut; Nesuhi Ertegun, former national president; Sid Feller; Owen Bradley, new national 2nd vice president; Buddy Killen; and Bob McCluskey.



### Bacharach Month

Daryl Staebell (left), general manager of H'wood's Wallichs Music Store greets Burt Bacharach when he visited the LP department to discuss the activities for Oct. (Burt Bacharach Month) at all 6 Wallichs Music City stores. The special month will feature a promo on the artist's latest A&M release, "Burt Bacharach: Reach Out."



## CashBox Top 100 Labels

A.B.C. ....	60, 72, 100	Mala .....	2
A&M .....	36, 42	Mercury .....	83, 87
Atca .....	46, 48, 64, 76	MGM .....	38, 49, 89
Atlantic .....	4, 16, 27, 43	Motown .....	19, 21
Bang .....	9, 78	Parkway .....	63, 70, 90
Bell .....	35	Parrot .....	28
B. T. Puppy .....	50	Philips .....	41, 47, 56
Brunswick .....	14	Phil-LA of Soul .....	88
Buddah .....	66	RCA Victor .....	61, 79, 82
Bunky .....	29	Reprise .....	23, 67, 74
Capital .....	5, 51	Ric Tic .....	53
Chess .....	69	Rising-Sun .....	59
Columbia .....	11, 32, 95, 96, 97	Raulette .....	25
Crimson .....	15	Shout .....	68
Date .....	45	Smash .....	12, 94
Decca .....	71, 84	Saund Stage .....	98
Double Shot .....	8	S.S.S.I. ....	75
Drew .....	81	Stax .....	20, 33
Dunhill .....	55	Tamla .....	24, 40, 73
Dynavaice .....	22	T.R.X. ....	91
Elektra .....	13	U.N.I. ....	44
Epic .....	3, 34, 39, 52, 62, 86	Verve Forecast .....	31, 93, 99
Gamble .....	85	Volt .....	80
Gardy .....	37, 58	Warner Bras. ....	1, 7, 17, 30, 57
Keyman .....	92	White Whale .....	26
Liberty .....	10, 18, 77	Zodiac .....	65
London .....	6, 54		

### Sunshine Co., Dirt Band Skedded For Film Debuts

NEW YORK—The Sunshine Company and The Nitty Gritty Dirt Band are scheduled to make their motion picture debuts in the film "For Singles Only," to star Milton Berle and John Saxon. The Columbia feature is due for release in December.

The Sunshine Company, currently riding high with its Imperial single of "Happy," and the Dirt Band are both now appearing at the Troubadour Club in Hollywood, with afternoons recently given over to cutting tracks for the film. The Sunshines will do the title song, and the Nitty Grittys are due to slice two other songs from the score.

The sequences which will feature the two groups will be filmed in Hollywood for five days, commencing Wednesday (20). Meanwhile, the two groups, both managed by William McEuen Productions, are due for new singles almost immediately. The Sunshine Company will follow its initial "Happy" hit with "Back On The Street Again."

The Dirt Band, on Liberty, will be out with "Collegiana," their strictly "20s" ditty once featured in the heyday of the '20s and '30s radio era by Fred Waring and his Pennsylvanians. To lend more impact to the period nature of the tune, some thought is being given to sending station and deejay copies out in the form of 10-inch shellac '78s.

With respect to the movie assignment for the two groups, it is understood that Colgems Records, affiliated with Columbia Pictures-Screen Gems' music division, will have the soundtrack LP rights, with singles release rights to Liberty for the Nitty Grittys and to Imperial for the Sunshine Company.

Meanwhile, a new group has joined the McEuen Productions fold. Known as the Hour Glass, the group is described as contemporary R & B. First single, tentatively set for late October release, also on Liberty, is titled "Nothing But Tears."

The Dirt Band will play the Washington State Fair in Yakima, Wash., for one week beginning Wednesday (27), and will commence working its

### Publisher Sues Over 'Billie Joe' Answer

NEW YORK—Larry Shane Music has filed suit in U.S. District Court, Southern District of New York charging copyright infringement and unfair competition against eight defendants.

Action contends that a recording released on the Big A label, "Mystery of the Tallahatchie Bridge" (answer to: "Ode to Billie Joe") was "largely" from the publisher's copyright, the recent hit by Bobbie Gentry. The artist wrote the song and sold it, the complaint notes, to Larry Shane Music last March, which published the hit last summer.

The plaintiff demands, according to the suit, that all sales and distribution and performances cease on the Big A disk and that defendants be required to pay plaintiff damages and deliver up for destruction all infringing copies and all plates, molds and other matter.

The defendants include Little Darlin' Corp., Aubrey Mayhew, Marmaduke Music, Big A Records, Richard M. Heard, Roger White, Johnny Paycheck and Jack H. Clement.

### 2 Regional Sales, Promo Appointments At Chess

CHICAGO—The Chess-Checker-Cadet label has made two appointments. Richie Salvador has joined the operation as sales-promo director for the eastern area. He'll work out of Philly, where he had been a promo rep for the company. Herb Lance, a top rated Atlanta deejay (WERD) and former singer, has left broadcasting to become promo director for the south and southwest. He'll headquarter in Atlanta.

way east the following month with a date at Purdue University with Jack Benny November 17-18 prior to a return to New York.

The Sunshine Company appeared on the Joey Bishop ABC-TV show on Wednesday (13), and has been signed for a three-day gig at San Francisco's Fillmore from Thursday (21). This group is expected in the east towards the end of the year.

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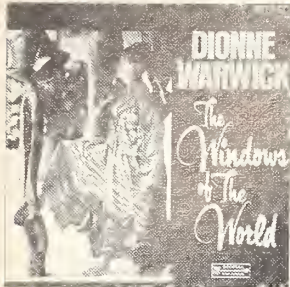


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*Thank you, dee jays, for your great comments*

*Tony*

## Pop Picks



**THE WINDOWS OF THE WORLD**—Dionne Warwick—Scepter SRM/SPS 563

The superb song styling of Dionne Warwick is featured on this brilliant LP of pop outings. Included on the album are the title song, "The Windows Of The World," "The Beginning Of Loneliness," "(There's) Always Something There To Remind Me," and "What's Good About Good-bye." This one figures to develop into a monster.



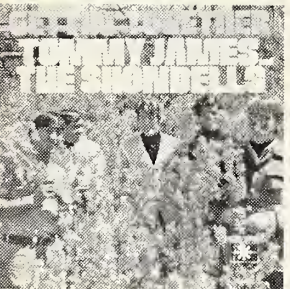
**BOOTS RANDOLPH WITH THE KNIGHTS-BRIDGE STRINGS & VOICES**—Monument MLP 8082/SLP 18082

Boots Randolph joins forces with the Knights-bridge Strings and Voices in a package of pop melodies. Included on the LP are "It's Not Unusual," "Cast Your Fate To The Wind," theme from "Black Orpheus" ("Manha De Carnaval"), and "Love Letters." The music is lush and lilting, and the album should reap a plentiful sales harvest.



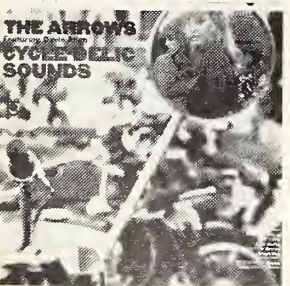
**ANOTHER SHADE OF LANA**—Lana Cantrell—RCA Victor LPM/LSP 3862

Here's Lana Cantrell's delightful followup to her recent RCA LP. The set is packed with groovy vocal romps running the gamut from "On The Good Ship Lollipop" to "The House Of The Rising Sun." Other outstanding tracks are: "She's Leaving Home," "When You Wish Upon A Star," and "Walk Away." This one may be the biggest yet for the Australian lark.



**GETTIN' TOGETHER**—Tommy James & Shondells—Roulette R/SR 25357

Here's the latest power packed album by Tommy James and the Shondells, featuring such tracks as "Sometimes I'm Up, (Sometimes I'm Down)," "I Want To Be Around You," "Gettin' Together," and "Lost In Your Eyes" among its highlights. The set should prove a delight to the many fans of the group in addition to its being a welcome item on any turntable.



**CYCLE-DELIC SOUNDS**—Arrows & Davie Allan—Tower T5094

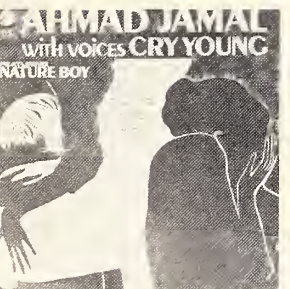
Riding on the crest of their recent "Blues Theme" outing, Davie Allan and the Arrows roar back with another LP from the cycle bag. This one is aptly titled "Cycle Sounds." "Devils Angels Theme," "Born Loser's Theme," "13th Harley," and "Another Cycle In Detroit" are among the finer tracks. This one's sure to move out quickly.

## Pop Best Bets



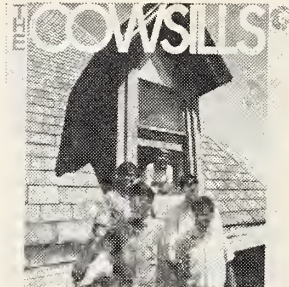
**THE WILLY NILLY WONDER OF ILLUSION**—Back Porch Majority—Epic LN 24319/BN 26319

The Back Porch Majority swings out in a festive album of fun-filled songs. Among the tracks are "Camp Street Hooligans," "Meet Me Down In The Bath House, Honey, In Rome On A Saturday Night," "This Little Light Of Mine," and "Slippery Sal And Dirty Dan, The Oyster Man." This sunny LP should generate lots of listener enthusiasm.



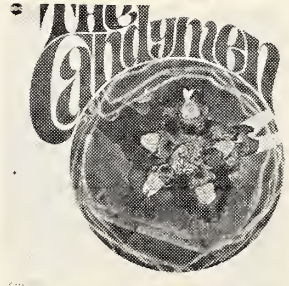
**CRY YOUNG**—Ahmad Jamal—Cadet LP/LPS 792

Pianist Ahmad Jamal performs a set of eleven jazz tunes. He is given able support by Jamil S. Nasser, bass; and Frank Gant, drums. The trio is augmented by a twenty voice choral group. The outings include the title track, "Cry Young," "Who Needs Manhattan," "There Are Such Things," and "Call Me Irresponsible." The disk should find success in both pop and jazz circles.



**THE COWSILLS**—MGM E/SE 4498

The Cowsills follow up their current chart single, "The Rain, The Park And Other Things," with their first album. In addition to the group's chart item, the set includes "Thinkin' About The Other Side," "Dreams Of Linda," "Gettin' Into That Sunny, Sunny Feelin' Again," and "How Can I Make You See." This happy-sounding LP should rack up major sales.



**THE CANDYMEN-ABC**—ABC/ABCS 616

This is Candy Power! It's a smooth, sweet confection of powerful rock offered-up by the Candy-men as their debut group entity LP. Outstanding tracks include: "Deep In The Night," "Even The Grass Has Died," "Movies In My Mind," and "Georgia Pines," which is sked'ed to be the next single. Already well known as Roy Orbison's former back up group, the Candy-men should achieve fame of their own with this release.



**PINK FLOYD**—Tower T 5093

Here's the debut LP by England's Pink Floyd. The set is a particularly striking collection of driving, up-to-date rock ventures. "The Gnome" is an oft-played track. Among the other outstanding efforts included on the LP are: "See Emily Play," "Chapter 24," and "Interstellar Overdrive."



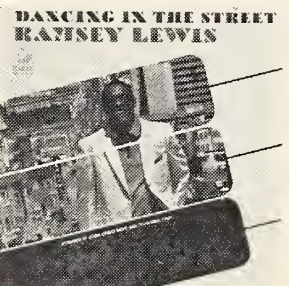
**FASCINATION**—Stan Freeman—Project 3 PR 5012 SD

Pianist Stan Freeman renders a set of pop ditties in a warm, lyrical, direct style. The melodies include the title effort, "Fascination," "I've Got A Crush On You," "The Night Is Young And You're So Beautiful," and "It's The Talk Of The Town." The album shapes up as a big winner.



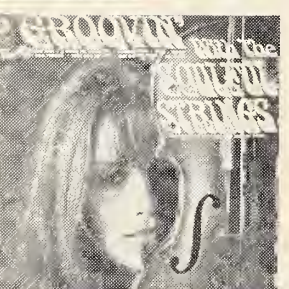
**BEN BAGLEY'S IRVING BERLIN REVISITED**—MGM E-443350C

Having previously honored the lesser known songs of Rodgers & Hart, George Gershwin and Jerome Kern, Ben Bagley gives 14 Irving Berlin rarities a new lease on life. The crop is good, ranging from 1920's "Beautiful Faces" thru 1947's "Mr. Monotony." The performers include Richard Chamberlain (yes, and he's fine), Dorothy Loudon, Blossom Dearie, Bobby Short and Norman Paris.



**DANCING IN THE STREET**—Ramsey Lewis—Cadet LP/LPS 794

The Ramsey Lewis Trio plays a package of jazz sessions which should gain the approbation of a wide listenership. Featured on the disk are the title tune, "Dancing In The Street," "You Don't Know Me," "What Now My Love," and a medley from "Black Orpheus." Both jazz and pop enthusiasts should go for this swinging LP in a big way.



**GROOVIN' WITH THE SOULFUL STRINGS**—Cadet LP/LPS 796

The Soulful Strings perform a selection of pop tunes in a funky, swinging manner. Included on the disk are the title track "Groovin'," "(I Know) I'm Losing You," "Within You Without You," and "Our Day Will Come." The album provides the maximum in listening pleasure, and the package should prove a fast-moving sales item.



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Candyemen**  
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PINES"**

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From their big first album  
**"THE CANDYMEN"**  
ABC/S 616

## Pop Best Bets



**THE PLEASURE FAIR**—Uni 3009/73009  
The Pleasure Fair renders a package of pop ditties with grace and style. Included on the set are "Stay Around For The Good Times," "Come To The Sunshine," "The Things We Said Today," and "Put It Out Of Your Mind." The group sings with zest and feeling and the album should attain widespread popularity.



**HAMP STAMPS**—Lionel Hampton—Glad Hamp GHSLP-1011  
Famed vibist Lionel Hampton and his Jazz Inner Circle offer a delightful series of jazz-oriented outings for the listening pleasure of just about anyone who goes for good music. Hamp is a standout on vibes. Some of the more powerful tracks are: "Ingenué," "Greasy Greens," and "Georgia."

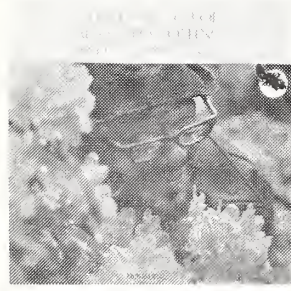


**YOU'RE GONNA HEAR FROM ME**—Arnie Lawrence—Project 3 PR 5011 SD  
Alto saxist Arnie Lawrence renders a set of twelve jazz sessions. Featured on the album are "Be My Love," "Like Someone In Love," the title track, "You're Gonna Hear From Me," and "I Let A Song Go Out Of My Heart." The artist displays a rich, lyrical tone, and the LP should develop into a biggie.



**INTERMEZZO**—Pete King—Dot DLP 3810/25810  
"Intermezzo" is a lush and lovely album of mood music which constitutes extremely pleasant listening. Included on the set are the title track, "Intermezzo," "Come Back To Sorrento," "Stranger In Rio," and "Spanish Suite For Harp." The package shapes up as a real mover with plentiful sales in the offing.

## Jazz Picks



**A LOVELY BUNCH OF AL JAZZBO COLLINS & THE BANDIDOS**—Impulse A/AS 9150  
A series of essays composed by Steve Allen interpreted by Al Jazzbo Collins. Among the tracks are "Sonny Cool," "The Three Little Pigs," "The Power Of The Flower," and "Jack And The Beanstalk." Personnel include Steve Allen, piano; Terry Gibbs, vibes; Hal Blaine, drums; and Mel Brown, guitar. The LP should tickle the risibilities of a large number of listeners.



**DJANGO REINHARDT**—Archive of Folk Music FS 212  
Django Reinhardt plays twelve jazz tunes in a display of virtuoso artistry. The selections include "September Song," "Melodie Au Crepuscule," "Manoir De Mes Reves," and "Gypsy With A Song." The artist performs with tender sensitivity and amazing drive, and the album should be immensely popular with jazz devotees.

## Classical Picks



**HATIKVAH ON MT. SCOPUS**—Isaac Stern; Leonard Bernstein/Israel Philharmonic—Columbia ML 6453/MS 7053  
An LP consisting of "Hatikvah," Mendelssohn's "Concerto In E Minor For Violin And Orchestra, Op. 64," and the final movement of Mahler's "Symphony No. 2 In C Minor." Isaac Stern is solo violinist in the Mendelssohn work and Leonard Bernstein conducts the Israel Philharmonic. Royalties on the set are being donated to the Jerusalem Foundation for the Development of Jewish-Arab Youth Activities.



**DAVID HEMMINGS HAPPENS**—MGM E/SE 4490  
David Hemmings, who starred in "Blow-Up," performs a set of folk rock melodies, three of which are one-take improvisations. The numbers include "Back Street Mirror," "Reason To Believe," "After The Rain," and "The Soldier Wind." The disk should find a large and appreciative audience.



**THE INTRUDERS ARE TOGETHER**—Gamble G/GS 5001  
The Intruders step out smartly in a parade of R&B ditties delivered with drive and fervor. Included on the offering are "A Devil With An Angel's Smile," "(You'd Better) Check Yourself," "But You Belong To Me," and "A Book For The Brokenhearted," and the "Together" of the title. The LP should stir up lots of consumer reaction.



**BOY! AM I GLAD WE JOINED THE INDIANS**—Various Artists—Jubilee JGM 2067  
Here's a comedy album based on events in history, literature, and the Bible. The humor is bright and inventive and flavored with a Jewish accent. The LP features such offerings as "Leonardo DaVinci Paints 'Mona Lisa,'" "A Scientific Discovery," "Manhattan Island Purchase," and "The Declaration Of Independence." The disk is certain to provoke many a chuckle.



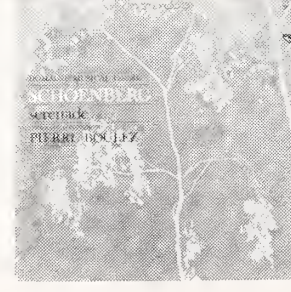
**HANGING 'ROUND**—Tormentors—Royal RLP 111 S  
The Tormentors offer a selection of rock ditties which should appeal to a wide variety of listeners. The tunes include "Didn't It Rain," "Still In Love With You Baby," "Cause You Don't Love Me," and "Hey, Hey, Little Girl." The album should score heavily in the marketplace.



**INTENTS AND PURPOSES**—Bill Dixon—RCA Victor LPM/LSP 3844  
Bill Dixon plays trumpet and flugelhorn on an album of four jazz compositions. The pieces are: "Metamorphosis 1962-1966," "Nightfall Pieces I," "Voices," and "Nightfall Pieces II." The music is highly experimental and avant-garde, and the set should have great appeal to fans of modern jazz.



**MOTOR CITY SOUL**—Father Tom Vaughn—RCA Victor LPM/LSP 3345  
Pianist Father Tom Vaughn leads his trio through a ten-session jazz set. Besides Vaughn, the trio consists of Dan Jordan, bass; and Dick Riordan, drums. The numbers include the title track, "Motor City Soul," "The Nearness Of You," "I Wish I Knew How It Would Feel To Be Free," and "The Shadow Of Your Smile." This rewarding LP is crowded with fresh, beautiful ideas and should gain the approval of jazz buffs.



**SCHOENBERG SERENADE**—Pierre Boulez/Domane Musical Ensemble—Everest EV 6175/3175  
Arnold Schoenberg's "Serenade, Op. 24" is brought to life by the Domane Musical Ensemble under the masterful direction of Pierre Boulez. The work is not completely atonal, and there is a lively contrast between style and language: contrast between a very "classical" counterpoint and a totally new and imaginative instrumentation. A classical gem.



LEON ASHLEY had The C & W Single of the Season... "LAURA (What's He Got That I Ain't Got)" 3 months on the charts so far, and still way up there.

Now LEON ASHLEY has his first RCA Victor album... LPM/LSP-3900 And here he goes again!

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## Pete Seeger Series Bows In NY On Ch. 13

NEW YORK—"Rainbow Quest," a video-taped series of folk music shows produced by Advertisers' Broadcasting and hosted by folk singer Pete Seeger, received its New York premiere on Monday evening, October 2, on WNDT-TV, Channel 13, in the 8:00-9:00 time slot. Channel 13 has purchased 29 of the 39 segments taped by Advertisers' Broadcasting and plans to air them on a weekly basis.

On the first show, Seeger, accompanying himself alternately on the banjo and twelve-string guitar, sang several songs then introduced his guests, the New Lost City Ramblers, who performed "Worried Man Blues," "Joe Hill," "Fiddle Man," "Maid Of Constant Sorrow," "Orange Blossom Special" and other numbers. Seeger also showed two films, one of a Japanese folk-country group playing "Orange Blossom Special" and another of Mike Seeger, Pete's brother and a member of the Ramblers, playing the banjo while riding on a unicycle. The show was informal, without sets and with only a table and several chairs as props.

The next "Rainbow Quest" show will feature the Clancy Brothers & Tommy Makem and Tom Paxton as Pete's guests. On October 16, the show will be devoted to the late Huddie Ledbetter (Leadbelly), with Seeger showing films of the great negro folk singer in performance. The October 23 show will feature Theodore Bikel and Rashit Hussain, an Egyptian poet.

Guests who will be seen on future shows include Judy Collins, Buffy Sainte-Marie, the Kim Loy Wong Steel Band, Sonny Terry & Brownie McGee, Donovan, the Rev. Gary Davis.

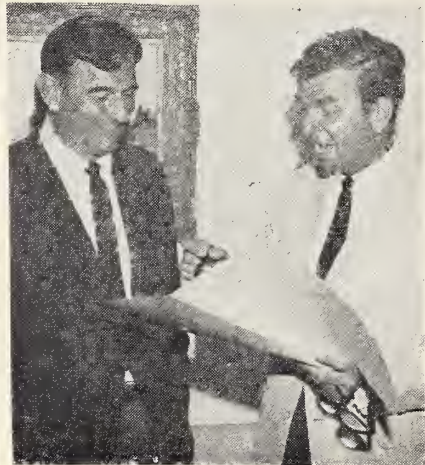
"Rainbow Quest" was first seen on TV last July, when KQUB in San Francisco began showing the series. WXXI in Rochester will begin showing it in December, and WTVS in Detroit will put it on air in January.

## TRO Gets Adler & 'A Mother's Kisses'

NEW YORK—The Richmond Organization (TRO) has just become exclusive publisher for Richard Adler, writer of the Broadway hits "Pajama Game" and "Damn Yankees." First project under the new agreement will be the publication of Adler's forthcoming musical comedy "A Mother's Kisses."

Based on Bruce Jay Friedman's bestseller, "A Mother's Kisses," the show will be produced by Quartet Productions, which is comprised of Alan King, Gene Walsk, Manny Azenberg, and Walter Hyman. Avery Schreiber, one of the originators of the hit Second City Revues, is currently working on the script. Production is scheduled for 1968.

Adler was last represented on Broadway with "Kwamina," a musical drama. For the past five years he has served Presidents John F. Kennedy and Lyndon B. Johnson as their liaison with the cultural and entertainment communities. He staged all the "Presi-



Richmond & Adler

dentacles" (fund-raising spectaculars) for both presidents, including the Inaugural Gala for President Johnson. He also conceived and staged state dinner entertainments in the White House.

Adler also produced and wrote the musical score for "Olympus Seven," the ABC-TV Stage 67 musical.

The book, "A Mother's Kisses," made the bestseller list in its 1964 Simon & Schuster hardcover edition, and is being reprinted in 100,000 lots in its Pocket Books edition.

TRO is mapping an intensive promotion, publicity, and exploitation campaign for "A Mother's Kisses." In the past, TRO has published such hits as "Stop The World, I Want To Get Off," "The Roar Of The Greasepaint," "High Spirits," and "Oliver!" and is also upcoming with "The Education Of Hyman Kaplan" on Broadway in early 1968.

## Alexander, Shapiro Named Beechwood Liaison Men

HOLLYWOOD — The Association's Gary Alexander has joined the staff of Beechwood Music, Capitol's BMI publishing subsidiary. He will act as a liaison man. Alexander has been a Beechwood contract writer for the past two years and will continue in this capacity in addition to his new task of showcasing Beechwood material to A&R men and recording groups.

Beechwood has also hired Bruce Shapiro to perform similar duties on the west coast.

This makes a total of four Beechwood liaison men around the country, the others being, Fred Parker in New York and Billy Graves in Nashville.

## Stuff Smith Dies At 58

NEW YORK—Stuff Smith, regarded by many as "the first real barrelhouse jazz violinist," died in Munich, Germany, on September 25 at the age of 58. The American violinist had lived in Copenhagen since 1965 and was in Munich for TV'ers and pa's.

His first record was a tune called "I'se A Muggin'" and some of his other compositions are "Time And Again," "Desert Sands," "Skip It," and "Midway."

He is survived by his widow.

## Talent On Stage

### HERB ALPERT & TJB BAJA MARIMBA BAND BRASIL '66

HOLLYWOOD—"God Bless the Child" (that's got his own") is a title that has probably been dropped from the single catalog at A&M. But its credo was never more in evidence than at the Hollywood Bowl last weekend as matador Herb Alpert wrapped up his A&M package of the three B's (Brass, Baja Marimba and Brasil '66) and came away with an estimated gross of \$210,000 for two successive sellouts under the stars.

The 47 year old Bowl's stage was projected out over the fountain area, a maneuver probably intended to lend an air of intimacy. It succeeded in making it possible for Alpert to do what the Beatles (who have played here twice) never attempted. Alpert and his groups of gringos literally walked on water.

They also strolled through a two hour jazz soiree on Friday night with a mustached Baja Marimba Band opening the festivities. Low key humor and premeditated off key noodling are the calling cards for the Band (Lee Katzman-trumpet, Dave Wells-trombone, Bernie Fleischer-sax and clarinet, leader Julius Wechter and Curry Tjader-marimbas & rhythm), who nonchalantly wander midst a series of titles highlighted by "Georgy Girl" and "Spanish Eyes." Sample bon mots—"We're very new in the concert field. In fact we start tomorrow." Or—"The next tune is a favorite of yours. We hope it'll be a favorite of ours."

Brasil '66, that delicately precise and technically tuneful jazz oriented sextet (the "sex" offered by mini-skirted, form-fittingly-gowned Lani

Hall and Janis Hansen) follow the first half of the evening with "Constant Rain," "Goin' Out of My Head," "One Note Samba," "Spanish Flea" (tho' leader Sergio Mendez intro'd it as "Spanish Fly"), a Cole Porter-guise version of "Night and Day," and their most successful single so far "Mas Que Nada." Mendez has obviously compromised improvisation for more modest dimensions—discipline and conformity in place of spontaneity. The results are not inartistic. Just that accidental art never gets a chance.

It is Alpert, matador of the mellow trumpet, who transforms the bowl into a veritable Plaza de Toros. Mariachi is mated to regimented dixie with horns carrying the basic melodic line, shuffling along to a dozen and more of their prodigious single and LP tunes including "Lonely Bull," "Tijuana Taxi," "Mexican Shuffle," "Taste of Honey," "Casino Royale," "The Happening," "Zorba the Greek" and "In a Little Spanish Town" and the finale that brings together all 23 of the sidemen and vocalists for a rousing climax to a near perfect evening.

Special mention goes to Harry McCune and Larry Levine of the sound dept., Jerry Grolnick and Sal Monte for the lighting effects and Jim Tritipo for the decorative backdrops. And a low bow to the weatherman for clearing the skies just in time for the event on Friday. We're told that never in the 47 year history of the bowl has there been a rainout. Alpert was less fortunate last year with his Central Park, N.Y. concert. But in his hometown? Unthinkable that anyone would dare rain on Alpert's parade.

## EDDY ARNOLD

HOLLYWOOD—The immoderate publicity release which suggested, last week, that this was to be "the biggest opening in Grove history" with "more celebrities than the motion picture academy awards banquets" may have missed the target. But not by much. It was surely one of the more extravagant and outrageously lavish openings we've encountered in years. A credit to this country crooner and his myriad talents that he was almost able to equal the intemperate claims and advance hoopla.

If there were any doubts that KFOX, KGBS, KIEV and KBBQ (the country call letters in town) have a sizable clientele, they were dispelled as most of the Grove audience appeared to recognize instantly each of Arnold's tunes, glad-handing them from the opening bars with a standing ovation even before his finale.

The Crosby of Country (or would Victor prefer that he be titled the Country Como?) effortlessly branded at least a couple of dozen variegated selections as he shuffled 'cross stage during the evening, biggest hand going for his "worldly songs" — "Turn the World Around," "What's He Doin' in My World," and "Make the World Go Away." Another highlight was

"First Word," a "message" lyric which Arnold explained was written by a friend, a former "swingin' bachelor." The last quarter hour of his 65 minute turn was devoted to a hoe-down of his hits over the past twenty-two years (tho' barely scratching the surface), offered with little or no big band backing, simply Arnold's own eloquent guitar. "Hello Dolly," sung earlier, was one of a few "pop" titles in the act, an obvious attempt at catering to urban tastes. As superfluous as a Gideon bible in a Sunset strip motel, tho' almost as rewarding as his plaintive laments to lost love, those yodeling novelties, spirituals and bonafide folksongs.

Commenting on this, his first major nightclub appearance, the Tennessee plowboy quipped "I've never even been in the lobby of this place before." And, as to the celebrated faces (and forms) in the audience—"If I were to name you all, I'd never get to do my encore."

A decided departure for the elegant Grove. One can't help wondering if Arnold is here, can Owens, Price, Haggard and James be far behind? His three week stint at the Grove is a giant step up for the whole world of country. And a personal triumph for Arnold.



## Choctaw West

Shown at a party held for Capitol's Bobby Gentry at the home of actor Dean Jones are (from the left): Bobby Gentry of "Ode To Billie Joe" fame, Dean Jones, Harvey Geller, manager of the Cash Box H'wood office, and his assistant, Lissa Morrod. "Ode To Billie Joe" foods were served, like black eyed peas, apple pie, and biscuits.

## Al Lewis Post

(Continued from Page 8)

firm's royalty department. Most recently he was the key coordinator between A & R and sales and production wings of the company. Lewis is a graduate of Pace College.

In announcing the new post, Nasatir said, "Al Lewis is one of our most trusted executives at MGM, and I'll personally be counting on his talents in his new post."

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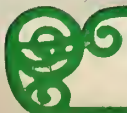
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## Revercomb Appt.

(Continued from Page 8)  
tional sales manager, and general manager of the Imperial Records Division.

Prior to Liberty, Revercomb spent six years with Columbia Records in sales and as Branch Manager of the midwest area.

### Nashville Office

In another move, the Paramount Pictures Corp. music publishing division has opened a Nashville office headed by Henry Hurt.

Hurt will represent Famous Music, Paramount Music, and Ensign Music publishing companies in exposing and exploiting the vast catalog of Paramount controlled music, in addition to continuing his representation on the Nashville scene of Dot Records, also a Paramount subsidiary.

Hurt will sign and work with local composers and lyricists to expand the Famous, Paramount and Ensign catalogs, especially in the areas of Country-Western and Rhythm and Blues music.

## Critters To Project 3

(Continued from Page 7)

Some of their singles have been: "Don't Let The Rain Fall Down On Me," "Marryin' Kind Of Love," "Mr. Dyingly Sad," "Bad Misunderstanding," and "Younger Girl."

The group was organized in 1964, and since then has made many successful personal appearances in colleges and universities, theaters, etc., throughout the country. They will have a busy schedule this coming season.

Further Project 3 plans call for an album by the Critters to be released in early November. The group will also be recorded on reel-to-reel tape, cartridges and cassettes and will have the advantage of Project 3 national and international distribution.

Enoch Light, who has set the pace for years in sound recording techniques, is pleased to add the group to his roster. He feels that it would be most advantageous to enter the young people's record market at this time.

## Merrec Names Three New Branch Managers

CHICAGO—Merrec Distributors, a branch operation of Mercury Records last week named three new branch managers.

Frank Peters, who helmed the Chicago Merrec branch for the past eighteen months, moved into the Atlanta branch managership. He replaces Romeo Davis. Peters, a veteran of over fifteen years in the record business, began with Capitol Records' local branch in 1951 as a salesman. He joined the Sampson Company, the then Columbia distributorship, where he remained until 1958 when Columbia opened its own branch. In 1963 he left the record business for two years, returning as Chicago manager for Mercury in 1965.

Replacing Peters will be Arnold Orleans, Orleans started in 1957 in Chicago, working for James H. Martin for eight months and then becoming King Records branch manager until 1962. At that time he joined the now defunct Apollo Distributing Company, leaving that organization in 1964 to join Capitol in Chicago as a salesman. In 1965 Orleans was made distribution, sales and promotion manager covering Detroit, Cleveland and Pittsburgh for Capitol, from whence he joins Mercury.

New branch manager in New Orleans is Eddie Grady, thirteen-year veteran of the record industry. He became a salesman for Cook Distributors, onetime Mercury Dallas Distributorship, in 1954. He remained until 1956, moving to Daily Brothers when they took over Mercury. After a year, he joined Decca's Dallas branch where he has been employed for the past ten years as a salesman. Grady replaces Bernie Kaplan.



## CashBox R & B Top 50

<b>1</b>	<b>FUNKY BROADWAY</b> Wilson Pickett (Atlantic 2430)	2	<b>26</b>	<b>GIMME LITTLE SIGN</b> Brenton Wood (Double Shot 116)	36
<b>2</b>	<b>YOUR LOVE KEEPS LIFTING ME HIGHER AND HIGHER</b> Jockie Wilson (Brunswick 55336)	1	<b>27</b>	<b>KNOCK ON WOOD</b> Otis Redding & Corla Thomas (Stax 228)	22
<b>3</b>	<b>SOUL MAN</b> Som & Dave (Stox 231)	4	<b>28</b>	<b>CASONOVA</b> Ruby Andrews (Zodioc 1004)	25
<b>4</b>	<b>DIRTY MAN</b> Laura Lee (Chess 2013)	6	<b>29</b>	<b>KARATE BOO-GA-LOO</b> Jerry O (Shout 217)	34
<b>5</b>	<b>A NATURAL WOMAN</b> Aretha Franklin (Atlantic 2441)	7	<b>30</b>	<b>ODE TO BILLIE JOE</b> King Curtis & His Kingspins (Atco 6516)	35
<b>6</b>	<b>MEMPHIS SOUL STEW</b> King Curtis (Atco 6511)	3	<b>31</b>	<b>I CAN'T STAY AWAY FROM YOU</b> Impressions (ABC Paramount 10964)	28
<b>7</b>	<b>APPLES, PEACHES AND PUMPKIN PIE</b> Jay & Techniques (Smosh 2086)	5	<b>32</b>	<b>SHOUT BAMALAMA</b> Mickey Murrey (SS1715)	37
<b>8</b>	<b>YOU KEEP RUNNING AWAY</b> 4 Tops (Motown 1113)	8	<b>33</b>	<b>SPREADIN' HONEY</b> Watts 103rd St. Bond (Keymen 108)	40
<b>9</b>	<b>EXPRESSWAY TO YOUR HEART</b> Soul Survivors (Crimson 1010)	9	<b>34</b>	<b>ODE TO BILLIE JOE</b> Bobbi Gentry (Capitol 5950)	44
<b>10</b>	<b>THE LETTER</b> Box Tops (Mala 565)	19	<b>35</b>	<b>LOVE IS STRANGE</b> Peaches & Herb (Dote 1574)	43
<b>11</b>	<b>LET LOVE COME BETWEEN US</b> James & Bobby Purify (Bell 685)	11	<b>36</b>	<b>WHERE IS THE PARTY</b> Helena Ferguson (Compass 7009)	47
<b>12</b>	<b>YOUR PRECIOUS LOVE</b> Marvin Goye & Tammy Terrell (Tamla 54156)	15	<b>37</b>	<b>EVERLASTING LOVE</b> Robert Knight (Rising Sun 705)	48
<b>13</b>	<b>LITTLE OLE MAN</b> Billy Cosby (Worner Bros. 7072)	16	<b>38</b>	<b>DREAM MERCHANT</b> Jerry Butler (Mercury 72721)	49
<b>14</b>	<b>TO SIR WITH LOVE</b> Lulu (Epic 40187)	21	<b>39</b>	<b>HUNK OF FUNK</b> Gene Dozier (Minit 32026)	39
<b>15</b>	<b>YOU'RE MY EVERYTHING</b> Temptations (Gordy 7063)	12	<b>40</b>	<b>BOO-GA-LOO DOWN BROADWAY</b> Fantastic Johnny C (Phil L.A. of Soul 305)	30
<b>16</b>	<b>IN THE HEAT OF THE NIGHT</b> Ray Charles (ABC Paramount 10970)	10	<b>41</b>	<b>BELIEVE IN ME</b> Jesse James (20th Century Fox 6684)	31
<b>17</b>	<b>COLD SWEAT</b> James Brown (King 6110)	13	<b>42</b>	<b>DIFFERENT STROKES</b> Syl Johnson (Twilight 103)	42
<b>18</b>	<b>GET ON UP</b> Esquires (Bunky 7750)	14	<b>43</b>	<b>TAKE A LOOK</b> Aretha Franklin (Columbia 44270)	45
<b>19</b>	<b>IF THIS IS LOVE</b> Precisions (Drew 1003)	20	<b>44</b>	<b>TELL HIM</b> Potti Drew (Capitol 5861)	46
<b>20</b>	<b>9 LBS. OF STEEL</b> Joe Simon (Sound Stage 7 2589)	23	<b>45</b>	<b>I SAY A LITTLE PRAYER</b> Dionne Warwick (Scepter 12203)	
<b>21</b>	<b>BABY I LOVE YOU</b> Aretha Franklin (Atlantic 2403)	17	<b>46</b>	<b>BABY IT'S WONDERFUL</b> Chris Bartley (Vando 3000)	
<b>22</b>	<b>GLORY OF LOVE</b> Jackie Lee (Keymen 109)	27	<b>47</b>	<b>SHAME ON ME</b> Chuck Jackson (Wand 1166)	
<b>23</b>	<b>I'M WONDERING</b> Stevie Wonder (Tamla 54157)	38	<b>48</b>	<b>LOVEY DOVEY</b> Bunny Sigler (Parkway 6000)	
<b>24</b>	<b>LOVE BUG LEAVE MY HEART ALONE</b> Martha & The Vondellos (Gordy 7062)	18	<b>49</b>	<b>HEART BE STILL</b> Lorraine Ellison (Lomo 2074)	41
<b>25</b>	<b>PATA PATA</b> Miriam Makeba (Reprise 0606)	32	<b>50</b>	<b>IT'S GOT TO BE MELLOW</b> Leon Haywood (Decca 32164)	26

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# TOP 100 Albums

OCTOBER 14, 1967

- 1 **THE DOORS**  
(Elektra EKS 4007/EKS 74007) 1
- 2 **ODE TO BILLIE JOE**  
Bobby Gentry (Capitol T/ST 2830) 2
- 3 **SGT. PEPPER'S LONELY HEARTS CLUB BAND**  
Beatles (Capitol T/TS 2653) 3
- 4 **DIANA ROSS & THE SUPREMES GREATEST HITS**  
(Motown 2-663) 4
- 5 **THE BYRDS GREATEST HITS**  
(Columbia CL 2716/CS 9516) 7
- 6 **ALBUM 1700**  
Peter, Paul & Mary (Warner Bros. W/WS 1700) 5
- 7 **ARETHA ARRIVES**  
Aretha Franklin (Atlantic (SD) 8153) 6
- 8 **FLOWERS**  
Rolling Stones (London LL 3509/PS 509) 8
- 9 **INSIGHT OUT**  
Association (Warner Bros. W/WS 1696) 12
- 10 **REACH OUT**  
4 Tops (Motown 660) 9
- 11 **GROOVIN'**  
Young Rascals (Atlantic SD 8143) 11
- 12 **VANILLA FUDGE**  
(Atco 33-224/SD 33-224) 17
- 13 **4 TOPS GREATEST HITS**  
(Motown 662) 23
- 14 **BEE GEE 1ST**  
(Atco (SD) 233) 16
- 15 **SILVER THROAT—BILL COSBY SINGS**  
(Warner Bros. W/WS 1709) 15
- 16 **ARE YOU EXPERIENCED?**  
Jimi Hendrix Experience (Reprise R/RS 6261) 19
- 17 **SURREALISTIC PILLOW**  
Jefferson Airplane (RCA LPM/LSP 3766) 10
- 18 **DR. ZHIVAGO**  
Soundtrack (MGM E/SE 6 ST) 13
- 19 **MONKEES HEADQUARTERS**  
(Colgems COM/COS 103) 24
- 20 **RELEASE ME**  
Engelbert Humperdick (Parrot PA 61012/PAS 71012) 14
- 21 **TO SIR, WITH LOVE**  
Original Soundtrack (Fontana MGF 27569/SRF 67569) 28
- 22 **REVOLUTION**  
Paul Revere & Raiders (Columbia CL 2721/CS 9521) 20
- 23 **WITH A LOT O'SOUL**  
Temptations (Gordy 922) 18
- 24 **THE WORLD WE KNEW**  
Frank Sinatra (Reprise F/FS 1022) 25
- 25 **SOUND OF MUSIC**  
Original Soundtrack (RCA Victor LOCD/L30D 2005) 22
- 26 **THESE ARE MY SONGS**  
Petula Clark (Warner Bros. W/WS 1698) 21
- 27 **SUPER HITS**  
Various Artists (Atlantic (SD) 501) 29
- 28 **SMILEY SMILE**  
Beach Boys (Brother T/ST 9001) 35
- 29 **SOUNDS LIKE**  
Herb Alpert & Tijuana Brass (A&M LP 124/SP 4124) 26
- 30 **WELCOME TO MY WORLD**  
Dean Martin (Reprise R/RS 6250) 27
- 31 **BORN FREE**  
Andy Williams (Columbia CL 2680/CS 9480) 34
- 32 **A MAN AND A WOMAN**  
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- 33 **REVENGE**  
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- 34 **HERE WHERE THERE IS LOVE**  
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- 35 **WINDOWS OF THE WORLD**  
Dionne Warwick (Scepter M/S 563) 42
- 36 **BEST OF SONNY & CHER**  
(Atco M/S 219) 30
- 37 **TEMPTATIONS GREATEST HITS**  
(Gordy GM/GS 919) 32
- 38 **WINDS OF CHANGE**  
Animals (MGM E/SE 4484) 44
- 39 **JOAN**  
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- 40 **I WAS MADE TO LOVE HER**  
Stevie Wonder (Tamia 279) 47
- 41 **LUSH LIFE**  
Nancy Wilson (Capitol T/ST 2757) 37
- 42 **LOOK OF LOVE**  
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- 43 **A DAY IN THE LIFE**  
Wes Montgomery (A&M 2001/SP 3001) 63
- 44 **I NEVER LOVED A MAN**  
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- 45 **FRANKIE VALLI SOLO**  
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- 46 **PAUL REVERE & THE RAIDERS GREATEST HITS**  
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- 47 **COUNTRY, MY WAY**  
Nancy Sinatra (Reprise R/RS 6251) 49
- 48 **BIG BROTHERS & THE HOLDING COMPANY**  
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- 49 **PROCOL HARUM**  
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- 50 **COLD SWEAT**  
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- 51 **THAT'S LOU**  
Lou Rawls (Capitol T/TS 2756) 40
- 52 **HIP-HUG-HER**  
Booker T & MG's (Stax S-717) 41
- 53 **GOLDEN GREATS BY THE VENTURES**  
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- 54 **HOLLIES' GREATEST HITS**  
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- 55 **MARTHA & THE VANDELLAS 'LIVE'**  
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- 56 **BEST OF THE BEACH BOYS VOL. II**  
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- 57 **CLAUDINE**  
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- 58 **BOB DYLAN'S GREATEST HITS**  
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- 59 **SMOKEY ROBINSON & THE MIRACLES MAKE IT HAPPEN**  
(Tamla 276) 66
- 60 **ELECTRIC MUSIC FOR THE MIND & BODY**  
Country Joe & Fish (Vanguard VRS/VSD 9244) 53
- 61 **YOU ONLY LIVE TWICE**  
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- 62 **DOCTOR DOOLITTLE**  
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- 63 **FRESH CREAM**  
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- 64 **BLAZE**  
Herman's Hermits (MGM E/SE 4478) 74
- 65 **MANTOVANI/HOLLYWOOD**  
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- 66 **WHIPPED CREAM**  
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- 67 **SPANKY & OUR GANG**  
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- 68 **MARVIN GAYE'S GREATEST HITS VOL. II**  
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- 69 **COME BACK WHEN YOU GROW UP**  
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- 70 **ABSOLUTELY FREE**  
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- 71 **MOBY GRAPE**  
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- 72 **MAN OF LA MANCHA**  
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- 73 **S.R.O.**  
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- 74 **UNITED**  
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- 75 **RESPECT**  
Jimmy Smith (Verve V/V-6 8705) 83
- 76 **GOLDEN HITS**  
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- 77 **IN THE HEAT OF THE NIGHT**  
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- 78 **APPLES, PEACHES, PUMPKIN PIE**  
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- 79 **HAWAIIAN ALBUM**  
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- 80 **RIGHTEOUS BROTHERS GREATEST HITS**  
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- 81 **THOROUGHLY MODERN MILLIE**  
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- 82 **LET'S LIVE FOR TODAY**  
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- 83 **JUDY GARLAND AT HOME AT THE PALACE OPENING NIGHT**  
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- 84 **JR. WALKER & THE ALL STARS 'LIVE'**  
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- 85 **OUR SONG**  
Jack Jones (Kapp KL-1531/KS-3531) 89
- 86 **GONE WITH THE WIND**  
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- 87 **JOHN GARY CARNEGIE HALL CONCERT**  
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- 88 **ALL MITCH RYDER HITS**  
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- 89 **THE EARTH**  
San Sebastian Strings (Warner Bros. W/WS 4704) 95
- 90 **CANNED HEAT**  
(Liberty LRP 3526/LST 7526) 93
- 91 **JUST FOR YOU**  
Neil Diamond (Bang BLP/8LPS 217) 97
- 92 **I WANTED SOMEONE TO LOVE**  
Frankie Laine (ABC A8C/A8CS 608) 100
- 93 **THE YIDDISH ARE COMING!**  
Lou Jacobi & Others (Verve V/V-6 15058) 101
- 94 **MARY IN THE MORNING**  
Al Martino (Capitol T/ST 2780) 99
- 95 **SOULED OUT**  
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- 96 **ALLIGATOR BOOGALOO**  
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- 97 **DANCING IN THE STREET**  
Ramsey Lewis (Cadet LP/LPS 794) —
- 98 **BLUES PROJECT LIVE AT TOWN HALL**  
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- 99 **RHAPSODIES FOR YOUNG LOVERS—VOL. II**  
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- 100 **"FOR A FEW DOLLARS MORE"**  
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- 01 **THE WORLD WE KNEW**  
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- 02 **HOLLYWOOD MON AMOUR**  
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- 03 **RALLY 'ROUND THE FLAGG**  
Fannie Flagg (RCA Victor LPM/LSP 3856)
- 04 **MR. SPOCK'S MUSIC FROM OUTER SPACE**  
Leonard Nimoy (Dot DLP 3794/25794)
- 05 **TAKE A LOOK**  
Aretha Franklin (Columbia CL 2754/CS 9554)
- 06 **OUTSIDERS . . . HAPPENING 'LIVE'**  
(Capitol T/ST 2745)
- 07 **GOODBYE AND HELLO**  
Tim Buckley (Elektra EKL 318/EKS 7318)
- 08 **GOING PLACES**  
Herb Alpert & Tijuana Brass (A&M LP 112/SP 4112)
- 09 **LISTEN**  
Ray Charles (ABC A8C/A8CS 595)
- 10 **HONEY AND WINE**  
Glenn Yarbrough (RCA Victor LPM/LSP 3860)
- 111 **SILK AND SOUL**  
Nina Simone (RCA Victor LPM/LPS 3837)
- 112 **THIS IS MY SONG**  
Ray Conniff (Columbia CL 2676/CS 9476)
- 113 **MAGNIFICENT MEN LIVE**  
(Capitol T/ST 2775)
- 114 **FISTFUL OF DOLLARS**  
Soundtrack RCA Victor LOC/LOS 1135)
- 115 **TIME ALONE WILL TELL**  
Jerry Vale (Columbia CL 2684/CS 9484)
- 116 **BEST OF EDDY ARNOLD**  
(RCA Victor LPM/LSP 3565)
- 117 **UP, UP, AND AWAY**  
5th Dimension (Soul City SCM-91000/SCS-92000)
- 118 **TURN THE WORLD AROUND**  
Eddy Arnold (RCA Victor LPM/LSP 3869)
- 119 **THE MONKEES**  
(Colgems COM/COS 101)
- 120 **COLLECTIONS**  
Young Rascals (Atlantic M/S 8134)
- 121 **DADDY'S LITTLE GIRL**  
Al Martino (Capitol T/TS 2733)
- 122 **FIDDLER ON THE ROOF**  
Original Cast
- 123 **BEST OF THE SEEKERS**  
(Capitol T/DT 2746)
- 124 **MAMAS & THE PAPAS DELIVER**  
(Dunhill D/S 50014)
- 125 **MEXICAN TRIP**  
Mystic Moods (Philips PHM 200-250/PHS 600-250)
- 126 **WHAT NOW MY LOVE**  
Herb Alpert & Tijuana Brass (A&M LP 114/SP 4114)
- 127 **NEW GOLD HITS**  
Four Seasons (Philips PHM 200-243/PNS 600-234)
- 128 **GENE PITNEY GOLDEN GREATS**  
(Musicor MM 2134/MS 3134)
- 129 **HEADS UP** Baja Marimba Band (A&M LP 123/SP 4123)
- 130 **THE WILD ANGELS**  
Soundtrack Tower T/TS 5043)
- 131 **BLOWIN' YOUR MIND**  
Van Morrison (Bang BLP/BLPS 218)
- 132 **THE KENNEDY DREAM**  
Oliver Nelson (Impulse A/AS 9144)
- 133 **EQUINOX**  
Sergio Mendes and Brasil 66 (A&M LP 122/SP 4122)
- 134 **WONDERFULNESS**  
Bill Cosby (Warner Bros. W/WS 1634)
- 135 **ARETHA FRANKLIN'S GREATEST HITS**  
(Columbia CL 2673/CS 9473)
- 136 **SOUND OF WILSON PICKETT**  
(Atlantic (SD) B145)
- 137 **I LOVE YOU**  
(Dot DLP 3813/25813)
- 138 **SOPWITH CAMEL**  
(Kama Sutra KLP/KLPS 8060)
- 139 **THERE MUST BE A WAY**  
Jimmy Roselli (United Artists UAL 3611/UAS 6611)
- 140 **YARDBIRDS' GREATEST HITS**  
(Epic LN 24246/BN 26246)

# 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.

## LONDON

Rolling Stones	December's Children	L-3451	PS451
Rolling Stones	Rolling Stones Now	L-3420	PS420
Mantovani	Mantovani Magic	L-3448	PS448
Bachelors	Hits Of The 60's	L-3460	PS460
Rolling Stones	12 x 5	L-3402	PS402
Mantovani	Incomparable Mantovani	L-3392	PS392
Mantovani	Mantovani Sound	L-3419	PS419
Rolling Stones	The Rolling Stones	L-3375	PS375
Marianne Faithful	Marianne Faithful	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	Country & Western Hits	L-3436	PS436
Frank Chacksfield	Ebb Tide	L-3322	PS322
C. Valente	Valente's Greatest Hits	L-3441	PS441
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	AM58001	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. I	L-3287	PS287
Edmundo Ros	Rhythms Of The South	L-1612	PS134
Frank Chacksfield	The New Ebb Tide		SP44053
Original Cast	Wait-A-Minim	AM58002	AMS88002
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	SP44016
Stanley Black	Film Spectacular	L-3291	SP44025
Ted Heath	Chartbusters		SP44074
Stanley Black	Russia		SP44075
Edmundo Ross	Latin Boss		SP44073
Stanley Black	Film Spectacular Vol. III		SP44078
Mantovani	Mr. Music	L-3474	PS474
Rolling Stones	Big Hits	NP-1	NPS-1
Rolling Stones	Aftermath	L-3476	PS476
Eric Rogers	Vaudeville		SP44083
Frank Chacksfield	Hawaii		SP44087
Stanley Black	Broadway Blockbusters		SP44088
Margaret Whiting	Maggie Isn't Margaret Anymore	LL-3510	PS510
Jeannie Carson	Jeannie Carson	LL-3504	PS504
Margaret Whiting	The Wheel Of Hurt	LL-3497	PS497
Marianne Faithful	Faithful Forever	LL-3482	PS482
Mantovani	Mantovani's Golden Hits	LL-3483	PS483
Bachelors	Bachelors' Girls	LL-3491	PS491
Marianne Faithful	Go Away From My World	LL-3452	PS452

## MACE

Othmar Schoeck	Concerto in B-Flat Major		
	Op. 21 for Violin and Orch/Concerto		
	Op. 65 for Horn and String Orch	MCM/MCS 9047	
Mozart	Piano Concerto No. 14 in E-Flat Major	MCM/MCS 9048	
	Double Chorus Motets Of The Old Masters	MCM/MCS 9054	
Helmut Walcha	Harpichord-Six French Suites Vol. 1	MCM/MCS 9072	
Handel	Three Concerti	MCM/MCS 9063	
Paul Hindemith	Sonata Op. 11, No. 4 for Viola & Piano		
	Sonata Op. 25, No. 1 for Viola		
	Unaccompanied		
Trio Sonatas of Bach	Elliott Rosoff: Violin,	MCM/MCS 9075	

## MACE (Cont'd)

	Andrew Lolya: Flute; Sally Bakstansky: Cello		
	Roy Eaton: Piano	MCM/MCS 9076	
Paganini	Sonata Concertata for Violin & Guitar		
	Marga Bauml, Guitar/Walter Klasinc, Violin	M9025	
J. S. Bach	Six English Suites Vol. 2	MCM/MCS 9036	
F. J. Haydn	Concerto in C-Major for Oboe and Orch & Others	MCM/MCS 9040	

## MAINSTREAM

Carmen McRae	Alfie	56084	6084
Morgana King	With A Taste Of Honey	56015	6015
Jerry Goldsmith			
Original Sound Track	A Patch Of Blue	56068	6068
Maurice Jarre	The Collector	56053	6053
Original Sound Track			
Carmen McRae	Women Talk-Live at the Village Gate	56065	6065
Billie Holiday	Billie Holiday	56036	6036
Lightning Hopkins	The Blues	56000	6000
Jack Teagarden, Wild Bill Davison, etc.	Dixieland-New Orleans	56003	6003
Carmen McRae	Second To None	56028	6028
Sound Track			
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
Sound Track			
Piccioni-Original Sound Track	The Tenth Victim	56071	6071
Clark Terry/Bob Brookmeyer	Gingerbread Men	56086	6086
Original Sound Track	Chaplin's Art Of Comedy	56089	6089
Gordon Jenkins	Soul Of A People	56093	6093
Carmen McRae	In Person	56091	6091

## MONUMENT

Ray Orbison	Roy Orbison's Greatest Hits	8000	18000
Grandpa Jones	Yodeling Hits	8001	18001
Boots Randolph	Boots Randolph's Yakety Sax	8002	18002
Roy Orbison	In Dreams	8003	18003
Jerry Byrd	Byrd Of Paradise	8009	18009
Boots Randolph	Hip Boots	8015	18015
Roy Orbison	More Of Roy Orbison's Greatest Hits	8024	18024
Roy Orbison	Orbisongs	8035	18035
Boots Randolph	Boots Randolph Plays More Yakety Sax	8037	18037
Boots Randolph	The Fantastic Boots Randolph	8042	18042
Roy Orbison	The Very Best Of Roy Orbison	8045	18045
Billy Walker	A Million And One	8047	18047
Chas. Aznavour	The Very Best Of Chas. Aznavour	8052	18052
Jeannie Seeley	The Seely Style	8057	18057
Rusty Draper	Swingin' Country	8062	18062
Boots Randolph	Boots With Strings	8066	18066
Fran Jeffries	This Is Fran Jeffries	8069	18069
Chas. Aznavour	Le Grand Charles!	8071	18071
Billy Walker	The Walker Way	8072	18072
Jeannie Seely	Thanks, Hank	8073	18073
Don Cherry	There Goes My Everything	8075	18075
The Hangmen	Bitter Sweet	8077	18077
Bob Moore	Mexico	8008	18008
Chas. Aznavour	Cante En Espanol	8076	18076
Bill Justis	The External Sea	8078	18078
Boots Randolph	Sax-Sational	8079	18079



TOTAL LOCATION INVENTORY

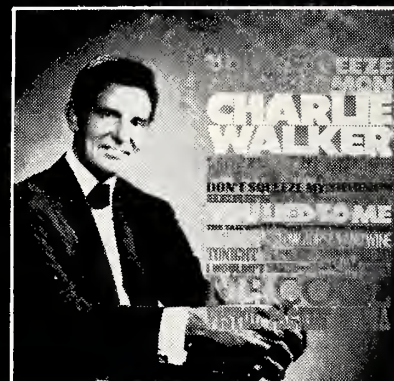


CHARLIE WALKER'S Great New Album  
Includes Two Big Country Hits...

"Don't Squeeze My Sharmon"<sup>5-10174</sup>

and the newly released

"I Wouldn't Take Her To A Dogfight"<sup>5-10237</sup>.



LN 24328/BN 26328 Stereo

TITLE-SONG FROM THE MOTION PICTURE

# MON AMOUR... MON AMOUR

MUSIC BY FRANCIS LAI, COMPOSER OF "A MAN AND A WOMAN"  
ENGLISH LYRIC BY CARL SIGMAN, AUTHOR OF "WHAT NOW, MY LOVE"

ROBERT GOULET



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A MAJOR NEW SONG  
BY MIKE SETTLE

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INTO NO.2 SPOT IN ENGLAND—NOW RELEASED IN U.S.A.



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Stevie Winwood's brilliant new group—

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MAKING A STEADY CLIMB IN U.S.A.

# TOM JONES

## I'll Never Fall In Love Again

Produced by Peter Sullivan

TRO



TRO COLUMBIA



HERE TODAY &  
ONE TOMORROW

THE BROTHERS FOUR

# THE WHO

## I CAN SEE FOR MILES

A FAST-BREAKING  
CHART CONTENDER!

TRO



SINGING ONE OF HIS OWN "WINKY" SONGS

# LOVE YOU TILL TUESDAY

TRO



TRO RCA VICTOR

# NICK PALMER ON SATURDAY NIGHT

OFF KEY (DESAFINADO)

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The dazzling debut of a new star...

# Robert Cameron

"I'll Get By"



Pete Seeger sings his own—"Waist Deep in the Big Muddy."

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# The British are Coming!

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- WATCH FOR THE MOVE—FLOWERS IN THE RAIN—(TOP 3 IN ENGLAND)
- WATCH FOR PINK FLOYD—NEW LP ON TOWER

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The RICHMOND ORGANIZATION



# CashBox Country Roundup

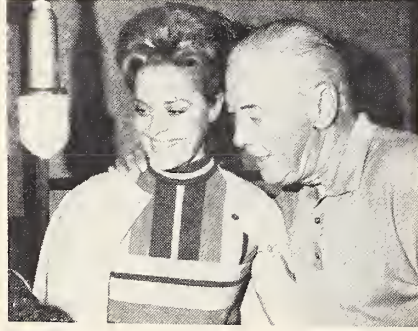
Last week, one of America's most outstanding songwriters died. A man who penned over a thousand songs, Woodie Guthrie will be mourned by artists and music lovers the world over. And, although he was not a country writer in the strict sense of the word, we're sure a great many country music people will be saddened by his parting. He wasn't headquartered in Nashville and he wasn't headquartered in Bakersfield, but his music could certainly be appreciated by those who are. And by millions of those in between. His songs were as basic and as simple as country songs, and they spoke of the same things that country songs spoke of.

Chronologically, Woodie Guthrie died at a young age—55, but in the years he lived, he built a lasting legacy. A great many of us are the richer for that legacy. His documentation of Americana has provided a sharp and vivid montage for posterity to enjoy and ponder for many years to come.

Rather than dwell on the subject, we would like to sum up our feelings and the feelings of many with a phrase borrowed from the title of one of his own tunes—"So long, it's been good to know you." It's been very, very good indeed!

Longhorn Records chief Dewey

Groom (who also owns the Longhorn Ballroom in Dallas) has recently purchased the property on which the Ballroom sits, an area of one full city block, for an estimated 1/2 million dollars. The Ballroom is currently undergoing a complete remodeling, and, when completed, will be billed as the Astrodome of Country Music.



**THAR'S GOLD(IE) IN THEM THAR HILLS**—Goldie Hills Smith, wife of Columbia chanter Carl Smith, decided recently that there was room for another recording artist in the family, a decision which brought about her first recording sessions for Epic Records. Playback of the session brought enthusiastic response from none other than Don Law (shown with Goldie in photo above), who has produced many of husband Carl's hits over the years. Goldie's initial deck, due for release shortly, combines "There's Gotta Be More To Life (Than Loving A Man)" and "Almost Enough." Meanwhile, hubby's latest release, "Deep Water," is proving to be his biggest hit in quite some time.

New York's Nashville Club continues to see Countrydom's top talent visiting us up here, the latest package consisting of **Claude King**, **Don Bowman** and "Miss Country Soul," **Jeanie Seely**. . . . One of our previous headliners, **Del Reeves**, was kept busy during shows with local TV spots during his brief stay up here. Del guested on the popular "Joe Franklin Show" on WOR-TV and then turned around to do the brand new WNEW TVer, "The New Yorkers."

The term "meteoric rise" is oft-used and often misused, but we feel it definitely applies in the case of **Jack Greene**, who, in the past year has gone from sideman to one of the most popular and sought after artists on the current country scene. Not long ago he received an accolade from fans in Jacksonville, Fla. when they held "Jack Greene Day" in that city. The "day" capped off a whirlwind tour in that area which was highlighted by Jack's appearance at the Craig Field Armory, and, needless to say, SRO crowds mobbed the house while hundreds of others were turned away. During the performance, Jack was presented with a trophy signifying his rise to fame and his dramatic impact on the entertainment business.

After a summer of fair dates and one-nighters, **Kathy Dee** has just got-

(Continued on page 60)

## Opry Estimates Big Growth In Trust Fund With 4000 Expected For Birthday Confab

NASHVILLE—As the Grand Ole Opry's 42nd Birthday Celebration in Nashville rapidly approaches, the pre-registration toll continues to mount impressively, causing officials to estimate the expected convention attendance at a figure near 4000 persons. As a result, the Opry Trust Fund will benefit considerably, since all registrants must contribute to the fund in order to participate in the many functions planned for the occasion. Thus far, hundreds of pre-registrations have been accepted and thousands more are expected by convention kick-off time. Each registration brings with it a ten dollar contribution to the three year old Trust Fund, a policy which has made it possible for thousands of dollars to

be dispersed to the needy in the country music field.

Established to give financial assistance in time of need, emergency or catastrophe, the fund has a board of nine Grand Ole Opry members passing on possible grants-in-aid to entertainers and musicians directly associated with, or actively participating in, the country music business. To date, the board has doled out over \$41,000, more than half of which has gone to help those outside the state of Tennessee.

Those still wishing to pre-register can write to either the Grand Ole Opry or the Trust Fund, P.O. Box 100, Nashville, Tenn. On-the-spot registrations will begin at 8 A.M. on Thurs., Oct. 19.



An early contributor to the Grand Ole Opry Trust Fund, **Walter M. Robinson, Jr.**, gets pinned with registration button while WSM radio president and TV president **John DeWitt** (left) and the TV station's vp and general manager **Irving Waugh** (right) view the proceedings. Robinson, the chief counsel for the National Life and Accident Insurance Co., seems to be enjoying the pinning ritual, conducted by **Lynn Orr**, secretary to the president of the station.

## Natson-Port Pubberies Hit Nashville Stride

NEW YORK—The Natson-Port Publishing complex announced recently that it has finished its most recorded quarter in its 2 year old history. **Paul Tannen**, well-known New York and Nashville publisher (Ridge Music/BMI and Tannen Music/BMI topper) and his associate **Paul Evans**, well-known writer of such songs as "Roses Are Red," "Happiness Is," etc., are currently enjoying their most successful period with their fledgling Natson-Port firms. In the last few months new material has been placed with a great many record labels in Nashville and recordings have been released with such artists as **Jim Ed Brown** on RCA; **Kitty Wells**, **Red Foley** on Decca; **Vernon Oxford**, RCA; **George Owens**, RCA; **Johnny Tillotson**, MGM; **The Hardin Trio**, Columbia; and **Bobby Lord**, **Hickory**. **Lorene Mann**, RCA and **Molly Bee** on MGM.

**Tannen**, administrative head of the operation, attributes recent success to having strong Nashville-orientated material as well as having all creative work such as demos etc. done in Music City. **Tannen** also makes monthly trips to Nashville, keeping up a warm working relationship with A & R men at various labels. The **Tannen** name is no newcomer to Nashville as **Paul** produces **Johnny Tillotson** and **Molly Bee** for MGM in Nashville, while his father, **Nat Tannen**, was a Nashville pioneer in the 40's and 50's. **Tannen** has great expectations about a new song which his associate **Paul Evans** and co-writer **Paul Parnes** wrote, "Juanita Jones." The song was recorded by **Stu Philips** for RCA and produced by **Chet Atkins**. The title was inspired by well-known music business figure **Juanita Jones**, who was formerly **Chet Atkins'** secretary and is currently head of Nashville's ASCAP office.

## N.Y. Ad Execs To See CMA Package This Week

NEW YORK—The "Country Music Story" will have its fifth annual presentation this week (9) in New York City, with CMA highlighting the show before the International Radio and Television Society by giving a Tennessee Walking Horse as a door prize.

Numbering about 500, IRTS will be joined by some 300 members of the radio and advertising industry in the New York area and nearly 200 others representing CMA directors, members, and guests.

Jointly sponsored by some 30 radio stations and other music companies the show will feature the Nashville Sounds Vocal Group (formerly the Anita Kerr Singers) **Jeannie Seely**, **The Stonemans**, **LeRoy Van Dyke** and **Tex Ritter**.

Chairman of the event is **Carl Brenner**, CMA Special Projects Committee, of WBMD Baltimore.

**Gene Nash**, who writes and produces the show, will offer a full 45 minutes of entertainment and factual material about the growth of Country Music. Included will be a profile of the typical buyer of C&W records.

Besides the musical commercial the show will feature door prizes as well. The Tennessee Walking Horse Breeders Association of Lewisburg, Tennessee has donated a beautiful horse named "Country Music" for the show. Other donors of prizes include the Fender Musical Instrument Company, Gibson, Inc., and Grammer Guitar. In addition, record labels will present albums to all attendees.

Among the CMA officials attending the show will be **Dan McKinnon**, chairman of special projects from KSON-San Diego, board chairman **Roy Horton**, and Mrs. **Jo Walker**, executive director.

Radio Station **KGBS** will sponsor a party later in the afternoon.

QUEEN OF COUNTRY HITS

KITTY WELLS

"QUEEN OF HONKY TONK STREET"

DECCA 32163



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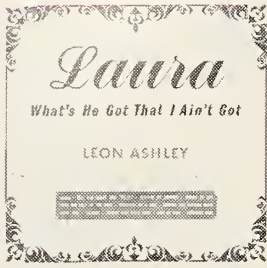
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October is Country Music Month!

## Two Hit Singles

**"LAURA" / "ODE TO BILLIE JOE"**

## Two Hit Albums



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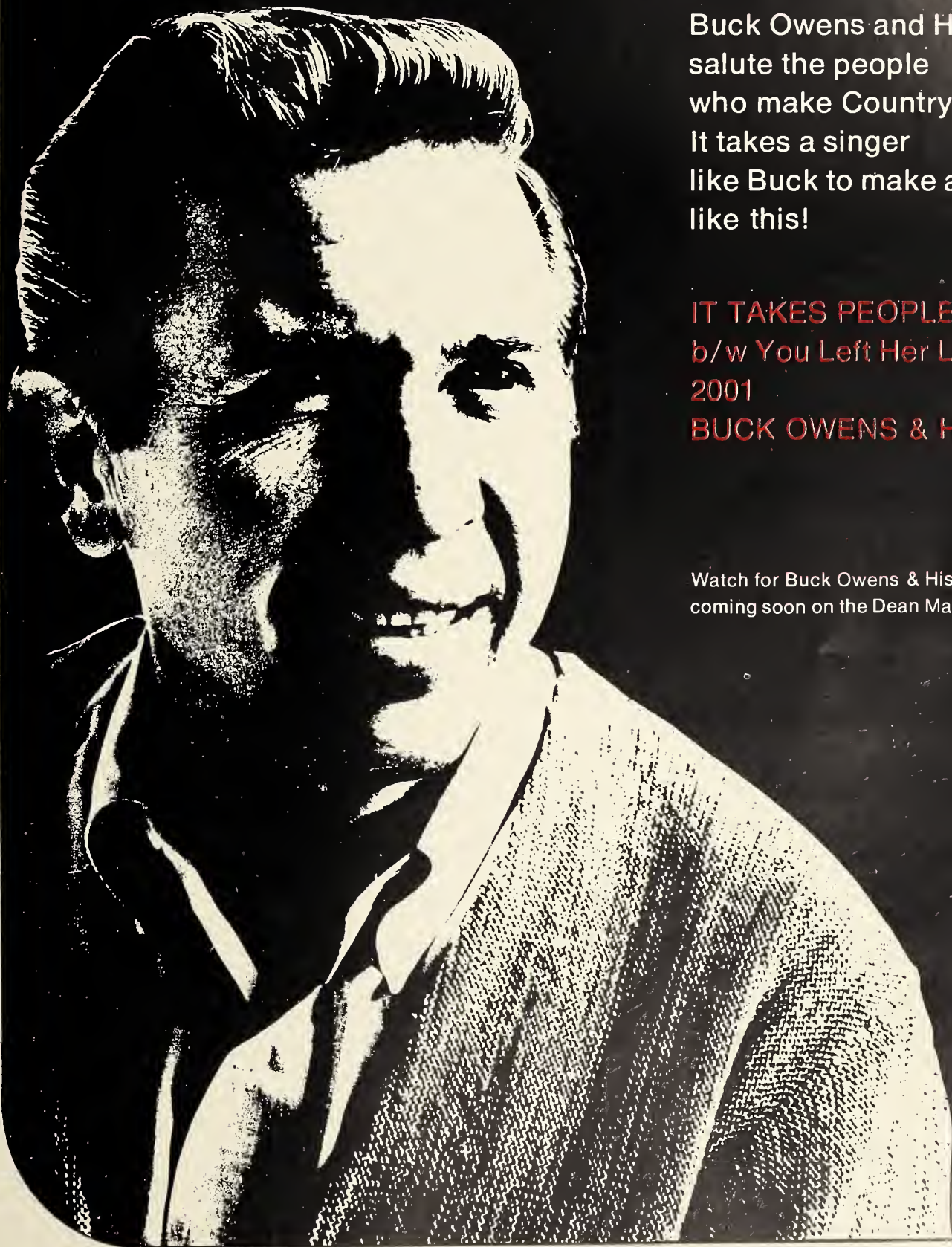


## CashBox Country Top 50

- |           |  |           |           |  |           |
|-----------|--|-----------|-----------|--|-----------|
| <b>1</b>  | <b>TURN THE WORLD AROUND</b><br>(Fingerlake—BMI)<br>Eddy Arnold (RCA Victor 9265)              | <b>3</b>  | <b>30</b> | <b>IT'S THE LITTLE THINGS</b><br>(Marson—BMI)<br>Sonny James (Capitol 5987)                      | <b>36</b> |
| <b>2</b>  | <b>LAURA (WHAT'S HE GOT THAT I AIN'T GOT)</b><br>(Gallico—BMI)<br>Leon Ashley (Ashley 2003)    | <b>1</b>  | <b>31</b> | <b>DOES MY RING HURT YOUR FINGER</b><br>(Jonda—ASCAP)<br>Charlie Pride (RCA Victor 9281)         | <b>37</b> |
| <b>3</b>  | <b>I'M STILL NOT OVER YOU</b><br>(Pamper—BMI)<br>Ray Price (Columbia 44195)                    | <b>4</b>  | <b>32</b> | <b>THROUGH THE EYES OF LOVE</b><br>(Jack—BMI)<br>Tompall & Gloser Brothers (MGM 13754)           | <b>27</b> |
| <b>4</b>  | <b>I DON'T WANNA PLAY HOUSE</b><br>(Al Gallico—BMI)<br>Tammy Wynette (Epic 10211)              | <b>9</b>  | <b>33</b> | <b>BREAK MY MIND</b><br>(Windward—BMI)<br>George Hamilton IV (RCA Victor 9239)                   | <b>18</b> |
| <b>5</b>  | <b>NO ONE'S GONNA HURT YOU ANY MORE</b><br>(Painted Desert—BMI)<br>Bill Anderson (Decca 32146) | <b>5</b>  | <b>34</b> | <b>HOW LONG WILL IT TAKE</b><br>(Page Boy—SESAC)<br>Worner Mack (Decca 32142)                    | <b>19</b> |
| <b>6</b>  | <b>TENDER LOVING CARE</b><br>(Blue Book—BMI)<br>Buck Owens (Capitol 5942)                      | <b>2</b>  | <b>35</b> | <b>TEAR TIME</b><br>(Forest Hills—BMI)<br>Wilma Burgess (Decca 32178)                            | <b>39</b> |
| <b>7</b>  | <b>FOOL, FOOL, FOOL</b><br>(Cedarwood—BMI)<br>Webb Pierce (Decca 32167)                        | <b>7</b>  | <b>36</b> | <b>I TAUGHT HER EVERYTHING SHE KNOWS</b><br>(Piedmont—ASCAP)<br>Billy Walker (Monument 1024)     | <b>44</b> |
| <b>8</b>  | <b>PHANTOM 309</b><br>(Cedarwood—BMI)<br>Red Savine (Starday 811)                              | <b>8</b>  | <b>37</b> | <b>GOODBYE WHEELING</b><br>(Cedarwood—BMI)<br>Mel Tillis (Kapp 837)                              | <b>41</b> |
| <b>9</b>  | <b>A WOMAN IN LOVE</b><br>(Lin-Col—BMI)<br>Bonnie Guitar (Dot 17029)                           | <b>11</b> | <b>38</b> | <b>ADORABLE WOMEN</b><br>(Stuckey—BMI)<br>Not Stuckey (Paulo 276)                                | <b>40</b> |
| <b>10</b> | <b>YOU PUSHED ME TOO FAR</b><br>(Tree—BMI)<br>Ferlin Husky (Capitol 5938)                      | <b>10</b> | <b>39</b> | <b>NOBODY'S CHILD</b><br>(Milene—ASCAP)<br>Hank Williams, Jr. (MGM 13782)                        | <b>42</b> |
| <b>11</b> | <b>WHAT DOES IT TAKE</b><br>(Gloser—BMI)<br>Skeeter Davis (RCA Victor 9242)                    | <b>14</b> | <b>40</b> | <b>TINY BEARS</b><br>(Greenback—BMI)<br>Liz Anderson (RCA Victor 9271)                           | <b>43</b> |
| <b>12</b> | <b>MY ELUSIVE DREAMS</b><br>(Tree—BMI)<br>David Houston & Tommy Wynette (Epic 10194)           | <b>6</b>  | <b>41</b> | <b>THE WHEELS FELL OFF THE WAGON</b><br>(Moyhew—BMI)<br>Johnny Dollar (Date 1566)                | <b>47</b> |
| <b>13</b> | <b>YOU CAN'T HAVE YOUR KATE AND EDITH, TOO</b><br>(Tree—BMI)<br>Stotler Bros. (Columbia 44245) | <b>15</b> | <b>42</b> | <b>YOU'VE BEEN SO GOOD TO ME</b><br>(Summer House, Harmony Hill—ASCAP)<br>Von Trevor (Date 1565) | <b>45</b> |
| <b>14</b> | <b>BRANDED MAN</b><br>(Blue Book—BMI)<br>Merle Hoggard (Capitol 5931)                          | <b>13</b> | <b>43</b> | <b>WHAT LOCKS THE DOOR</b><br>(Acclaim—BMI)<br>Jack Greene (Decca 32190)                         | <b>49</b> |
| <b>15</b> | <b>QUEEN OF HONKY TONK STREET</b><br>(Kity Wells—BMI)<br>Kitty Wells (Decca 32163)             | <b>17</b> | <b>44</b> | <b>HOW FAST THEM TRUCKS CAN GO</b><br>(Vonjo—BMI)<br>Claude Groy (Decca 32180)                   | <b>52</b> |
| <b>16</b> | <b>ODE TO BILLIE JOE</b><br>(Shayne—ASCAP)<br>Bobbie Gentry (Capitol 5950)                     | <b>21</b> | <b>45</b> | <b>JACKSON AIN'T A VERY BIG TOWN</b><br>(Acclaim—BMI)<br>Norma Jean (RCA Victor 9258)            | <b>35</b> |
| <b>17</b> | <b>YOU MEAN THE WORLD TO ME</b><br>(Al Gallico—BMI)<br>David Houston (Epic 10224)              | <b>26</b> | <b>46</b> | <b>ONE DIME AT A TIME</b><br>(Pass Key—BMI)<br>Del Reeves (United Artists 50210)                 | <b>—</b>  |
| <b>18</b> | <b>DEEP WATER</b><br>(Milene—ASCAP)<br>Carl Smith (Columbia 44233)                             | <b>24</b> | <b>47</b> | <b>BALLAD OF THUNDER ROAD</b><br>(MCA—ASCAP)<br>Jim & Jesse (Epic 10213)                         | <b>51</b> |
| <b>19</b> | <b>CHOKIN' KIND OF LOVE</b><br>(Wilderness—BMI)<br>Waylon Jennings (RCA Victor 9259)           | <b>20</b> | <b>48</b> | <b>ODE TO BILLIE JOE</b><br>(Shayne—ASCAP)<br>Margie Singleton (Ashley 2011)                     | <b>50</b> |
| <b>20</b> | <b>JULIE</b><br>(Wilderness—BMI)<br>Porter Wagoner (RCA Victor 9243)                           | <b>16</b> | <b>49</b> | <b>IT TAKES PEOPLE LIKE YOU</b><br>(Blue Book—BMI)<br>Buck Owens (Capitol 2001)                  | <b>—</b>  |
| <b>21</b> | <b>LIKE A FOOL</b><br>(East Star—BMI)<br>Dottie West (RCA Victor 9267)                         | <b>23</b> | <b>50</b> | <b>I WANNA GO BUMMIN' AROUND</b><br>(Viva—BMI)<br>Sonny Curtis (Viva 617)                        | <b>58</b> |
| <b>22</b> | <b>TOO MUCH OF YOU</b><br>(Peach—SESAC)<br>Lynn Anderson (Chart 1475)                          | <b>22</b> | <b>51</b> | <b>FAST TALKIN' LOUISIANA MAN</b><br>Merle Kilgore (Columbia 44279)                              | <b>—</b>  |
| <b>23</b> | <b>CALIFORNIA UP TIGHT BAND</b><br>(New Keys—BMI)<br>Flatt & Scruggs (Columbia 44194)          | <b>25</b> | <b>52</b> | <b>GRASS WON'T GROW ON A BUSY STREET</b><br>Kenny Price (Boone 1063)                             | <b>—</b>  |
| <b>24</b> | <b>WHAT KIND OF GIRL (DO YOU THINK I AM)</b><br>(Sure Fire—BMI)<br>Loretta Lynn (Decca 32184)  | <b>32</b> | <b>53</b> | <b>LEARNIN' A NEW WAY OF LIFE</b><br>Honk Snow (RCA Victor 9300)                                 | <b>—</b>  |
| <b>25</b> | <b>'CAUSE I HAVE YOU</b><br>(Central Songs—BMI)<br>Wynn Stewart (Capitol 5937)                 | <b>12</b> | <b>54</b> | <b>BIG DUMMY</b><br>Tommy Collins (Columbia)   | <b>—</b>  |
| <b>26</b> | <b>GARDENIAS IN HER HAIR</b><br>(Hill & Range/Mariposa—BMI)<br>Marty Robbins (Columbia 44271)  | <b>33</b> | <b>55</b> | <b>BIG WHEEL CANNON BALL</b><br>Dick Todd (Decca 373)  | <b>—</b>  |
| <b>27</b> | <b>THE CAVE</b><br>(Mayhew, Window—BMI)<br>Johnny Poycheck (Little Dorlin 0032)                | <b>29</b> | <b>56</b> | <b>IF MY HEART HAD WINGS</b><br>George Jones (Musicor 1267)                                      | <b>—</b>  |
| <b>28</b> | <b>PARTY PICKIN'</b><br>(Glad, Zonettis—BMI)<br>George Jones & Melba Montgomery (Musicor 1238) | <b>30</b> | <b>57</b> | <b>HERE WE GO AGAIN</b><br>Virgil Warner & Suzie Jane Hokum (LHI 17018)                          | <b>—</b>  |
| <b>29</b> | <b>ALL MY LOVE</b><br>(Acuff-Rose—BMI)<br>Don Gibson (RCA Victor 9266)                         | <b>28</b> | <b>58</b> | <b>I DOUBT IT</b><br>Bobby Lewis (United Artists 50208)  | <b>—</b>  |
|           |  |           | <b>59</b> | <b>WORKING MAN'S PRAYER</b><br>Tex Ritter (Capitol 5966)   | <b>—</b>  |
|           |  |           | <b>60</b> | <b>(YOU KEEP ME) HANGIN' ON</b><br>Gosdin Bros. (Bakersfield Int'l 1002)                         | <b>—</b>  |



# it takes people like you!



Buck Owens and His Buckaroos salute the people who make Country Music. It takes a singer like Buck to make a song like this!

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## CashBox Top Country Albums

<b>1</b>	<b>JOHNNY CASH'S GREATEST HITS</b> (Columbia CL 2678/CS 9478)	<b>1</b>	<b>16</b>	<b>BRANDED MAN</b> Merle Haggard (Capitol T/ST 2789)	<b>25</b>
<b>2</b>	<b>YOUR TENDER LOVING CARE</b> Buck Owens (Capitol T/ST 2760)	<b>2</b>	<b>17</b>	<b>LOVE OF THE COMMON PEOPLE</b> Waylon Jennings (RCA Victor LPM/LSP 3825)	<b>17</b>
<b>3</b>	<b>I'LL NEVER FIND ANOTHER YOU</b> Sonny James (Capitol T/ST 2788)	<b>5</b>	<b>18</b>	<b>COLD HARD FACTS OF LIFE</b> Porter Wagoner (RCA Victor LPM/LSP 3797)	<b>20</b>
<b>4</b>	<b>IT'S SUCH A PRETTY WORLD TODAY</b> Wynn Stewart (Capitol T/ST 2737)	<b>3</b>	<b>19</b>	<b>COOL COUNTRY</b> Wilburn Bros. (Decca DL 4871/DL 7 4871)	<b>11</b>
<b>5</b>	<b>ALL THE TIME</b> Jack Greene (Decca DL 4904/DL 4904)	<b>6</b>	<b>20</b>	<b>ANOTHER STORY</b> Ernest Tubb (Decca DL 4867/74867)	<b>19</b>
<b>6</b>	<b>TONIGHT CARMEN</b> Marty Robbins (Columbia CL 2725/CS 9525)	<b>9</b>	<b>21</b>	<b>BUCK OWENS AND HIS BUCKAROOS IN JAPAN</b> (Capitol T/ST 2715)	<b>15</b>
<b>7</b>	<b>BEST OF EDDY ARNOLD</b> (RCA Victor LPM/LSP 3565)	<b>7</b>	<b>22</b>	<b>BLUE SIDE OF LONESOME</b> Jim Reeves (RCA Victor LPM/LSP 3793)	<b>21</b>
<b>8</b>	<b>CARRYING ON</b> Johnny Cosh & June Carter (Columbia CL 2728/CS 9528)	<b>12</b>	<b>23</b>	<b>MR. MEL</b> Mel Tillis (Kapp KL 1535/KS 3535)	<b>23</b>
<b>9</b>	<b>ODE TO BILLIE JOE</b> Bobbie Gentry (Capitol T/ST 2830)	<b>16</b>	<b>24</b>	<b>DIESEL ON MY TAIL</b> Jim & Jessie (Epic LM 24314/8N 26314)	<b>22</b>
<b>10</b>	<b>HITS BY GEORGE</b> George Jones (Musicor MM 2128/MS 3128)	<b>10</b>	<b>25</b>	<b>APT. NO. 9</b> Bobby Austin (Capitol T/ST 2773)	<b>25</b>
<b>11</b>	<b>DANNY BOY</b> Ray Price (Columbia CL 2677/CS 9477)	<b>8</b>	<b>26</b>	<b>WINE, WOMEN &amp; SONG</b> Ben Colder (MGM E/SE 4482)	<b>27</b>
<b>12</b>	<b>MY ELUSIVE DREAMS</b> David Houston & Tommy Wynette (Epic LN 24325/BN 26325)	<b>14</b>	<b>27</b>	<b>NASHVILLE WOMEN</b> Hank Locklin (RCA Victor LPM/LSP 3841)	<b>29</b>
<b>13</b>	<b>JUKEBOX CHARLIE</b> Johnny Paycheck (Little Darlin' LD 4006/SLD 8006)	<b>13</b>	<b>28</b>	<b>FOLKSY</b> George Hamilton IV (RCA Victor LPM/LSP 3854)	<b>30</b>
<b>14</b>	<b>TURN THE WORLD AROUND</b> Eddy Arnold (RCA Victor LPM/LSP 3869)	<b>18</b>	<b>29</b>	<b>JUST BEYOND THE MOON</b> Tex Ritter (Capitol T/ST 2786)	<b>—</b>
<b>15</b>	<b>SINGING AGAIN</b> Ernest Tubb & Loretta Lynn (Decca DL 4872/DL 74872)	<b>4</b>	<b>30</b>	<b>JACKSON AIN'T A VERY BIG TOWN</b> Norma Jean (RCA Victor LPM/LSP 3836)	<b>—</b>

## Country Roundup

(Continued from page 56)

ten back on the club circuit, where she opened a week-long stand at the Golden Nugget in Sudsbury, Ontario on Sept. 25, followed by another stand at the Country Palace in Montreal last week. Next stop is one of her regular appearances on the WWVA Jamboree, after which she takes a week off to rest up for the Nashville Convention.

The Northwest will be the scene of a big talent package when Bobby Bare, Flatt & Scruggs and the Foggy Mountain Boys, Jimmy Newman, Dave Dudley and Linda Manning barnstorm into LaCrosse, Wisc. on Oct. 13, Fargo, N. D. (14) and Duluth, Minn. (15). The Fargo show will see Billy Grammer replacing Jimmy Newman, who has a prior commitment in Minneapolis.

Claude King, during his appearance at the Nashville Room up here told of a recent show he headlined in Illinois, drawing a crowd of approximately 10,000. Nothing unusual about that, except that the population of the town where he played was 6100.

WGUN-Atlanta plans to broadcast a remote show from Nashville during the entire convention this year. The 50,000-watt station will be represented in Music City by Blue Erwin and Dave Hill. . . . KCKN-Kansas City held a special promotion in conjunction with a recent Porter Wagoner appearance in town, spinning a Wagon Wheel and phoning listeners who received prizes by guessing where the wheel stopped. Over 100 members of the audience received singles and LPs by Porter, Norma Jean and Marty Robbins. . . . Mike (The Ol' Footstomper) Sarlo tells us that he has shifted his Rhythm Corral from WNAE-Warren, Pa. to WFIN-Find-

day, Ohio and is in dire need of country disks. Records can be sent to him and the station at 101½ W. Sandusky in Findlay. . . . Highly popular Keither Ward of KOYL-Odessa, Tex. has just celebrated his 20th year as a country spinner, during which time he has been acclaimed by many as one of the tops in his field. Our heartiest congrats, Keith. . . . WIRE-Indianapolis has just switched over to a full-time, modern country format on Oct. 1, following a great deal planning concerning such a move. Naturally the station would certainly appreciate full cooperation from country labels. . . . WENO's Neal Merritt tells us that his wife, Alice Joy, has gone over real well, on disks, with Marines and Seabees in Viet Nam. As a result of her latest record, "Johnny (What's She Got That I Ain't Got)," some of our overseas boys have dubbed her "Miss Force Logistic Common ISO." . . . Out in St. Louis, 50,000-watt KXEN has just recently hopped on the country bandwagon. Program director is now Lloyd Dee, Fred Barton is general manager, Earl Trigg will head up promotion, Bernie Harville will act as deejay and production supervisor while Herb Jones will be handling the chief engineer role. . . . Another very recent switch was that made by WYNA-Raleigh, N. C., which changed from a Top 40 to a 100% country outlet. The station will feature a country-politan sound, which will be presented by All-Americans Bobby Dark, Tom Scott, Mike Hight and Phil Geiger.

Jeanne Harrington of the John L. Sullivan fan club (700 plus at present), informs us that the Missouri faction would like to expand and take in members from all over. Those interested can contact the club at P.O. Box 9713, Kansas City, Mo.



## Picks of the Week

I HEARD A HEART BREAK LAST NIGHT (2:11)  
[Hill & Range BMI-Payne]

GOLDEN MEMORIES AND SILVER TEARS (2:47)  
[Open Road BMI-Walker]

JIM REEVES (RCA Victor 9343)

One after another, the late Jim Reeves' records have been scoring with tremendous acceptance by the public and his latest offering is a must to follow suit. Plug side, "I Heard A Heart Break Last Night," is a gentle, tender ballad done as only Gentleman Jim could do it. Flip is a rhythmic swayer called "Golden Memories And Silver Tears."

CHICKEN PICKIN' (2:04) [Blue Book BMI-Owens, Rich]

APPLE JACK (2:05) [Blue Book BMI-Brumley]

BUCKAROOS (Capitol 2010)

It's been a long time since the Buckaroos have come across with an instrumental stand (the last one being "Buckaroo"), so their abundant following should be out quickly for this one. "Chicken Pickin'" is a light, easy-going tune that's bound to rack up in the airplay department. Flip is a happy-sounding footstomper.

FOGGY MOUNTAIN BREAKDOWN (2:38) [Peer Int'l BMI-Scruggs]

MY CABIN IN CAROLINE (2:32) [Peer Int'l BMI-Flatt, Scruggs]

FLATT & SCRUGGS (Mercury 72739)

One of the most famed and most popular of bluegrass instrumentals, "Foggy Mountain Breakdown" by Flatt & Scruggs is currently being revived by Mercury Records to coincide with the general release of the film, "Bonnie & Clyde," in which the tune is featured. Lightning should strike twice.

WEAKNESS IN A MAN (2:38) [Al Gallico BMI-Chesnut]

I'VE GOT A RIGHT TO THE BLUES (2:25) [Moss-Rose BMI-Drusky]

ROY DRUSKY (Mercury 72742)

Looks like another link is in the making for Roy Drusky's long hit chain as a result of "Weakness In A Man." The soft, mellow Drusky is in good form on this blues-filled lament. Flip is his own easy-paced composition, "I've Got A Right To The Blues."

ANYTHING LEAVING TOWN TODAY (2:36)

[Newkeys BMI-Dudley, Hall]

I'D RATHER BE FORGOTTEN (2:36) [Newkeys BMI-Hall]

DAVE DUDLEY (Mercury 72741)

After playing many a gear-jamming role, Dave Dudley sticks out his thumb hoping to catch "Anything Leaving Town Today." The funky, rolling sound on this one makes it a good bet to be another nice chart item for the songster. "I'd Rather Be Forgotten" is a mournful tear-tugger.

I WOULDN'T TAKE HER TO A DOGFIGHT (2:13)

[Window BMI-Snow, Kingston]

TONIGHT, WE'RE CALLING IT A DAY (2:46)

[Wilderness BMI-Howard]

CHARLIE WALKER (Epic 10237)

Charlie Walker did pretty well for himself with "Sharmon," but on this deck he finds that fate is fickle. Plug side, "I Wouldn't Take Her To A Dogfight," is a bright, bouncy ditty in which he gets stuck with something less than glamorous. Flip is a mid-tempo item called "Tonight We're Calling It A Day."

THE KEEPER OF THE KEY (2:35)

[Vidor BMI-Howard, Devine, Guynes, Stewart]

BROKEN WINGS (2:25) [Shapiro Bernstein ASCAP-Jerome, Grun]

SLIM WHITMAN (Imperial 66262)

Although he's been absent from hitsville for a spell, Slim Whitman should come back strong with his latest Imperial offering, "The Keeper Of The Key." The sweet Whitman tenor does an excellent job on this very pretty romancer. "Broken Wings" is a heartfelt blueser, also nicely done.

## Newcomer Picks

GOOD (2:31) [Al Gallico BMI-Sutton, Sherrill]

SURE WOULD BE NEIGHBORLY (2:18) [Pass Key BMI-Chesnut]

BARBARA HERALD (MGM 13812)

Armed with a brand new piece of Sutton-Sherrill material, Barbara Herald makes a strong bid for country fame here. Top side, "Good," is a plaintive, bittersweet ballad which could very well hit home. Flip is a mid-tempo stand called "Sure Would Be Neighborly."

(Continued on page 62)

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# CashBox Country Reviews

(Continued from page 61)

RAY PENNINGTON (Capitol 2006)

● WHO'S GONNA WALK THE DOG (And Put Out The Cat) (2:25) [Pamper BMI—Pennington] May well be lots of action in store for Ray Pennington as a result of this bouncer. A cute one here. Flip: "You Turned The Lights On" (2:24 [Pamper BMI—Jones])

JIM MORGAN (Chart 1006)

● LISTEN TO ME LIE (2:33)

[Younger, Yonah BMI—Dobbins, McAlpin] Jim Morgan finds that his errant ways are cause for problems in this ditty. Light-hearted number should get quite a few spins. Flip: "Warm To Coll To Cold" (1:55 [Lyn-Lou, Raleigh BMI—Dobbins])

JIMMY MARTIN & SUNNY MOUNTAIN BOYS (Decca 32201)

● GOIN' APE (2:54) [Aud-Lee BMI—Mulkey, Delaney] Seems like Jimmy Martin and his Sunny Mountain Boys may stir up some nice action with their latest. Bluegrass fans and spinners should go for it. Flip: "Wild Indian" (2:15) [Champion BMI—Martin, Donny]

JANET McBRIDE (Longhorn 582)

● A WOMAN'S POINT OF VIEW (2:18) [Saran BMI—Keys, Pogue, Moore] This mid-tempo, loping ditty may result in plenty of attention for Janet McBride. Lark does a nice job on the number. Flip: "Mass Confusion" (2:36) [Saran BMI—McBride, Stovall]

BOB LUMAN (Hickory 1481)

● RUNNING SCARED (1:55)

[Acuff-Rose BMI—Orbison, Melson] The while back Roy Orbison smash may provide Bob Luman with the vehicle to make a big reentry on the charts. Flip: "The Best Years Of My Wife" (2:05) [Four Star BMI—Taylor, Mantz]

JIMMY WAKELY (Shasta 178)

● LONESOME GUITAR MAN (2:25) [Riverside ASCAP—Wakely] Veteran Jimmy Wakely comes up with an attractive offering here. A funky, lowdown tale, the side may see Wakely return to the spotlight area. Flip: "You're Nobody Till Somebody Loves You" (2:05) [Southern ASCAP—Morgan, Stock, Cavanaugh]

BILLY PARKER (Decca 32203)

● I'M DRINKING ALL THE TIME (2:31) [Acclaim BMI—Cummings] Here's a deck that could build a national image for Billy Parker. Songster offers a mournful tale of woe that could attract many buyers. Flip: "She's Just Getting Back At Me" (2:25) [Pamper BMI—Pennington]

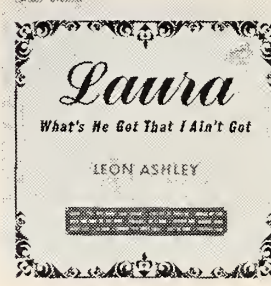
CINDY OWENS (Malvern)

● CRY MY GUITAR, CRY ON (2:35) [Mamy BMI—Long, Heather] The oft-cut ballad gets a pretty workout from Cindy Owens in her first session with the brand new Malvern label. Lark may attract lots of attention with the side. Flip: "A Tender Cherry Blossom" (2:28) [Malvern ASCAP—Reichner]



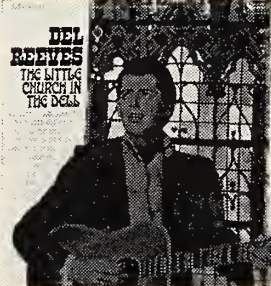
# CashBox Country LP Reviews

LAURA—Leon Ashley—RCA Victor LPM/LSP 3900



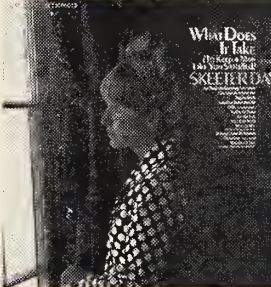
Taking the title of his recent #1 single, "Laura (What's He Got That I Ain't Got)," for his debut LP, Leon Ashley has come up with a powerhouse collection that's sure to make the charts in short order. Besides "Laura," Leon offers "Curtain Of Sadness," "When Loneliness Moves In," "A Little More Hurt" and eight more exciting tracks. For an established star, this album would be a fine accomplishment. For a newcomer, well . . . Listen and draw your own conclusions.

THE LITTLE CHURCH IN THE DELL—Del Reeves—United Artists—UAL 3612/UAS 6612



Del Reeves here offers a moving, sincere, faith-filled gospel album that promises to become a much sought-after item in country circles. Among the numbers on the set are "A Great, Great Day," "Wait A Little Longer Please Jesus," "The Chair That Rocked Us All" and "The Church In The Wildwood." Del really puts a lot of feeling into this one. Watch for it on the charts.

WHAT DOES IT TAKE (TO KEEP A MAN LIKE YOU SATISFIED)—Skeeter Davis—RCA Victor LPM/LSP 3876



For her latest album venture, Skeeter Davis has put together a stirring collection of country ditties that all her admirers should want to own. In addition to the title number, the set includes "I.O.U. (A Broken Heart)," "I Can't See Me Without You," "Something Comes Over Me," and eight others. Could be a lot of chart action in the cards for this one. Watch it carefully.

THE COUNTRY MUSIC HALL OF FAME VOL 7—Various Artists—Starday LP 9-409/SLP 9-409



This dynamic, 2-record set should be of great interest to thousands of C&W listeners. The package includes thirty-two tracks and features rousing performances by such artists as Flatt & Scruggs, Buck Owens, Del Reeves, Sonny James, George Jones, Roger Miller, Jimmy Dean, Dottie West, Dave Dudley, Patsy Cline, David Houston, Justin Tubb, and the Cowboy Copas. Excellent album. Should sell well.

COUNTRY HITS BY CANDLELIGHT—George Morgan—Starday LP 410/SLP 410



George Morgan could have a big winner in his possession with this intimate "mood" album. Singing and playing his guitar with admirable skill throughout the entire set, George offers "Misty Blue," "One For You, One For Me," "This Cold War With You," "Have I Told You Lately That I Love You" and numerous others. Give this one a careful listen. It could go far.

SOMETHIN' STUPID—Homer & Jethro—RCA Victor LPM/LSP 3877



Homer & Jethro, the two most popular satirists in the country music world, here offer a witty, laugh-filled album in their inimitable style. Leading off the set with a left-handed tribute called "The Ballad Of Roger Miller," H & J go on to sing a hilarious rendition of "Somethin' Stupid," a side-splitting "Kosher Chitlins" and many others. Should sell well.

THROW A LITTLE LOVE MY WAY—Pamela Miller—Tower T/TS 5091



Young newcomer songstress Pamela Miller could establish herself as a popular performer with this, her first LP. The thirteen year old lark has a very engaging voice, and she puts it to excellent use on such numbers as "I Need All The Help I Can Get," "Little Bitty Cry," "You Didn't Take The Time" and and course the title tune, "Throw A Little Love My Way." Winning set.

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# Cash Box



October 14, 1967



Coen Solleveld, president of Philips Phonographic Industries and Deutsche Grammophon, celebrated his silver jubilee with Philips on September 29th. In his honour hundreds of friends from all over the world attended the jubilee reception in the Singer Museum, at Laren, Holland. Solleveld (second from right), who also has been managing director of Phonogram-Amsterdam in his Philips career, had a chat with former Phonogram-bosses (from left to right) Theo van der Meer and Jack Philips. Jack Haslinghuis, who is now at the helm of Phonogram, is standing at the extreme right.

American Decca has set January 1st as opening date for its solo operation in the U.K. The MCA subsidiary therefore becomes the sixth U.S. record company to set up shop here and follow CBS, Disney, Liberty, MGM and Pickwick which have already struck out as independent companies. Top American executives with the company—including Hubert J. Stone, the label's international manager, and MCA Vice President Berle Adams—have been finalizing the deal with local sources. Producer Mike Leander has been signed to the label and indie producers have been approached. Discussions are continuing but it would appear likely that British Decca, which has been handling the American label's product locally on the Coral and Brunswick labels, will press and distribute for the U.S. company. Most likely bet is that all U.S. Decca's popular product will be marketed under the Coral banner. This label is already active here and is in the process of stockpiling local talent. Through Coral, U.S. Decca has a three-year deal with Tito Burns, leading local talent agent, who is developing talent for the logo. One local artist contracted to Coral is comedian Clement Freud who is scheduled to cut an album. Decca's decision to unveil here at the New Year may put it one step ahead of United Artists which is also planning a launch early in 1968. It is known that U.A. Records Chief Mike Stewart would like to bow in on January 1st, too. U.A.'s contract with EMI does not run out until the fall of next year however. Talks have been going on between the American company and its local licensee to see if U.A. could secure an early release from that contract. If EMI does let U.A. split earlier than contracted for, then trade sources calculate that there is a good chance EMI will handle the American company's new pressing and distribution.

Meantime, the Liberty Records subsidiary logo, Minit, will debut here on Friday (13th) with an album from Hapshash and the Colored Coat "featuring Human Host and the Heavy Metal Kids"! Logo will be confined to records of this group and will introduce to the U.K. a multi-colored wax that starkly contrasts the normal black waxes.

Also entering the increasingly crowded British arena is new label Marmalade from the Polydor stable. Initial release is a single by new group Blossom Toes which features two tracks on one side, "What On Earth" and "Mrs. Murphy's Budgerigar." Pacted to the label and with releases spread over the next two months are Chris Barber and the Brian Auger Trinity with Julie Driscoll.

Tony Blackburn, a former "pirate" deejay, cued in BBC's new pop music service Radio 1 at 7 a.m. on September 30th. And the Corporation, which has had a monopoly in radio broadcasting for the past 40 years, got bang up to date in one fell swoop. Under the aegis of Robin Scott, who plans Radio 1 and its complementary channel Radio 2, the formerly staid and reserved sound service came in with jingles, competitions, slogans and the breezy exchanges of more than a score of hip young deejays. Radio 1 is largely modeled on the best of the "pirate" stations and is a new concept in programming so far as the BBC is concerned. If it had not been for the "pirates," Scott agrees, it would probably have been many years before BBC got round to this kind of presentation. The "pirates" therefore achieved a marked success in pointing the way to new audiences and to new ways of minting "audible wallpaper"! While Radio 1 will cater for the pop audiences via disks specially recorded and live material, Radio 2, planned in conjunction with the new service, will also be essentially light in character but the format will be more varied. Established serials, comedies and other spoken word programs will be transmitted from Radio 2. Radios 3 and 4 will cater for other more heavyweight tastes.

With their "King Midas In Reverse" single hitting on both sides of the Atlantic, the Hollies are all set to storm America via "The Smothers Brothers" TVer on November 17th followed by a 12-day tour of colleges in key cities. They leave Britain early in October to play dates in Singapore, Japan and the Philippines before arriving on the West Coast of America. Consistent chart entrants in Britain, they are now achieving the same popularity in the States where their disks are issued on the Epic label. In fact they currently have two entries in the Top 100: "Midas" and "Just One Look". At home their disks are produced by Ron Richards of AIR London and issued on Parlophone. Richards takes off for the States on October 8th to finalize details of the tour and for discussions with Epic Records. The Hollies write all their own material and have their own publishing outlet, Maribus Music, which is handled through the Dick James Music Company.

Italian singer/composer/publisher Gino Paoli this week signed a sub-publishing deal on behalf of his Senza Fine company with the newly opened Apple Publishing company headed by Rudi Slezak. Apple, a subsidiary of Nems Enterprises, also embraces Abigail and Dratleaf handling all material by the Bee Gees and the Cream. Sub-publishing deals have also been negotiated with Gerard Tournier of France, Basart of Holland, Sonoro of Scandinavia and Rudi Slezak of Germany. On October 7th Slezak leaves for the States visiting his American outlet, Nemperor Music, and he will also pick up American copyrights for Apple.

Interpop Publicity has created a new division for publicity which will be responsible for the public relations representation and promotion of top folk artists both English and American. Managing Director David Cardwell told Cash Box "This new division has been formed to fill the gap between the national, trade and provincial press and the major artists in the folk field, many of whom have been overlooked due to the absence of such public relations representation as we are now about to give them." First artists entering the Interfolk fold will be Steve Benbow, Johnny Silvo, Sandy Denny, Alex Campbell and Dominic Behan.

Universal Promotions (the affiliated public relations company to Interpop Publicity handling artists within the opera and classical fields) announces the signing of Peter Glossop, Alexander Young, Joyce Blackham and Derek Hammond Stroud. Well-known conductors William Reid and Moshe Atzmon have been signed to long term contracts.

Director Jeffrey Kruger announces the formation of Ember Records (International) Ltd. embracing the company's worldwide interests in recording and publishing. All publishing activities will be under the direction of Hal Shaper, Managing Director of Sparta Music and a Director of Ember. Recording and management activities will be handled by Mike Berry, and Pat Lee will look after the Mood Library Background Division. With the formation of the new international company, Kruger says that Ember International foresees an accelerated program of expansion in this most important area of the leisure time field through its development of new producers, artists, composers and, in particular, an increased concentration of its overseas business.

## Great Britain's Best Sellers

1	1	12	*The Last Waltz—Englebert Humperdinck (Decca) Donna
2	7	3	*Flowers In The Rain—The Move (Regal Zonophone) Essex
3	4	4	Reflections—The Supremes (Tamla Motown) Jobette
4	2	6	*Excerpt From A Teenage Opera—Keith West (Parlophone) Robbins
5	6	5	*Let's Go To San Francisco—Flower Pot Men (Deram) Carter-Lewis
6	9	4	*Hole In My Shoe—Traffic (Island) Island
7	3	7	*Itchycoo Park—Small Faces (Immediate) Avakak
8	13	3	There Must Be A Way—Frankie Vaughan (Columbia) Chappell
9	10	5	*The Day I Met Marie—Cliff Richard (Columbia) Shadows
10	5	10	*I'll Never Fall In Love Again—Tom Jones (Decca) Tyler
11	—	1	*Massachusetts—Bee Gees (Polydor) Abigail
12	8	12	San Francisco—Scott McKenzie (CBS) Dick James
13	18	2	The Letter—Box Tops (Stateside) Barton
14	11	8	Even The Bad Times Are Good—The Tremeloes (CBS) Skidmore
15	14	9	Just Loving You—Anita Harris (CBS) Chappell
16	20	2	*Black Velvet Band—The Dubliners (Major-Minor) Scott-Solomon
17	15	7	*We Love You—The Rolling Stones (Decca) Mirage
18	12	5	Heroes and Villians—Beach Boys (Capitol) Immediate
19	—	1	Ode To Billie Joe—Bobbie Gentry (Capitol)
20	—	1	When Will The Good Apples Fall—The Seekers (Columbia) United Artists
			*Local Copyrights

## Great Britain's Top LP's

1	Sgt. Pepper's Lonely Hearts Club Band—The Beatles (Parlophone)	6	Piper At The Gates Of Dawn—Pink Floyd (Columbia)
2	The Sound Of Music—Soundtrack (RCA)	7	Release Me—Engelbert Humperdinck (Decca)
3	Scott—Scott Walker (Philips)	8	Are You Experienced—Jimi Hendrix (Track)
4	Dr. Zhivago—Soundtrack (MGM)	9	Tom Jones Live At The Talk Of The Town (Decca)
5	Best Of The Beach Boys—Beach Boys (Capitol)	10	Hipsters, Flipsters—Geno Washington (Picadilly)



LIFE BEGINS AT 80—Jacques Souplet, president of CBS France, organized a huge birthday party for Maurice Chevalier's 79th birthday. The guests included CBS France artists. Chevalier is shown near his cake as he addresses the audience.

### Great Britain (Cont...)

Quickies: "The Last Waltz" topping Best Selling Sheet Music Lists for third consecutive week for Donna Music . . . Anita Harris follows up her "Just Loving You" hit for CBS with own composition "Playground" published by Edwin Morris . . . Procul Harum start American tour October 21st . . . Their new Regal-Zonophone single "Homberg" has all the signs of being another No. 1 . . . George Martin, musician in his own right and producer of all Beatles disks, has penned the signature tune for the new pop music service on BBC's Radio 1. Entitled "Theme One," it is issued as a single on United Artists . . . Blues singer Maxine Brown was guest of honor at reception hosted by Pye Records coincidental with the Pye release of "Since I Found You." Maxine is in Britain for a tour . . . The Bee Gees are to have their own 40-minute TV spectacular for screening at Christmas . . . Matt Monro, currently appearing in cabarets in Australia, has new Capitol single "Pretty Polly," title song from the new Hayley Mills film . . . First British artists to be signed to Liberty Records, the Idle Race who debut with their own composition "Imposters of Life's Magazine" . . .



## EMI's Fiscal Profits For 67 Take Dip

LONDON—Electric and Musical Industries, the electronics giant with large show business interests—the company claims to produce a quarter of the world's records—returned a dip in profits for the year to June 1967. Pre-tax surplus was \$29,206,000 against \$31,499,000 in the previous 12 months. Sales for the group, however, climbed a new peak \$299,485,000 against \$282,312,000. Instrumental in the final profit decline was

the \$3,500,000 spent by Capitol Records promoting its record club. All costs on promotion and advertising were written off.

Notwithstanding the dip in profits, the results in the second half of the year, running at \$12,896,000 were an improvement on the forecast made at the time EMI took over the Grade Organization. The final dividend of 7½% maintains a total of 15%.

## CBS London Sales Conference For '67; Finale To Intensive Presentation

LONDON—CBS Records third U.K. sales conference, held at the London Hilton Hotel (Sept. 29) served as a finale to a season of intensive presentations, each in its own way exhorting salesmen to increase turnover in order that their companies should remain afloat in the rapidly overcrowding British market.

praised of all the birthpangs and complexities inherent in opening up in the U.K. arena. Alert industry personnel may well attempt to shortcut their problems by reading into CBS' marketing strategy signs and indications of what to do and what not to do.

### Expansion Program

If the trade will learn anything about CBS from this fall's presentation it is that the company is embarking on an expansion program touching most aspects of the business. Not only is the company broadening the base of its activities by developing new labels for specific areas of the sales market, but it is to embark on training schemes in order to give salesmen a new sophistication in merchandising and marketing techniques, attributes which may well prove vital in the battle for shelf space that's intensifying daily. CBS' planned development permeates through all its product categories, from pop, jazz, middle road, classics and the like. But even as the creative aspect of the business is expanded, top CBS management are bringing a new depth to planning and research. In a nutshell, the aim is to tap much

(Continued on page 70)

### Not All Tinsel & Martinis

Though the sales convention was CBS' most buoyant so far, the con-fabulation, for upwards of 100 HQ staff and in-the-field sales reps, it was not all tinsel and martinis. The working sessions carried for the trade a special significance. It's a matter of history now that CBS was the first major U.S. record company to set up in Britain as an independent, a lead followed by half a dozen other American labels (with the distinct promise of several others to come). CBS's fortunes during its three-year pioneering period, therefore, provide a high point of interest both to American companies wishing to follow suit and to domestic interests concerned about the importation of unrewarding sales practices. Trade sources may well read a lot into the way CBS maneuvers now. Of all the American companies it is the only one fully ap-

## Grand Gala Switches To March

AMSTERDAM—Dutch record importers, manufacturers, and retailers, co-operating for purposes of general record promotion in the "Commissie Collectieve Grammofoonplaten Campagne (C.C.G.C.) announced that their "Grand Gala du Disque Populaire" will take place in the International R.A.I. Congress Centre, Amsterdam on March 8, 1968.

Originally this big national Dutch event was planned for October 28, 1967, but various circumstances made the organizers decide to postpone the

gala. Contracts have been made with many international recording artistes on the continent, in Britain and the U.S.A. The Dutch television authorities (AVRO/RTN) will transmit the show live in color. The traditional Edison Awards for the best records issued in The Netherlands (issued between May 1st 1966 and April 30, 1967) will be presented to the winners at the March 1968 Gala. After the show the Dutch Record Ball will follow.

## Malcolm Sargent Dies In London

LONDON—British classical conductor Sir Malcolm Sargent died on October 3 at his home here in London. He was 72.

While making preparations for last summer's Promenade Concerts, Sir Malcolm became ill, and on July 26, he was operated on for acute biliary obstruction. He became well enough to attend the final Promenade Concert on September 16, but suffered a fatal relapse shortly thereafter.

Famed throughout the world, Sir Malcolm was universally respected for his sound, orthodox musicianship and he was able to instil great vitality into the playing of all the musicians with whom he worked. He was also noted as a conductor of concerts for children.

Born on April 29, 1895, in Stamford, Lancashire, England, the son of a church organist, Sir Malcolm was playing the organ himself at the age of 10. He pursued a career as church organist until World War I. After serving in the war with the 27th Durham Light Infantry, Sir Malcolm earned a Doctor of Music Degree. That was in 1919 when he was 24. At that time, he was the youngest person even to have earned a Doctor of Music Degree in England.

After making several successful appearances as a conductor, Sir Malcolm decided to make conducting his career. He taught at the Royal College of Music in London, conducting operatic premiers and touring with the British National Opera Company.

Following that, he held various other conducting posts, and he won special acclaim as conductor of the D'Oyly Carte Opera seasons of Gilbert and Sullivan in London, beginning in 1926, and the Diaghilev Ballet Russe season in London beginning in 1927.

He was perhaps at his best as a choral conductor. In 1928, he became conductor in chief of the Royal Choral Society, and during his long career, he conducted many other choral groups in England.

Sir Malcolm made numerous tours abroad. He came to America for the first time in 1945, making his first appearance on Feb. 18 as guest conductor of the NBC Symphony.

William Walton's "Belshazzar's Feast" and "Troilus And Cressida," Vaughn William's Ninth Symphony, and many other important pieces by British composers received their premiers under Sir Malcolm's baton.

Sir Malcolm was knighted in 1947.

## Jetstar Bows In Canada

MONTREAL—Lee Armstrong, Apex Division sales manager of The Compo Company Limited, has announced the introduction of Jetstar Records to the Canadian market. Jetstar is a Rhythm and Blues subsidiary of Abnak Records, of Dallas, Texas. Initial release will be "LET THEM TALK" by Bobby Patterson and the Mustangs, and will be on the market momentarily.



CBS SWINGS LIKE A PENDULUM DO—The recent CBS conclave in London was the scene of much meeting and greeting and general conventioning as label personnel took full advantage of the annual get-together. Captured by photos during the event were (top photo) CBS vp in England Ken Glancy chatting with classical product manager Quita Chavez, (second photo, left to right) Mrs. Maida Glancy with Pickwick's Mark Gordon and director of CBS Records, Maurice Oberstein, (third photo, left to right) Derek Everett, Georgie Fame and CBS sales manager Carl Denker and (bottom photo) Monty Lewis, who is responsible for launching the first budget banner in Britain nine years ago.



## Sweden

Christian Sylwan of Reuter & Reuter Förlags AB is very busy these days preparing a folio with 14 songs from the 20th-Fox feature film "Doctor Dolittle," all songs penned by Leslie Bricusse. Of the songs from American Jobete is planned "The Happening" with Swedish lyrics ("En Hipp Häpp Happening") by Robban Broberg, and "It's The Same Old Song" with Swedish lyrics ("Samma gamla sång") by Britt Lindeborg. Both the latter tunes have just been recorded here by Siw Malmkvist on Metronome. At Musikförlaget Essex AB good success is noted with "We Love You" all over Scandinavia, and the same for "A Whiter Shade of Pale." Sheet music from this publisher available soon include "Flowers in The Rain" and "Hom-burg Hat".

Roland Ferneborg of Swe-Disc told Cash Box that Spotnicks are contracted to open in Tokyo, Dec. 23rd, staying in Asia for two months. Swedish group Moonlighters, now in Mexico, is doing very well there, Ferneborg said. There will soon be an LP album with that group released here. A Mexican group, El Klan, has now recovered from an auto accident in which they were involved recently and has just started a three months engagement at the restaurant Ambassador in Stockholm.

Publishing house Thore Ehrling Musik AB is handling "The Last Waltz," now topping the British charts, in Sweden, Bo-Göran Edling has signed the Swedish lyrics. Also "Ode To Billy Joe," now riding high at the American charts, is also published by this publisher. "Laura (What's He Got That I Ain't Got)" with Swedish lyrics by Edling is now available in its first Swedish recordings. Edling is also responsible for the Swedish lyrics of "There's A Kind of Hush" just recorded in Swedish by Towa Carson on RCA Victor. Thore Ehrling Musik AB is also the publisher of "Hall dej till höger, Svensson" the local tune winning a competition of best song in connection with Sweden turning to right-hand traffic last Sept. 3rd.

Fred Akerström has a new single with two of his own songs at Metronome this week. Svante Thureson has done "The Last Waltz" in Swedish, b.w. a local waltz on the same label. Early in November Metronome is planning an LP album with Fred Akerström.

Scan-Disc Recording Co. AB just rushed out "Gotta Make My Heart Turn Away" with Michael on Roulette. On Pep Records, Kay Bond, a local dance band from southern Sweden, has a single with two local standards.

Linkin' Louisiana Peps is out with a single on Olga including "Jailer Bring Me Water" backed with "Old Time Religion." On Cupol is a new EP with Leppe Sundevall with four local tunes.

Karusell Grammofon AB is just out with Mothers Of Invention on Verve with "Why Don't You Do Me Right"/"Big Leg Emma," just in time for the group's concerts in Stockholm last weekend. They were also seen and heard on TV. Also an LP album was released.

British group Tremeloes start their Swedish tour Oct. 6th, taking them to six spots including a TV show.

"The Merry Widow" recently opened at the Oscars' Theatre in Stockholm with plenty of roses to Jarl Kulle as Danilo. Philips-Sonora is now preparing a luxury LP from the stage performance.

Recent releases from EMI includes Keith West on Parlophone with "A Teenage Opera," Bobbie Gentry on Capitol with "Ode To Billy Joe," Arrows on Stateside with "There from 'The Wild Angels,'" and Temptations on Tamla-Motown with "You're My Everything." Five LP albums are also among last week's releases. EMI is also working hard with the promotion of Rox Tops and their "The Letter" just about to be released in Sweden.

## Denmark's Best Sellers

1	1	5	Lad mig blive noget (Let Me Be Something) (Povl Dissing/Sonet) Musikförlaget Essex AB, Sweden
2	3	6	San Francisco (Scott McKenzie/CBS) Sweden Music AB, Sweden
3	2	10	*Hvem har du kysset i din gadedr (Daimi/Metronome-Direch Passer/Philips) Multitone A/S, Denmark
4	4	7	Maybe It's Because I'm A Londoner (David Jones/Pye) Francis, Day & Hunter Scandinavia A/S, Denmark
5	9	2	I Take It Back (Sandy Posey/MGM)
6	5	4	Stop Before You Break My Heart (Lollipops/Polydor)
7	7	10	All You Need Is Love (Beatles/Parlophone) Multitone A/S, Denmark
8	10	3	Pleasant Valley Sunday (Monkees/RCA Victor) Screen Gems Musikförlag AB, Sweden
9	9	4	We Love You (Rolling Stones/Decca) Musikförlaget Essex AB, Sweden
10	8	3	I'll Never Fall In Love Again (Tom Jones/Decca)

## Norway's Best Sellers

1	1	8	San Francisco (Scott McKenzie/CBS) Sweden Music AB,
2	5	2	Ramona (Gunnar Wiklund/Ja)
3	2	4	Pleasant Valley Sunday (Monkees/RCA Victor) Screen Gems Musikförlag AB, Sweden
4	3	6	Sussebas (Peek-A-Boo) (Oslo Harmony Quartet/Polydor) Southern Music AB, Sweden
5	8	3	Lara's Theme (Soundtrack/MGM) Reuter & Reuter AB, Sweden
6	9	12	All You Need Is Love (Beatles/Parlophone) Sonora Musikförlags AB, Sweden
7	7	17	Silence Is Golden (Tremeloes/CBS) Edition Odeon, Sweden
8	6	6	*Graveyard Paradise (1-2-6/RCA Victor)
9	—	3	I Was Made To Love Her (Stevie Wonder/Tamla-Motown) Reuter & Reuter AB, Sweden
10	4	4	Jackson (Nancy Sinatra-Lee Hazlewood/Reprise) United Artists Musikförlag AB, Sweden

\*Local copyright.



Danger signals are blitting in the German record industry as the new tax laws call for a higher bite on the phonograph record in this country. That means that the higher artist fees and higher production costs were not able to accomplish what the tax boys were able to do, and that is to force the record industry to increase prices. That means that the already expensive single would be pushed from a price from 1.19 to 1.25. When the single record went from 1.00 to 1.19, about 60% of the singles sales were lost. What will happen now? On the LP scene the "low priced" record has become more and more popular and now ranges in price from 2.49 to as low as 1.25. These low priced records already account for about 1/6th of the entire record turnover. The public wants to buy more music for less money. Now the single record should be an "impulse" item. That means that a low low price is necessary to bring high high sales. Now singles would cost as much as low priced LP's! If the exciting singles business is to be saved, then something must be done. Dr. Viedebant of the German record industry reports that work is now going on to get the tax reduced before the record price must be increased. A cry of help is not enough, but the gentlemen of the industry must stop and think before they price themselves right out of business.

Karl Heinz Muenchow's Rhenus Music Production has signed a contract with the East German state-owned Amiga pop production to release their product in West Germany starting in 1968. The records will not be imported, but the tapes will be repressed and released on Muenchow's Mondail label.

This week, the BBC is starting their Radio 1 service with a "top 40" type "swinging" station which will try to take over as the "pirates" left off. This gives people in this country something to think about. The foreign product completely dominates the hit parade with well over 1/2 of the top ten taken over by English-speaking records and even a larger percentage of the top 40. The reason is certainly quality and exposure. Music fans in Germany have only the soldier stations for the British and American forces, Radio Luxemburg, Radio Saar and Radio Free Europe to listen to as the German radio seems to completely neglect the pop listener with so few pop programs that it's hardly worth the trouble to "turn your dial."

German TV has a few music programs in the afternoons and they are monthly. No wonder the buyers buy what they hear, and that is U.S. and British product. On the other hand, German language product has not kept up with the times. The productions sound just like they did 2, 3 or 5 years ago. The new modern approach to pop music has been completely neglected. German A&R men argue that the fans who want "that" kind of music will buy the original U.S. or British material, but no one has even tried to build up a really modern image for a new artist in this country. Somebody will get on the ball one day, but when?

It's a year away, but the New York Philharmonic is booked with Leonard Bernstein for a concert in Frankfurt. Date is the 19th of September, 1968.

The Vienna Symphony are now traveling on a 6 week tour from continent to continent. The 38,500 kilometer tour in 48 days will cover the U.S.A. and Japan. Wolfgang Sawallisch will direct the 35 concerts.

Stigwood-Yaskiel gave a press party for the Bee Gees last week in Munich as the group came for their first TV appearance in this country.

Export Manager of Ariola-Eurodisc Hans Georg Ehmke dropped us a line to tell us about new product for the firm with 6 special projects leading the list of push items. Item number 1 is a special package of 3 LP's called "Ewig junge Operette" (Always Young Operette) featuring artists like Rudolph Schock, Margit Schramm Renate Holm, Peter Alexander, Fritz Wunderlich, Erika Koteh, Ingeborg Hallstein, Johannes Heesters and Robert Stolz to mention a few. The 3 LP's contain 37 favorite operetta melodies. The LP which is coming out early this month has already had an advance order of 3,000 LP's from Holland and Belgium alone. The retail price is only 9.75. Other projects include music from the Tschaiakowsky contest in Moscow last year: three Tschaiakowsky symphonies on 3 LP's in a special package retailing at only 7.50; the 3 LP recording of "Der Freischuetz" for 9.75; the most beautiful Russian folksongs and a Johann Strauss package. On the pop scene, the push items are "My World Of Songs" from Elisa Gabbai from Israel; a new Peter Alexander album and the first Ariola package from Udo Jurgens.

That's it for this week in Germany.

## Germany Record Mfr's Sales

(Courtesy "Schallplatte")			
This Week	Last Week	Weeks On Chart	
1	1	8	San Francisco — Scott McKenzie — CBS — Edition Intro/Meisel
2	2	9	All You Need Is Love—The Beatles—Odeon—Northern/Rolf Budde Music
+3	3	4	Romeo und Julia (Romeo and Julia)—Peggy March—RCA Victor/Rolf Budde Music
4	4	4	Death Of A Clown—Dave Davies—Deutsche Vogue—Aberbach Music
+5	5	2	Addios—Ronny—Telefunken—Maxim
6	6	21	Puppet On A String—Sandie Shaw—Deutsche Vogue—Hans Gerig Music
7	7	2	We Love You—The Rolling Stones—Decca—Hans Gerig Music
+8	8	16	Meine Liebe zu Dir (My Love for You)—Roy Black—Polydor—Riva Music/August Seith
+9	9	4	Komm Allein (Come Alone)—Wencke Myhre—Polydor—Hanseatic Music
10	10	14	Okay!—Dave Dee, Dozy, Beaky, Mick & Tich—Star Club—Minerva Music/R. von der Dovenmuehle

+ Original German Copyright





# CashBox Argentina



# CashBox France

Phonogram's manager Hugo Persichini is fulfilling a European trip that will allow him to get in touch with the top people of the Philips organization and discuss future developments for his company in Argentina. A report from its Press Office infers that he will visit Amsterdam, Madrid, Paris, Hamburg, London and Rome, returning to Buenos Aires at the end of the month.

TV producer Ricardo Kleinman has started what may become a very interesting experiment for this market: the airing of his TV program "Modart One" from the Astral Theater every Sunday at 1 P.M. The show has also switched channels, from TV7 to TV9, and strong ratings are expected soon. Artists include teen names like Johnny, Los Gatos (currently in the charts with "La Balsa"), Fedra & Maximilian (a new duet, with strong possibilities), the Mockers and others, and no dubbing is allowed which brings an end to a situation that has damaged very much the development of teen stars in this country.

Several times a year we start a paragraph with the same words: "Every new single by Palito makes news . . ." It's the right time to use it once more since "El Rey" (the King, as fans call him) has a new chart rider in "Todo es Mentira" which is also part of the new LP to be released next month, aiming at the Xmas market. Palito Ortega will probably travel soon to Central America to fulfill contracts signed two years ago. Speaking about RCA, there's also a new single by Johnny with a cover of Cordell's "I Think We're Alone Now" and "La Calle de Nadie," the latter penned by the same author of "La Balsa," Kito Nebia.

News from Odeon is also interesting: the diskery has released the first Deram singles, mainly the long awaited version of "A Whiter Shade of Pale" by Procul Harum and Whistling Jack Smith's "Waltzing Mathilda." Strong action is expected on both and Promo Dept's Juan Carlos Menna feels that Richard Anthony's "Aranjuez Mon Amour" will also make headlines in no time. The diskery is not forgetting about Johnny Rivers; the album "Rewind" will be released in a few weeks.

Strong singles are also being pushed by Music Hall's promotion people, among them Frank Sinatra's "The World We Knew" and daughter Nancy's "You Only Live Twice." On the local side there are good reports on "Mi Limon, Mi Limonero," recorded by local chanter Billy Bond, and there are twelve records aimed at Mother's Day (celebrated in this country the third October Sunday). There is also a new Chilean LP with folk songs by Isabel Parra and a local regional music LP by Armando Nelli.

Mauricio Brenner from Fermata infers that his pubbery is promoting Palito Ortega's song "Todo es Mentira" which has also been recorded by Las Cuatro Voces for CBS. The Popsingers, also on CBS, have recorded "Mañana, Mañana" and "Amaro para Siempre," while orkster Miguel Calo has cut, for Odeon, one of the tunes of the "14 With The Tango" series: "Sabor de Buenos Aires."

CBS has released under the United Artists label the soundtrack of "How To Succeed In Business Without Really Trying" as well as a new CBS Percy Faith album, the first one by Jacko Zeller (with a selection of chart riders and evergreens) and a selection LP with names like Los In, Los Cinco del Ritmo, the Blue Comets, Little Richard and CGD artist Gigliola Cinquetti. There is also a Harmony labeled budget LP by Armando Pontier and his orchestra tagged "Golden Tangos."

Trova reports that it has acquired the representation rights of Canadian label Canusa which will be presented here as "The New Canadian Sound." First records to be released are by Patrick Zabe ("A Kiss, A Kiss" and "Una Vida Como Esta"), Nanette ("The Look" from "Casino Royale" and "I'm Going") and Christian & Gertrud with "An Autograph, Please" and "Bye Bye, Love." Local folk artist Maria Escudero is appearing at night club Jotacé along with one of the best groups of recent times, Las Voces Blancas.

Disc Jockey reports strong sales and heavy promotion for the new Pepito Perez single, "La Carcel de Sing Sing," already in the charts. The record will also be released in several other Latin American countries where Pepito is also well-known.

## Argentina's Best Sellers

This Week	Last Week	Title
1	1	Trisagio del Soltero Napoleon Puppy (CBS); Wawanco (Oden); Chevere (RCA)
2	3	La Carcel de Sing Sing Jose Feliciano (RCA); Pepito Perez (Disc Jockey)
3	2	*La Balsa (Fermata) Los Gatos, Nacho Paz (RCA)
4	4	Puppet on a String (Fermata) Caravelli, Cuatro Voces (CBS); Sandie Shaw (Music Hall); Paul Mauriat (Philips); Violeta Rivas, Al Hirt (RCA) Bingo Reyna, Lucio Milena (Disc Jockey); Lea Zafrani (Neptuno); Frank Pourcel (Odeon)
5	—	A Whiter Shade of Pale (Fermata) Los In (CBS); Procul Harum (Odeon); Jose Feliciano, Melina de Capri (RCA); Jose Limon (Philips); Raymond Lefevre (Disc Jockey)
6	5	Summertime (Neumann) Billy Stewart (Microfon)
7	—	*Todo Es Mentira (Fermata) Palito Ortega (RCA)
8	8	Sock It To Me Willie Bobo (Philips)
9	14	All You Need Is Love (Fermata) The Beatles (Odeon)
10	—	*Villa Cariño Wawanco (Odeon)
11	9	Campeones De America (Fermata) Banda de Magallanes (RCA)
12	6	So You Goster De Quem Goste De Mim (Relay) Roberto Carlos (CBS)
13	—	Mi Limon, Mi Limonero Eduardo Araujo, Wilson Simonal (Ariel); Billy Bond (Music Hall)
14	7	Amor de Pobre (Smart) Pepito Perez (Disc Jockey); Miltinho (Odeon); Los Nocturnos (Music Hall)
15	12	Silence Is Golden (Odeon) Tremeloes (CBS); Four Seasons (Philips)
16	11	San Francisco (Relay) Scott McKenzie (CBS)
17	15	Cuando Tu No Estas (Fermata) Raphael (Music Hall)
18	16	Rosa Nera (Korn) Gigliola Cinquetti (CBS)
19	—	The World We Knew Frank Sinatra (Music Hall)
19	10	Es La Lluvia Que Cae Los Iracundos (RCA)
20	13	*Que Pasara (Fermata) Palito Ortega (RCA)
20	19	Aleluya Luis E. Aute, Massiel (RCA); Mac Ke Mac's (Microfon) (*) Local

Les Compagnons de la Chanson (CBS) will leave France for a series of concerts abroad. First, to Holland Oct. 14th-21st, and on Oct. 29th to Canada and the United States for a tour through Dec. 5th. Patachou (also CBS) is scheduled for a 10 day stint in Montreal starting Oct. 23rd before coming to New York for appearances at the St. Regis Nov. 9th-Dec. 5th.

Andre Asseo, in charge of Philips public relations, announced the immediate release of three important movie soundtracks: "You Only Live Twice," "Le Grand Meaulnes" of J. G. Albicocco, and Frederic Rossif's "Revolution d'Octobre" recorded in Moscow.

Philips artist Herve Vilard will be present at the Festival de Rio with a song titled "L'Avion de Nulle Part." Johnny Hallyday just recorded the French treatment of Scott McKenzie's "San Francisco" and Nana Mouscouri is recording in Italian "Try To Remember."

Chappell recently bought the excellent Acuff-Rose catalog which had been represented by Editions Tropicales. In addition, Mr. Roquiere, Chappell's manager in France, announced the pending opening of a new Chappell office in Madrid under Paris control.

Quickies . . . Beuscher Publishing Company is delighted with the success of Mireille Mathieu's "Ce Soir Ils Vont S'Aimer" . . . Joe Dassin (CBS) just recorded French treatment of US No. 1 "Ode to Billie Joe" . . . EMI artist Raphael is in Paris for a show at the Olympia . . . Frank Alamo (Riviera) just released an EP with the French treatment of "Hah Hah Said The Clown" ("Oh Oh Fait le clown") . . . Mouloudji will be in Canada October 17th to 27th. He will feature in several radio and TV Programs . . . Michel Fugain will tour in France with Adamo from Oct. 23 to Nov. 2nd . . .

## France's Best Sellers

This Week	Last Week	Title
1	1	Aranjuez Mon Amour (Richard Anthony) EMI; unpublished
2	3	Adios Amor (Sheila) Philips; Carrere
3	2	Mais Quand Le Matin (Claude Francois) Philips; Tournier
4	4	Alice (Eddy Mitchell) Barclay
5	7	Petite Fille (Johnny Hallyday) Philips
6	—	San Francisco (Scott McKenzie) CBS
7	5	The World We Knew (Frank Sinatra) Reprise-Vogue
8	8	I Love You, You Love Me (Anthony Quinn) EMI
9	—	All You Need is Love (Beatles) EMI; Northern-Tournier
10	9	Mon Copain Bismark (Nino Ferrer) Riviera; Beuscher

## Mexico's Best Sellers

1	Musita—Sonora Santanera (CBS)—(Mumusa)
2	Esta Tarde Vi Llover—Armando Manzanero (RCA)—Marco Antonio Muñoz (RCA)—Los Cuatro Brillantes (CBS)—Angélica María (Musart)—Los Aragón (Musart)—Carlos Lico (Capitol)—(RCA publishing)
3	Adoro—Carlos Lico (Capitol)—Armando Manzanero (RCA)—Manny Bolaños (Musart)—Enrique Guzmán (Acuario)—Sonia (RCA)—Los Kuarto (Tizoc)—Carmita Jiménez (CBS)—Los Dominic (Philips)—Marco Antonio Vázquez (Peerless)—Herminitas Nuñez (Orfeon) (Pham)
4	Quinceañera—Los Vlamers (Musart)
5	Si Hoy Fuera Ayer—Julio Jaramillo (Peerless)
6	No—Carlos Lico (Capitol)—Armando Manzanero (RCA)—Gloria Lasso (Musart)—Antonio Prieto (RCA)—Angélica María (Musart)—Trío Romántico (Cisne)—Magda Franco (CBS)—Carmita Jiménez (CBS)—Olga Guillot (Musart)—Hnos—Castro (RCA)—Los Dominic (Philips)—(Pham)
7	Tema De Los Monkees (Monkees' Theme)—The Monkees (RCA)—Los Shippys (Capitol)—Los Monky's (Orfeon)—(Mumusa)
8	Shake-Lucille—Los Yaki (Capitol)—Los Rockin Devils (Orfeon)—(Pending-mumusa)
9	Cuando Tu No Estas—Raphael (Gamma)—(Campei)
10	Ven A Vivir Conmigo—Jose Martin (Peerless)

## Argentina's Top LP's

1	1	Sgt. Pepper's Lonely Hearts Club Band The Beatles (Odeon)
2	2	El Fantastico Jose Feliciano (RCA)
3	3	Yo Soy Aquel Raphael (Music Hall)
4	—	Los Hits En Castellano Adamo (Odeon)
5	5	Headquarters The Monkees (RCA)
6	4	Aqui Vienen The Tremeloes (CBS)
7	10	Propiedad Privada Rosamel Araya (Disc Jockey)
8	6	Chansons Pour Toi Caravelli (CBS)
9	9	Celoso Los Panchos (CBS)
10	—	El Bueno Eduardo Araujo (Ariel)

Definite date has now been set for the popular "Grand Gala Du Disque" this season; it will be held at the Amsterdam RAI-building on Friday, March 8.

Roel Kruize, General Manager of Bovema's repertoire department, released this week a wonderful PICKWICK budget line series containing albums by Sammy Davis, Jr., Ray Anthony, Joe "Fingers" Carr, Judy Garland, Bobby Hackett, Harry James, Al Martino, Nelson Riddle, Jimmy Smith and Joe Tex. Al Martino arrived in the national Top-40 with "Spanish Eyes."

Two top groups were added to the Gramophonehouse: Procol Harum and the Move. This week Roel Kruize released the first record of the Move: "Flowers In The Rain."

A new Dutch group, the Buffoons, started on the Imperial label with the wonderful record "Tomorrow Is Another Day"/"My World Fell Down." The pop specialists of the biggest Dutch papers were in the Bovema studio when the Buffoons finished their first record. Everybody was enthusiastic believes that they will be the new top group of Holland.

Bovema's Joop Visser released "She Needs Company" of Manfred Mann, the Shadows' "Tomorrow's Cancelled," "King Midas In Reverse" by the Hollies and "Wednesday" by the Royal Guardsmen.

N.V. Phonogram did a comprehensive promotion action in behalf of the picture "Thoroughly Modern Millie" which was premiered on September 28th in several cities. At the same time Phonogram released on Brunswick the LP with the original soundtrack as well as two singles with songs from the film: "Thoroughly Modern Millie" by Julie Andrews and "Jazz Baby" by Carol Channing.

British singer David Bowie's new single "Love You Till Tuesday", released on Deram September 29th, is being considered as another success for this label.

Traffic's newie, "Hole In My Shoe," another fantastic Island recording, entered Dutch charts last week at 27. All Dutch deejays think Traffic will be a fast climber. At the end of October Stevie Winwood's Traffic will be presented to Dutch TV audiences in the Bob Rooyens show "Moef Ga Ga."

Holland's most successful female singer Conny van den Bos cut a new record—"Where Are They Now"—for Philips which is also to be released in England.

Forthcoming concerts in the pop and jazz field coming to Holland through the Acket Agency are: American Folk Blues Festival 1967 (October 14) Stax-Volt show featuring Sam & Dave, Percy Sledge, Arthur Conley (October 27); "Newport Jazz Festival In Europe 1967" with Theolonious Monk Orchestra and Herbie Mann Quintet (October 28); Sarah Vaughan and Her Trio, Guitar Workshop, Gary Burton Quintet and Newport All Stars (October 29); Miles Davis Quintet and Archie Shepp Quintet (October 30); Dave Dee, Dozy, Beaky, Mick and Tich (October 28 and 29); John Mayall and the Bluesbreakers (November 18); Ella Fitzgerald and Duke Ellington Orchestra (February 3).

Artone, Benelux distributor for United Artists, reports strong activities re local releases from the UA catalog. Since the launching of the label late in 1966, the company is scoring with the Solid State line. The great double pocket sets are getting a heavy work over in all stations in Hilversum. Big help for the albums is their unique Stereo quality, which makes them ideal demorecords for hi-fi stereo equipment. A lot of interest is noted too from Dutch deejays on the initial Fortunes release for the UA label. A good deal of the interest in their "The Idol" reading is due to Artone's relentless promo activities on behalf of the platter. It could well become a local chart rider. To further help the cause, Artone is bringing the Fortunes to Holland for a combined concert tour and television date, the first week of December. New single issues in Benelux include Garnet Mimms' "My Baby and Long John Baldry's "Cuckoo." In the movie soundtrack picture, Artone still is doing good business with "A Man And A Woman," whereas a solid promotion drive has been launched to support the company's recent release of "You Only Live Twice."

Recent releases on the Pete Felleman managed Tamla-Motown label include "Love Bug, Leave My Heart Alone" by Martha and the Vandellas, "You're My Everything" by the Temptations and the sensational "Rodgers & Hart" album by the Supremes. The girls' "Reflections" smash is currently in it's 3rd week on the Dutch charts, whilst Stevie Wonder's "I Was Made To Love Her" has been parading on the local Top 40 for eight consecutive weeks.

The rock 'n' roll album of the year, Little Richard's in person-recorded and Larry Williams produced "Greatest Hits" on Epic was released on Sept. 8th and immediately commenced selling. Containing all of the King's 12 all-time greats, from "Lucille" to "Whole Lotta Shakin' Goin' On," this is one album that will knock out the young generation.

This week Negram-Delta released the brand new LP of the Kinks on Pye: "Something Else By The Kinks," featuring "Waterloo Sunset," "Death Of A Clown" and "Harry Rag." Regarding the advance sales, this LP will become one of the biggest of the year.

Negram-Delta also released the newest single by Sandie Shaw. Both songs are written by Chris Andrews: "You've Not Changed" and "Don't Make Me Cry." The single is already receiving lots of airplay from Radio Veronica.

This week two Major Minor recordings will be launched to the Dutch market. The first, "Flowers For My Friends" by Joyce's Angels is bound to become a hit because of its flower-power. The second by the Grumbleweeds is featuring the old standard "Hear My Song Violetta."

One of the most important recent additions to the international market is



**LIBERTY'S FIRST POP IN GERMANY**—The newly formed Liberty Records outfit in Germany has signed 3 artists for their production here, including Klaus Doldinger, Germany's top jazz artist who has also done a pop Lp under the name Paul Nero, American folk singer Don Paulin, and a young Frenchman living in Belgium Marc Bertrand, who will do the first German language single for the label. Shown at the signing are (left to right): Karlheinz Freynik, product manager for Liberty in Germany; Marc Bertrand; Erich Wallnau, artists manager; Siegfried E. Loch, Liberty's Germany general manager; and Klaus Boehnke, head of the firm's pr dept.

### Holland Con't . . .

a tremendous new album by Juan Pareira (Piano) & Group entitled "Caribbean Souvenirs—The Sound Of The West-Indies." This album contains merengues and is a very authentic and highly commercial record. New CBS additions to the popular LP field include Tony Bennett's latest album entitled "Tony Makes It Happen!," the Byrds' "Greatest Hits," and an album by Percy Faith containing the academy award winner "Born Free" and other great movie themes.

On the Relax label, Iramac has several sure shots for the local top 40: the Sandy Coast, one of the top pop groups, with their vaudeville song "And Her Name is . . ." R&B shouter F. J. King with the Jr. Walker song "Pucker Up Buttercup," while popular Canadian soul singer Davy Jones has at hit LP in "Live At The Lucky Star."

In Holland for his 4th trip this year was the President of Ember Records International, Jeffrey Kruger. Mr. Kruger held talks with Roel Kruize of Bovema (EMI) with whom Ember have an important deal on their first finished album product, and he also met executives of CNR Records with whom Ember press locally with British originated material. Several new album releases were set including an LP by hot young English producer Mark Wirtz (currently on the charts with his "Teenage Opera" single) and a "live" recording from the Pink Flamingo Club in swinging London. Mr. Kruger also arranged local distribution for the Ember distributed CBM Record label in a deal signed with Polygram (Philips) through international label manager Jaap Hoitingh. This deal will result in local releases for artists including Laris McLennon, Maynell Wilson and Hoagy Benson.

In his joint capacity of President of Florida Music Publishing Company and director of Sparta Music Ltd. (currently on all charts with items by the Young Rascals, Scott McKenzie, Bachelors, Otis Redding, etc.), Mr. Kruger also met with Joop Portengen who looks after the publishing interests of the group in Holland through its local subsidiary Sparta-Holland N.V. Other Ember items selling strongly in Holland include Twiggy, Scott McKenzie and the Journeymen, John Barry Orchestra and Chad & Jeremy.

## Holland's Best Sellers

This Week	Last Week	Title	Label
1	1	We Love You (Rolling Stones/Decca)	(Essex Holland/Basart/Amsterdam)
2	2	Time Seller (Spencer Davis Group/Fontana)	(Essex holland-Basart/Amsterdam)
3	5	Excerpt From a Teenage Opera (Keith West/Pharophone)	(Trident-Melodia/Amsterdam)
4	3	San Francisco (Scott McKenzie/CBS)	(Bospel Music/Amsterdam)
5	4	Itchycoo Park (Small Faces/Immediate)	
6	9	San Franciscan Nights (Eric Burdon And The Animals/MGM)	Schroeder-Basart/Amsterdam)
7	—	Last Waltz (Engelbert Humperdinck/Decca)	(Francis Day-Melodia/Amsterdam)
8	6	The Day I Met Marie (Cliff Richard/Columbia)	(Belinda/Amsterdam)
9	7	Death Of A Clown (Dave Davies/Pye)	(Belinda/Amsterdam)
10	—	Ik Wil Alleen Maar Van Je Houden (Heikrekels/Telstar)	(Benelux Music/Weert)

Popular English singing and recording star **Matt Monro** is now in Australia for television and nightclub appearances. EMI hosted a press reception held to welcome Matt to this country. To coincide with his visit, his new Capitol album "Invitation To The Movies" has been rush-released here. It is understood that Matt's personal appearances on this trip will be restricted to Melbourne and Sydney.

Record production figures for the month of July (the latest period available again) got past the one million units mark with album product well in front of singles and EPs. The twelve months period ended June 30 was the biggest ever in the history of the record industry in Australia with a total of 13,444,000 units being produced . . . more than half of which was album material.

**Jack Stapp** (President) and **Lee Eastman** of Tree Publishing Company from Nashville are scheduled to arrive in Australia October 5th and remain for about five days. It is expected that during the visit, details of Australian representation for the Tree catalogue will be finalized.

**Walt Disney Productions Pty. Ltd.** is the new name chosen to replace the **Walt Disney Mickey Mouse (A'sia) Pty. Limited** name for the music publishing interests of the Disney organization in Australia. **Walter A. Granger** is the Managing Director of Walt Disney Productions Pty. Ltd. . . . the collection of fees and marketing of sheet copies for the company is handled by **Castle Music**, the publishing subsid of EMI.

Latest sheet copies from the Essex office here bring "We Love You" and "Dandelion", both recorded by the **Rolling Stones**; "Flowers In The Rain" recorded by the **Move**; and "Hole In My Shoe" as recorded by the **Traffic**.

Effective immediately, the retail price of 7½IPS 4-track stereo pre-recorded tapes from the Astor organization is (Aust) \$5.95, a reduction from \$6.40. The new price includes 25% sales tax which is levied at the wholesale price and amounts to a sum of 87 cents per tape.

Australian star **Normie Rowe** has a new single just issued on the Sunshine label through the Festival group. Titles are "Turn Down Day" and "Stop To Think It Over." Also new on the local front through Festival is **Freddy Hampton** with "Felena Malone" c/w "Guess I Know" and **Bill and Boyd** with "Les Marionettes" and "She Chased Me."

On the album front, Festival are making a mighty promo push on the soundtrack package from the movie "Doctor Dolittle" which is on the 20th Century Fox label here.

**E.M.I.** have declared October as (English) Decca month! They are making an all-out drive on the Decca label with special emphasis on the Phase Four series. There will also be action on other Decca material and artists including **Engelbert Humperdinck** who is rapidly making chart headway with his very latest issue, "The Last Waltz."

**RCA** have released a locally produced album entitled "Tycho-Tycho" featuring television musician **Thomas Tyco** with his piano and orchestra playing a selection of old and new material. **RCA** should clean up in a big way with the release of the soundtrack set from the **Elvis Presley** movie, "Easy Come, Easy Go." **RCA** are now making a sales drive on eight of their Christmas albums which have been earmarked for a national press advertising campaign.

The **Petula Clark** smasher of "A Cat In The Window" will become available for air play in Australia on October 18th. According to **Dick Heming**, promotion head of Astor records, it will be a "bigger giant" than Pet's current one here, "Don't Sleep In The Subway."

**Castle Music** are doing some promotion on behalf of the single by local girl **Bev Harrell** with "Run On The Run" which is being released by EMI from her album "This Is Bev."

English lark **Dusty Springfield** is now in Australia for a personal appearance season at Chequers nightclub in Sydney. She is accompanied by her manager, **Vic Billings**.

## Australia's Best Sellers

- 1 The Monkees E.P. (Vol. 1) (The Monkees—RCA) Tu-Con Music.
- 2 It Must Be Him (Vikki Carr—Liberty) B.I.E.M.
- 3 The Last Waltz (Engelbert Humperdinck-Decca) J. Albert & Son.
- 4 I Dig Rock And Roll Music (Peter, Paul & Mary—Warner Bros.) Allans Music.
- 5 Up-Up And Away (5th Dimension-Liberty) Belinda Music.
- 6 Ode To Billie Joe (Bobbie Gentry—Capitol) Chappell & Co.
- 7 Dream Girl (Davy Jones—Astor).
- 8 \*Woman You're Breaking Me (The Groop—CBS) April Music.
- 9 To Love Somebody (The Bee Gees—Spin) Abigail Music.
- 10 San Francisco (Scott McKenzie—CBS) Associated Music.
- 10 Don't Sleep In The Subway (Petula Clark—Astor) Leeds Music.
- 10 San Francisco (Scott McKenzie—CBS) Associated Music.
- 10 Non't Sleep In The Subway (Petula Clark—Astor) Leeds Music.

Asterisk indicates locally produced record.

## Brazil's Top Five Compacts

This Week	Last Week	Title
1	1	*O Cieme—Deny & Dino/Odeon
2	2	Anna—The Beatles/Odeon
3	3	Poor Side of Town—Johnny Rivers/RCA Victor
4	—	*O Caderninho—Erasmus Carlos/RGE
5	5	No Milk Today—Herman's Hermits/Odeon

\*Original Brazilian Recording

One of the most successful dis/cocktail parties of the season was hosted by the **Fermata** group for the celebration of the 11th anniversary of the RGE label—at the same time the new low cost label of the group, **Premier**, was launched and the first supplement presented. **Prexy Enrique Lebendiger** and his crew, with **Julio Nagib**, **Getulio Alves**, and **PR head Myrna**, were busy receiving friends and many of the exclusive artists of the company. Guest of honor was visiting representative of the **Fermata** group in Japan, **Jorge Minoru Matoba**, who also represents **SADAIC** of Buenos Aires, **UBC** from Rio de Janeiro, **SGAE** from Madrid, **SACM** from Mexico, and **ADDAF** also from Rio.

First releases of the new **Premier** label include the following albums: "Clas-sicos No Samba" with **Peruzzi** and **His String Orchestra**, "Tangos Inesque-civeis" with **Mario Zan & Orchestra**, "Boleros & Guaránias" with **Ricardo Rey & His Romantic Harp**, "Os Grandes Sucessos de Miltinho," "Tangos Famosos" by **Roberto Luna**, and "As Mais Lindas Guaránias" by the **Trio Cristal**.

Another social event this week was hosted by **TV Record** (Channel 7, of São Paulo) to present the composers and chanters who will participate in the "Third National Festival of Brazilian Popular Music." The 36 numbers chosen were divided in three groups of 12. From these, four will be chosen each subsequent Saturday, and those twelve will go to the finals where the first five will be awarded prizes.

From **Discos Chantecler** recently released discs include: "Jequibau na Broad-way," an album cut by the creators of the new haunting Brazilian rhythm, **Mario Albanese** and **Ciro Pereira**; a new album by **Earl Grant** (a Decca original) wherein the talented music man plays and sings songs made famous by the late **Nat King Cole**. From the Italian represented **Ricordi** label, another new LP by **Bobby Solo** presenting all his hits. Two singles for the teen fans bring chantress **Naiva Aguiar** (**Coração De Madeira**) c/w "Alem De Nós" and a new vocal duo in their first disk, **As Clebs**, singing "Serei Sincera" c/w "Processarei."

News from **CBS** has it that chantress **Thelma** is preparing material for her new album which will be produced by **Torquatto Netto**. Chantress **Katia Cilena** is appearing well with her latest single, "Estou Feliz" b/w "Brasa Viva." A new exclusive artist recently pacted by **CBS** called **Miguel Damus** has his bow single "Coisas Que Não Se Devem Dizer" b/w "Quero Estar Sempre Assim." **Andy Williams** confirmed his attendance to the **Rio International Festival**—his wife **Claudine Longet** will accompany him.

From **Companhia Brasileira De Discos** we hear that from the represented **Atlantic** label **Aretha Franklin** will soon be presented to the Brazilian public through her album "Respect." The new **Frank Sinatra** single with hit number "The World We Knew" will soon appear in the local charts if we consider the great airplay of the disc recently released. Another **Sinatra** is also appearing strong—**Nancy** and her album with strong number "You Only Live Twice" is being constantly heard on radio programs.

## Brazil's Best Sellers

This Week	Last Week	Title
1	1	*Eu Te Amo Mesmo Assim (Fermata) Martinha/AU-Rozenblit
2	2	*Meu Grito (Genial) Agnaldo Timóteo/Odeon
3	3	This Is My Song/Minha Cancão (Fermata) Pet Clark/Vogue-Rozenblit; Claudia Barroso/Fermata; Anilza Leoni/Mocambo-Rozenblit
4	6	Era Um Garoto Que/C'era Un Ragazzo Che (RCA) Os Incriveis/RCA; Gianna Morandi/RCA; Os Beatnicks/Mocambo-Rozenblit
5	4	There's a Kind of Hush/Só Eu E Voce (Fermata) Herman's Hermits/Odeon; Carlos Gonzage/RCA; Os 3 Moraes/Som Maior
6	5	Poor Side of Town (RCA) Johnny Rivers/RCA Victor
7	9	*Maria Bonita () Ary Cordovil/CBS; Germano Matias/CantaGalo
8	8	*O Caderninho (Fermata) Erasmo Carlos/RGE
9	10	All You Need Is Love (Fermata) The Beatles/Odeon
10	11	Reach Out I'll Be There (Fermata) The Four Tops/Motown-Rozenblit
11	7	*Jardim De Infancia (Saturno) Ronnie Von/Polydor-CBD
12	16	*Pára Pedro (n.p) José Mendes/Copacabana; Brazilian Bites/Polydor
13	12	*Quem Te Viu, Quem Te Vé (Fermata) Chico Buarque/RGE; Nara Leão/Philips-CBD
14	15	*Estou Comecendo A Chorar (Genial) Wilson Miranda/RCA Victor
15	20	Estou Feliz/Puppet On a String (Fermata) Ed Carlos/Fermata
16	—	*Suplica Cearense () Ary Lobo/CantaGalo; Nerino Silva/RCA Victor
17	17	*Prova De Fogo (Fermata) Wanderléa/CBS
18	13	Coisinha Estupida/Somethin' Stupid (RCA) George Freedman/RCA; Nancy & Frank Sinatra/Reprise-CBD
19	—	A Whiter Shade of Pale (Fermata) Procol Harum/Odeon
20	19	*Não Posso Controlar Meu Pensamento (Vitale) Wanderley Cardoso/Copacabana

\*Original Brazilian Copyright

## Brazil's Top 10 LP's

This Week	Last Week	Title
1	1	*Obrigado Querida—Agnaldo Timóteo/Odeon
2	3	Sgt. Peppers Lonely Hearts Club Band—The Beatles/Odeon
3	2	*O Realejo—Chico Buarque de Hollanda/RGE
4	4	More of the Monkees—The Monkees/RCA Victor
5	5	No Milk Today—Herman's Hermits/Odeon
6	6	*O Bom Rapaz—Wanderley Cardoso/Copacabana
7	7	Golden Hits—Johnny Rivers/RCA Victor
8	9	Deliver—The Mamas & The Papa's/RCA Victor
9	8	*As 12 Mais Da Juventude—Os Carbonos/Beverly
10	—	Between the Buttons—The Rolling Stones/Odeon

more of the potential market while, coincidentally, the existing customer is more lavishly catered for. Survival in a hotly competitive situation such as the U.K. calls, it seems, for much more than a haphazard hit and prestige office space. The biggest single event of the CBS sales conference—themed the Sound of Sales—was the announcement of the decision to move into the low-price budget album market in a substantial way.

Range of Catalog

The need to offer dealers a complete range of catalog, stretching from low-priced albums to specialized labels, has obviously played its part in CBS' expansion. After carefully weighing proposals for the past 18 months, Glancy has moved decisively to take in the budget album market. Glancy, who has distinguished himself by breaking in the U.K. such album artists as Andy Williams, Tony Bennett and Barbra Streisand—and this in a market dominated by pop singles business—has resisted temptations to rush into low-price lines. He has held out until he could set up the "right" deal. In the event Glancy has linked CBS with Pickwick International in a new budget line, Hallmark which will retail at \$1.75 (12/6d).

Hallmark material will be mainly culled from CBS repertoire though negotiations are going on for the product of other labels to be added to it. Imminent initial release will consist of 36 albums, including 10 classical L.P.s. Among the big-sale artistes to be featured in the first issue are Frank Sinatra, Peggy Lee, Benny Goodman, Nelson Eddy, Doris Day, Jimmy Dean, Burl Ives, Frankie Laine, Liberace, Bing Crosby, Danny Kaye and Harry James. The new low-price line will be produced and pressed by CBS but will be distributed by both CBS and Pickwick. The major American company is handling sales to regular dealers while the Pickwick operation deeply experienced in merchandising budget albums, will handle specialized sales.

The link with Pickwick provides CBS with an ally of proven ability in this relatively new field of sales activity. Pickwick, which set up in the U.K., five years ago with product from the U.S. and other sources, has achieved a high measure of success with its Allegro label. Under the aegis of Monty Lewis, who launched the first budget banner in Britain nine years ago, Pickwick has marketed through supermarkets, chain stores, tobacconists, newsagents, etc. It has operated closely on the lines of the American rack jobbing system. To date, Lewis has not managed to

penetrate regular dealer outlets which have an inbuilt mistrust of the budgeteers. The deal with CBS provides Lewis with the one thing he has lacked in the past—a vast reservoir of prestige material to draw on. Lewis told CBS salesmen that he expected first year sales of 3,000,000 albums. Glancy, whose forte is marketing albums whatever the price, told the same audience: "Budget price records account for a significant portion of the longplaying record market in Britain—but it is a highly specialized business that has its own particular marketing and distributing requirements. The success of budget labels in American and this country . . . have proven the need for this kind of individual approach. "Budget records" he added "serve to introduce the L.P. habit to previously untapped sections of the buying public. What has been evident for some time in our industry is that the L.P. audience, as its tastes and interests broaden, tends to upgrade its purchases".

Spreading Pop Appeal

Coincident with CBS' rounding out its range of albums, which puts it in line with those British majors which have also recently moved to offer a complete album price range, CBS is spreading its appeal in the pop field. Having now established a roster of click pop talent in the teenybopper and allied markets with acts such as The Tremeloes, Anita Harris and Georgie Fame Glancy is to introduce two new labels through which he can precisely channel specific types of pop material. In November CBS launches the Direction label. This will compete in the rhythm and blues field and is aimed at siphoning off some of the business currently accruing to Tamla Motown and Atlantic. First release will comprise three singles by The Velvet Opera, The Glories and Otella Smith and the Tobago Bad Boys. Second new logo is Blue Horizon which will cater for the Blues market. Signed to the label, scheduled to break in January, are Peter Green's Fleetwood Mac, The Aynsley Dunbar Retaliation and The Chicken Shack. Blue Horizon will be run by Mike Vernon, a local producer who specializes in blues artistes and who has scored domestically with John Mayall's Bluesbreakers.

News of CBS' development, though it means putting still more banners on the market and will increase still further the weekly release total, was well received by the company's sales force. Glancy reported to the conference that sales and product was markedly up over the last year and the company was healthy and growing. "But we have been suffering with growing pains" he confessed "our service hasn't been all it should



Norwegian Silver

Mike Maitland (right), president of Warner Bros. Records, is shown accepting a Silver Disk Award from Arne Bendiksen, the Warner Bros./Reprise licensee in Norway, for Frank Sinatra's "Strangers In The Night."

Five Sargent Albums Available On Everest

NEW YORK—With the announcement of Malcolm Sargent's death last week, Everest Records announced the availability of five albums with the famed conductor at the head of the London Symphony Orchestra.

Numbered among the five packages are Prokofiev's Symphony No. 5 in B Flat Major, Opus 100; Tchaikovsky's Symphony No. 5 in E Minor, Opus 64; Respighi's "The Fountains Of Rome, The Pines Of Rome"; Moussorgsky's "Pictures At An Exhibition, A Night On The Bald Mountain" and, finally, a set combining Shostakovich' Symphony No. 9 and Prokofiev's "Lieutenant Kije Suite."

CBS Discos Cops Pair Of Argentine Awards

NEW YORK — CBS Discos, S.A. nabbed the top two spots in the annual awards presentation made by Argentine music magazine Buenos Aires Musical. The paper, which honors classical albums each year in a number of categories, awarded its top prize in both Chamber Music and Instrumental Soloist areas to CBS Discos.

In the Chamber Music field, the prize went to the label's "Brahms: Quintet in F Minor for Piano and Strings" as done by Leon Fleisher and the Juilliard String Quartet, while Instrumental Soloist award went to a Chopin LP by the late pianist Dinu Lipatti.

be. Those pains however, are symptoms of growth and I think we have turned the corner." He explained that CBS in Britain was producing records for CBS throughout Europe plus smaller independent companies here. This summer, Glancy said the pressing plant had been swamped with orders. A new depot had been set up and CBS' Aylesbury production mill was being expanded. Glancy said that the CBS plant had turned out more albums in one week than any other factory and it would be continuing to work seven days a week to catch up with the demand. By Christmas, he believed CBS would be in a new high gear.

The Sales Game

A hint of the way CBS is to play thme sales game came from Carl Denker, the company's Russian born sales manager. He told an attentive audience: "The market as we know it now will change—especially in our business. A record has to be an easily accessible item on sales everywhere. This will widen the market enormously—this is surely what we are looking for. If we continue marketing records the same as before this might be the surest way to marketing suicide". Denker said new marketing techniques are called for and so is a new breed of salesman. To stay in business they will have to be better schooled in merchandising, promotion, advertising, display as well as the arithmetic of retailing. Said Denker "The market will be highly competitive and only the product with adequate sales velocity will find space in retail stores and other outlets". Alert to the need to keep its sales staff fully primed CBS is to set up a series of selling "workshops"; area meetings designed to appraise reps of better merchandising techniques, proper coverage and faster distribution. CBS marketing manager Olav Wyper said that on the basis of an extensive market research, the company would be running two national advertising campaigns in the daily press. Among the product doubtlessly earmarked for such promotion are new albums by The Tremeloes, Anita Harris, Georgie Fame and Johnny Mathis, now re-signed to CBS. These were announced by pop product manager David Howells. Stressing CBS' "across-the-board" album strength and outlining upcoming product, Howells revealed that the artistes with which CBS would be going into

the R & B field included Shirley Ellis, Aretha Franklin, Big Maybelle and Peaches and Herb. He noted too, that the company was developing its share of the children's market which is rapidly developing in importance with artistes of the calibre of comediansh Mike and Bernie Winters. Records of Beatrix Potter stories and from the hit TV show "Magic Roundabout" also gave the company a strong footing in the field.

Classics

Classical products manager Quita Chavez, enthused by CBS' building influence in the serious music market, outlined product for the future—including a massive push on recent CBS signing Pierre Boulez. Both the music public and press had at last accepted Leonard Bernstein, she said, and this was aiding sales. After Miss Chavez attested to the fact that CBS was to undertake more recording sessions for classical product, Ernest Fleischmann, formerly with the London Symphony Orchestra, but now heading up CBS classical push in Europe, said the aim was to establish CBS as a force in orchestra catalogue similar to Decca's premier position as a force in opera. Efforts were being made to break down the stupid prejudices against American musicians and artistes, he told the convention, and he was seeking dates in European festivals for CBS contact artistes. An innovation which could have wide ranging effects in the classical field was revealed by Fleischmann when he announced that CBS here was to go into co-production with record companies abroad. Resources would be pooled in order to secure bigger and more ambitious productions.

After the conference CBS held a Dinner at the Hilton Hotel for all its sales force. CBS artistes The Peddlars, The Zombies and American Tim Rose provided the cabaret which was climaxed by an appearance by newly signed Johnny Mathis who was in Britain for a season at London's Talk of the Town nightspot.



A GOLD MINE—It's a gold record for "A Man and a Woman" in Paris. Lucien Morisse, president of AZ records, gives a golden record to composer Francis Lai, author Pierre Barouh, and chantress Nicole Croisille for the sale of one million "A Man and a Woman" decks. Yves Montand and Annie Girardot, leading stars of the new Claude Lelouch flick, "Vivre Pour Vivre."

Toshiba Records contracted with Blue Note Records for a release of modern jazz recordings. The first release will be made on Oct. 15 with 20 discs including "Art Blakey & The Jazz Messengers," "The Sidewinder/Lee Morgan," "Sonny Rollins," all of which are imported discs.

Nippon Victor released Duke Ellington's LP "Orient Suite" and serial LP "Duke/Golden Age" on Oct. 5. The former includes "Ad lib On Nippon" and others which were made when he toured through the Orient during 1963-1964. The latter is the first of 3 serial LPs in honor of the recent growing popularity of the artist.

Toshiba Records released "J'ai Peur" in honor of Enrico Macias who is touring here this October. "Pete Seeger/Love Song" on CBS is the newest LP of the artist who is also to tour here in October. "Monkees/Headquarter" on RCA is the 3rd LP released.

Best sold top five pop singles of Nippon Columbia in September are "San Francisco-Flower In Your Hair" by Scott McKenzie, "I Really Don't Want To Know" by Andy Williams, "Silence Is Golden" by Tremeloes, "New Orleans" by Paul Revere & Raiders, and "You Only Live Twice" by John Barry.

## Japan's Best Sellers

### ALBUMS

This Week	Last Week	Title
1	1	Sergeant Pepper's Lonely Hearts Club Band — The Beatles (Odeon)
2	2	Pops in Japan—The Ventures (Liberty)
3	3	Young Beat—The Blue Comets (CBS)
4	4	Sergio Mendes & Brasil '66—Sergio Mendes & Brasil '66 (London)
5	—	The Spiders Album No. 4—The Spiders (Philips)

### LOCAL

This Week	Last Week	Title
1	1	Yubue—Kazuo Funaki (Columbia)
2	2	Makkana Taiyo—Hibari Misora (Columbia)
3	3	Kitaguni-No Aoi Sora—Chiyo Okumura (Toshiba)
4	4	Ai Wa Oshiminaku—Mari Sono (Polydor)
5	6	Tasogare-No Awai Tsuki—Judy Ong (Columbia)
6	5	Nagisa-No Senorina—Michiyo Azusa (King)
7	7	Shiritakunaino (I Really Don't Want to Know)—Yoichi Sugawara (Polydor)
8	8	Otoko No Yakyoku—Mahina Stars (Toshiba)
9	—	Sekaiwa Futarinotameni—Naomi Sara (Victor)
10	—	Yuko No Namida—Akira Mita (Victor)

### INTERNATIONAL

This Week	Last Week	Title
1	4	Mona Liza No Hohoemi — The Tigers (Polydor) Publisher/Watanabe
2	1	I Love You—The Carnabeats (Philips) Sub-Publisher/Shinko
3	2	Maria-No Izumi—The Blue Comets (CBS) Publisher/Watanabe
4	3	Barairo-No Kumo—The Village Singers (CBS) Publisher/TOP
5	8	Aozora-No Arukagiri — The Wild Ones (Capitol) Publisher/Watanabe
6	5	Kiri-No Kanatani—Jun Mayuzumi (Capitol) Publisher/Ishihara
7	6	Kimi-Ni Aitai—The Jaguars (Philips) Publisher/Shinko
8	10	San Francisco—Flowers In Your Hair—Scott McKenzie (Columbia) Sub-Publisher/Victor
9	7	Kazega Naiteiru—The Spiders (Philips) Publisher/Rythm
10	9	All You Need Is Love—The Beatles (Odeon) Sub-Publisher/Toshiba
11	11	Seaside Bound—The Tigers (Polydor) Publisher/Watanabe
12	12	Somebody To Love—Jefferson Airplane (RCA) Sub-Publisher/Watanabe
13	—	Kitaguni No Rutari — The Blue Comets (CBS) Publisher/Watanabe
14	13	La La La—The Shamrocks (Polydor) Sub-Publisher/Taiyo
15	14	You Only Live Twice—Nancy Sinatra (Seven Seas) Sub-Publisher/Taiyo



### Southern Peerage

This is one view of the recent Peer-Southern cocktail party. David Morris (left), vice president of the Peer-Southern publisher, and Marty Ostrow, vice president of Cash Box, discuss what's happening in the music biz.

Fonior: The New Inspiration's new release "You Made A Fool Of Me," a Belgian Decca production, will be released in Britain on the Major Minor label, in Holland on Omega and in France on the Decca label. Alain Thierry's "Que revienne," another Belgian production, is to be released in Britain on Decca label.

Artone is working hard on the promoting of the Fortune's latest disc "The Idol." World Music: F. R. Faecq is paying a business visit to Montreal and New York from October 1st until October 22nd. Visitors to Belgium: Columbia artist Rog Whittaker, whose new single "Handful of Dreams" was released this week, flew in for a day to open a pub on the occasion of "The British Week" held at Brussels. He sang amongst others his Belgian hit-song "If I Were A Rich Man." Whittaker will be back in Belgium October 31st till November 15th. Keith West (Parlophone) flew over for a television program as well as Barclay artists Nicoletta and Monty. Fontana artist Manfred Mann is appearing on stage at Brussels' "Theatre 140."

Primavera announces that the "Muze-Show" is starting on October 18th. Philips is releasing an L.P. with folk singers Ferre Grignard, Wannes Van De Velde, Lode De Ceuster, Endateme Jug Band, Christiane Van Der Wijngaerde, Jan De Wilde. All the songs are controlled by Primavera.

Primavera also obtained the rights for the following: The Traffic "Hole In The Shoe"; The Herd's "From The Underworld."

The Traffic are appearing in a television program on Oct. 26th.

(Flemish)/Courtesy HUMO

- 1 San Francisco—Flowers In Your Hair (Scott McKenzie/CBS)
- 2 I'll Never Fall In Love Again (Tom Jones/Decca)
- 3 If I Were A Rich Man (Rog Whittaker/Imperial)
- 4 The World We Knew (F. Sinatra/Vogue)
- 5 Death Of A Clown (Dave Davies/Pye)
- 6 Horen Zien En Zwijgen (Will Tura/Palette)
- 7 Poinciana (Brian & The High Five/Ronnex)
- 8 The Last Waltz (E. Humperdinck/Decca)
- 9 Jackson (N. Sinatra & L. Hazelwood/Vogue)
- 10 Even The Bad Times Are Good (The Tremeloes/CBS)

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## The Case for Accumulative Plays

Much merit lies in the present trend toward two-for-a-quarter music. It's a gradual process, to be sure, especially since most operators are leary of provoking "ill will" at the location with a price hike in jukebox play. The expectant increase in collections, however, seems to be bearing out in most cases—added stimulation for the cautious operator which should move the "big switch" along at a more accelerated pace.

But we must realize that at the very core of all music pricing is the concept of accumulative pricing. Market men, since centuries back, know that the consumer looks favorably upon the purchase of two or more items at a "special reduced" rate from a single purchase. This has been borne out by motivational research experts who have noted John Public's penchant for "bargain buying" in hundreds of texts on the subject. The case history of a super market selling more milk at 51¢ for two containers that at 25¢ apiece punches home the idea rather well.

In the case of a coin machine, whether it be music or amusement game, multiple pricing is a sound economic concept. Just last week, State Vending's Sumner Siegel released news of a mechanism his firm has developed to convert 10¢ kiddie rides to three-for-25¢. Siegel tested it's economic effectiveness on several

dozen of his New England kiddie ride locations for four months and logged a 35% to 40% increase in collections. "The public has money to spend on coin equipment," Siegel opined. "They demonstrate this every day on our three-for-a-quarter pingames . . . whether they intend to continue playing or not, the bargain price coaxes them over the edge."

There are naturally and gratefully, thousands of locations where coin equipment gets heavy enough play to prohibit a price cut which a knockdown from 10¢ to 3-for-25¢ actually represents. It's equally apparant that a lot of extra nickles can be captured by playing upon the consumer's love of the "cheaper by the dozen" principle.

If you have machines on location that need a boost and maybe Siegel's unit or some other converter can give you the opportunity to run on 3-for-25¢, give it a little thought. How about selling the third slot on a six-player shuffle for an extra nickle? You could coax that timid soul away from the bar and develop his interest in the game. It's also good merchandising sense for some of our game and pool table factories to think about offering an optional three play acceptor on equipment now presently operating on a fixed coin price. Capturing extra nickles can be fun and should be profitable.

### MOA Signs Up Shoe Shine Mfr. & Taito Trading

CHICAGO — Two more firms have been added to the swelling roster of exhibitors at the MOA International Convention & Trade Show.

From New York, the Automatic Minit Machine Corporation will exhibit a unique—"The only one of its kind in the world"—new coin-operated shoe shine machine. F. M. Meyers, a top executive of the corporation, says he wants the music operators to see this because there is nothing else like it on the market.

From Tokyo, Japan, comes the second Japanese firm to swell the foreign list of exhibitors. The Taito Trading Company, Ltd., has requested space to exhibit their newest games.

Fred Granger says that there is little doubt now that the 1967 Convention will probably break last year's and all other records for number of exhibitors and especially for the display of new "first-time" equipment. Advance registration and advance bookings at the hotel also point to very heavy attendance. "We are faced with success," he said.

### "Sports Illustrated" Scores Well with Shuffleboard Story

NEW YORK—Sol Lipkin, sales manager of the American Shuffleboard Company of Union City, N.J. recently brought to our attention an article presented in the September 4, 1967 issue of Sports Illustrated on the fast moving popularity of shuffleboard.

The story is centered around Billy Wayne Mays, better know to his fellow shuffle players as "Texas Billy." Mays is a 31 year-old Dallas carpenter and shoots a game of shuffleboard like "Minnesota Fats" use to shoot a game

of pool.

The article is a tremendous piece of public relations for the trade and should stimulate the sale of shuffleboards to some degree, as well as, create added interest on the part of location owners and operators in the staging of shuffleboard tournaments throughout the country.

It isn't very often that our trade receives good publicity in such a widely read publication as Sports Illustrated, and when it does happen we

should do everything in our power to take advantage of it.

If you have a copy of the September 4, 1967 issue of SI, take it around to your shuffle locations and try to stimulate interested parties in a tournament.

We also suggest you drop a note of thanks to the author of the article, address your letters to: Sports Illustrated, Attention, Gil Rogin, Rockefeller Center, New York, New York, 10020.



The new David Rosen tape and film center set up as a separate and distinct distributing arm of David Rosen, Inc., Philadelphia distributors of phonograph records, coin-operated amusement, music and vending machines, and the audiovisual Cinejuke-box machine. Lewis Rosen, general manager of the new department, is shown (left) setting out a display of Norelco and Craig tape recorder products handled. In the photo at right, Rosen is shown replenishing the shelves with tapes of ABC Paramount and all its subsidiaries, Warner Brothers-Reprise, ITCC and others being handled and backed with dealer promotions.

## Williams is Off to the Races With Animated "Derby Day" 2P1



Wms DERBY DAY

new two-player flipper game, "Derby Day," and bring your ponies in with a thrill.

"Derby Day" has a fascinating set of animated ponies that race up and down the track turf that is set in the back scoreboard. This new animation idea should prove to give racing fans many hours of fun and excitement.

Derby Day features a new race each time a coin is dropped into the optional single, double or triple coin chutes. The new game offers two ways for players to maneuver their horses across the finish line. One being, the two-four position targets and the other, the seven-back of the playboard targets.

Game features include twin or double flippers, oscillating ball shooters with pointers, along with three exciting ways to score special.

The cabinet has stainless steel door frames and trim with individual lift-out coin trays.

Williams' Billy DeSelm, said, "This new game from Williams was designed for greater player appeal and with the animated 'live' action set within the scoreboard, we think 'Derby Day' has the player appeal needed in today's amusement games."

CHICAGO—Been to the race track lately? Not enough time, hey? Well you don't have to fight the race track crowds to enjoy the thrills of horse racing. Just wait until your favorite location gets Williams Electronics'

## Important Oct. 15 Meet Set for NCCOA

GREENSBORO, N. C.—The North Carolina Coin Operators Association is staging an extremely important meeting on Sunday, October 15th at the Voyager Inn located in Greensboro. The Theme . . . to make an attempt at increasing membership and n still more dedication into the minds of members.

Operators wishing to attend can make reservations at the Town House Motor Court by calling 273-5503. There will be a hospitality room set up in the Motor Court hosted by Fred Ayers. Whether you are a member or not,

you are urged to attend and bring your wife.

Sneed High, the association attorney, will speak on the new state laws governing amusement games. He will also explain the progress to date on amusement machine licensing and will be open for questioning on any problems you may have.

Those wishing to attain membership, sit down and write a check in the amount of \$75.00 payable to the North Carolina Coin Operators Association, P.O. Box 406, Fayetteville, N.C. 28302.

## Merchandisers Handbook . . . No. 13

Someone suggested a real "gangbusters" idea for moving more cigarettes at tavern locations and creating a little excitement among the regular customers by giving them a chance to win a worthwhile prize just by buying your smokes. Here's how it works: you the operator go out and purchase a basket of cheer from the local package store, display it on the bar of a selected location (with your operating firm's name on a card beneath) and have the bartenders let the folks know that every ten packs of smokes they buy from your machine entitles them to one entry in a monthly raffle drawing for the liquor basket. Customers must collect ten books of matches from your unit, properly marked with the location name on the cover of the books, and turn them in one at a time or all at once to the bartender who fills out a special stub and drops it into a fishbowl giving them a numbered receipt. To keep the raffle essentially among the regulars, announce that a winner or his representative with the appropriate numbered receipt must be present when the winning stub is drawn (preferably on a Sunday afternoon). The contest could be run each month either with a basket of cheer as the standard prize or a variety of gifts from a bowling ball one month to a package of record albums the next, etc. (use your imagination). Just to add a little frosting on the cake, have the location owner or some sweet young thing fish the winning stub out of the bowl. Give it a try. (Send your merchandising hints to us c/o Cash Box, 1780 Broadway, N.Y., N.Y. 10019)

## NYSCMA Annual Set for Oct. 16

HURLEYVILLE, N.Y.—Millie McCarthy, president of the New York State Coin Machine Assn., Inc., has advised members that their annual meeting and election of officers will be held Monday afternoon, Oct. 16th, at the DeWitt Clinton Hotel in the State Capital of Albany. A luncheon is scheduled for 1:00 P.M. with the meeting immediately following.

Mrs. McCarthy revealed that major matters affecting the State's trade will be discussed and reviewed at the meeting, including: 1. The Sales Tax case, involving the application of the State Sales Tax Act on jukebox and games collections; and 2. the ramifications of the new State Penal Law (which went into effect Sept. 1st) on music and games operation.

The NYSCMA president also expects to hear from operators fighting individual court cases, saying, "how these cases are adjudicated is important to all of us."

Chairman of the nominating committee is Buck Van Vyck who will poll the membership for suggested officers for the 1967-68 slate. Bill Kobler has been appointed membership chairman.

Millie advised those interested in attending the meet to make reservations at the DeWitt Clinton if they wish to stay over. She also issued an appeal to local Albany operators to come out strong for the meeting. . . "it could be the start of a good local association," she stated.

Those officers and directors expected at the annual meeting include: George Holtzman, Hank Knoblauch, Charles Keppler, Joe Grillo, Dave Solomon, Carl Pavesi, Lindy Nardone, Tommy Greco, Howard Bathrick, secretary Jack La Harte and treasurer Mac Douglas.

## 3-for-25¢ Pricing Praised for Rides

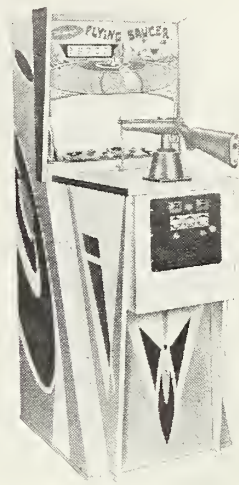
NEW YORK—Sumner Siegel, president of the Kiddie Time Corp., operators, distributors and manufacturers of kiddie rides in the seven state New England area, has announced their development of a coin mech modification designed to convert 10¢ per play rides into three-for-25¢.

The modification is effected in the timer housing. It also provides a "re-ride" button for energizing the second and third rides.

"We've tested the value of three-for-a-quarter play, thru this modification, on roughly 5% of our locations for the last four months," Siegel stated, adding "and collections rose at an average of 35% to 40% . . . some going much higher."

Siegel further advised that marketing plans, affording other kiddie ride operators the opportunity to utilize Kiddie Time's modification, will be announced within coming weeks.

## UFO "Captured" In New Midway Target Rifle



Midway FLYING SAUCER

CHICAGO — Ross B. Scheer, vice president of the Midway Manufacturing Company has announced the release of a new gun game "Flying Saucer" to the trade.

Scheer said, "To create a game today that will capture the public's fancy and his money, new and exciting play action has to be designed, engineered and incorporated into a highly styled modern cabinet. Midway's new gun, 'Flying Saucer' has elevated coin operated games to a standard of superior player appeal."

"A totally new dimension has been added to moving targets. The Flying Saucer travels thru the air as though it were floating free, changing direction and altitude so often that the challenge to the player will stimulate his interest many times over. The movement is so varied that it does not repeat itself during the entire game. In addition there are four stationary saucer targets and a flashing radar beacon. The nicely designed interior is enhanced with black light. When the saucer is hit it explodes and falls from the sky in a blaze of atomic glare.

"The top of the score feature, Scheer went on, has three position jacks and is used to make the game both easy and difficult for the player. There are also three position jacks to adjust the Saucer's degree of movement.

"Orange, white and blue colors make the cabinet stand out in any location, and the 10c for one play and three play for a quarter coin chutes were so effective on previous games, they will be continued on 'Flying Saucer'."

The Midway twelve-month warranty covers this and all other Midway games.

## TRADE TALK

It would be interesting to have our readers send in their own coin machine terms and definitions for use in the TRADE TALK. Try to stump your fellow operator by sending your words to TRADE TALK c/o CASH BOX, 1780 Broadway, New York, N.Y. 10019.

- |               |  |
|---------------|--|
| A. Index Pawl | 1. The connecting piece between two moving parts.  |
| B. Insert     | 2. A term applied when a relay is kept energized thru a switch of its own, after the original source of energy has been removed. |
| C. Light Box  | 3. The panel that contains the light sockets, units, etc. that is mounted in the back box.                                       |
| D. Link       | 4. Holds the ratchet in position so that the wiper assembly is centered on a rivet.  |
| E. Lock-In    | 5. The wooden box mounted at the rear of the cabinet. Sometimes referred to as a back box.                                       |

Answers to Trade Talk can be found on following page.

Have you ever been ice fishing on one of the many fine lakes scattered throughout the beautiful state of Minnesota? We hear its pretty good fishing and if you decide to make the trip, don't be surprised if you bump into Ray Brown sitting by an ice hole with his hook and line. He might even tell you about the big one that got away. Ray is partner and president of the Brown & Brown One Stop in Minneapolis, Minnesota with his brother Dick who is vice president. There is much talk in the air centered around the interruption of continuity between record companies, record dis-

tributors, one stops and music operators. With this in mind, the Cash Box Profile thought it appropriate to get a first hand view of the business routines and problems of one stop dealers. Ray has been in the business since 1957 when he and brother Dick Brown formed the Brown & Brown One Stop located at 2321 Washington St. in Minneapolis. Following are Ray's candid comments to questions asked by the Cash Box Profile.

**What prompted you to enter the record one stop business?**

There were a variety of reasons, but I suppose the biggest one was the fact that Dick and I recognized the potential of an expanding industry. This led us to forming the partnership in 1957.

**Do you and your brother Dick share the company responsibilities?**

Yes, Dick is the vice president and I am the president. The duties are shared and we give equal time to the business and I might add that this is not a nine to five job, there are a great many responsibilities.

**Does your firm participate in any association activities?**

Yes, we are members of the Minnesota and South Dakota Music Association.

**Do you purchase new releases direct from the factory or from record distributors?**

We purchase from the distributors. What is the approximate number of selections in your record library?

Presently we have over 20,000 selections of various styles of music for our customers to choose from.

**What type of music do operators purchase most often?**

The most popular music in this area is Country and Western, followed by Pop and Rhythm and Blues.

**From your selection of old standards, which do you get the most requests for?**

We have a complete line of the old ones from the Thirties and Forties, and get quite a few requests for the old Glenn Miller selections.

**Do you supply records to a media other than music operators?**

Oh yes, we do a big business with the music stores and radio stations.

**Do you sell any merchandise other than records?**

None other than our line of accessories. We use to sell pool tables and distribute the Rock-Ola line of phonographs. We found it was much more profitable to stick to the record business and discontinued the venture into coin operated equipment.

**How are the little LP's doing with the op's?**

The little LP's were a great idea, but something has happened to them. The market is no longer there, its slowly declining.

**How do you decide what selections to purchase from distributors?**

We follow the trade journals mainly. There's only one hang-up, if we don't get the magazines by Thursday they're no use to us for that particular week.

**Do you have a printed guide to aide customers in selecting current tunes?**

We prepare a list of selections for several categories, R & B, C & W, Pop, Easy Listening, etc. Its not a Top Forty list, just a compilation of the best tunes in each category. We keep it in the store here and the customers look it over when they come in. Lists are mailed to our regular customers.

**Are most of your sales made in the store or over the phone?**

We take the majority of orders over the phone and by business reply to the lists. We see all of our customers at least once a month, they stop in from time to time to pick up single requests and just to say hell-o.

**Where do the roots of the difference of continuity between record companies, distributors, one stops and the music operator take hold?**

There are probably several reasons you could come up with if you wanted to get right down into it, but I would say the biggest problem is trans-shipment. Now this is not just a gap between, say, the record company and the distributor . . . the slow shipment of records exists at all points . . . from the source, record companies to distributor to one stop to music operator.

Most of the major record companies are cutting down on personnel. Instead of closing down their distribution centers they should stay open to serve the public better. We have to get the records into the stores and to the music operators. If we can't get the merchandise to the operators in a matter of days they drop the orders . . . its not like it was in the old days when an operator had to take a hit like Deep Purple on 78 rpm off his machine . . . today, he can keep a 45 until it turns white.

**In your opinion, how can this problem of trans-shipment be reduced or alleviated?**

I wish I knew.



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The Jupiter mechanism is simplicity personified, a maintenance man's dream, an operator's salvation . . . since less servicing means higher net per machine. Spare parts available throughout the country . . . and not only is Jupiter superior mechanically, but it represents an important price break-through.

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2	Rock-Ola		200...14558 Offer
2	Rock-Ola		120...1446 Offer
1	AMI		200...JBM 495
5	AMI		200...JAL 245
1	AMI		120...F 100
1	AMI		120...EI 80
1	AMI		80...E 60
1	Wurl		200...2800 525
2	Wurl		200...2500 325
2	Wurl		100...2410S 295
2	Wurl		200...2300 243
1	Wurl		100...2310 225
2	Seeb	Fleetwood	160...APFEA1 925
2	Seeburg	DS	160... 495
3	Seeburg	AQ	160... 325
2	Seeburg		100...220S 295
7	Seeburg		100...G 125
3	Seeburg		100...C Offer
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**Anita Bryant Headlines 1967 NAMA Convention Banquet**  
CHICAGO—Anita Bryant, noted recording artist and television star, will be the featured attraction at the 1967 NAMA Convention Banquet, Tuesday, October 31, in Chicago, Ill.  
The annual banquet will be held in the International Ballroom of the Conrad Hilton Hotel and is scheduled to begin at 7:30 p.m.  
Bob Lewis, one of the nation's leading humorists, and The Bumpy Spectaculars, a novelty balancing act, will also be featured.

Anita Bryant has toured to remote armed forces bases for the last six years with Bob Hope's holiday troupe. She has performed at the White House, in summer theatre tents, rodeo arenas, top level management meetings, corporate conventions and on numerous television programs. Miss Bryant is the youngest American ever to receive the USO Silver Medallion in recognition of her six consecutive USO Tours and other efforts on behalf of the armed forces.

As in previous years the entertainment at the banquet is presented through the courtesy of Philip Morris, Inc.  
Tickets for the banquet are priced at \$14.00 per person, including tax and gratuity. Seats are assigned in the order reservations are received. Ticket orders must be accompanied by payment in full and should be sent to the National Automatic Merchandising Association, 7 South Dearborn Street, Chicago, Illinois, 60603.

ANSWERS TO TRADE TALK: A is 4; B is 3; C is 5; D is 1; E is 2.

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"CORONET" T.M.



**PhonoVue Selections  
For Week Ending  
Oct. 14th**

WHIPPANY, N.J. — The Rowe AMI PhonoVue film and record selections for the week ending October 14th have been released by George Klersey, the man heading up the P/V program.

George pairs Lee Dorsey's "Go-Go Girl" on AMY 998 with P/V flicks "Dating Machine" (L-2909Z), "Service With A Smile" (L-2908D), "Devil Temptation" (L-2908C), "Belly Dancer" (L-2907W), "Rain or Shine" (L-2908N), "Reflections" (L-2909P), "Montmartre Go-Go" (L-2906A), "Mermaids" (L-2908E) and "Green Bikini" (L-2905T).

"Wheel of Fortune" (L-2909N), "Chef's Delight" (L-2909V), "Limbo Dance" (L-2907S), "Fire Dance" (2907L), "St. Peter's Spa" (L-2908X), "Dressmaker" (L-2905V) and "Silhouette Dancers" (L-2907V) have been selected for The Grass Roots' Dunhill 45-D-4105 release of "No Exit."

"I Can Hear You Calling" recorded on the AMY 998 label goes well with P/V flicks "Ship Ahoy" (L-2906U), "Living Art Gallery" (L-2909W), "St. Peter's Spa" (L-2908X) and "Dressmaker" (L-2905V).

Mickey Murray's "Shout Bamalama" on S International S.S. 715 swings with P/V films "Hoe Down" (L-2908W), "Rain or Shine" (L-2908N), "Reflections" (L-2908P), "Mermaids" (L-2908E) and "Cafe Society" (L-2909R).

"Silhouette Dancers" (L-2907V), "Living Doll" (L-2907U), "Chess Game" (L-2908V), "Chef's Delight" (L-2909V) and "Fire Dance" (L-2907L) have been paired with "It's You That I Need" on the Gordy label G-7065 by The Temptations.

The Standells Tower 310 release of "Try It" has been selected to be played along with P/V films "Fashion Model" (L-2906Y), "Bikini Peek-A-Boo" (L-29010G), "Chicks In Waiting" (L-2910J), "Dream Girl" (L-2906S), "Sweet Shoppe" (L-2907G), "Ballet In Black" (L-2905X) and "Western Go-Go" (L-2905J).

**Laine, Reese, Garland  
Stars On Seeburg  
Little LP Releases**

CHICAGO—The Seeburg Sales Corp. has announced that the month of October will feature four little LP's, from ABC Records, Inc. for operators of Seeburg Jukeboxes.

Three ABC releases consist of "I Wanted Someone to Love" by Frankie Laine, "Della on Strings of Blue" by Della Reese, and "At Home At the Palace" by Judy Garland.

One BluesWay release is included: "Stormy Monday Blues" by T-Bone Walker.

**SERVICE TIP**

IMPORTANT: NEVER USE VASELINE FOR LUBRICATION OF ANY PART OF AN AMUSEMENT GAME. Vaseline is not a true lubricant. It leaves a gummy and dirty residue and it becomes very thick when cold. A special lubricant is usually supplied with every game.

Step-up levers, ratchets, cams, shafts and other sliding or oscillating parts should be very lightly greased with special Coin Machine Lubricant, not oftener than every six months. The bakelite discs (biscuits) on the motor units and step-up units will require lubrication with the special lubricant only after the grease is completely evaporated (3 to 12 months, depending on climate) or when the film of grease becomes dirty. In either event, clean the parts thoroughly with a solvent and a clean soft cloth, then apply an extremely thin coat of the special grease with a fine camel's hair brush.

Solenoid plungers should not have a lubricant of any kind. Should there be a sluggish tendency or if plungers are sticking, the parts should be cleaned with a solvent and flaked graphite applied on reassembly.



**JUKE BOX OPS'  
RECORD GUIDE**



**PICKS for PROGRAMMING**

The following records, selected from the CASH BOX Top 100, represent tunes and performances which appear to be especially suitable to the juke box on location. Ops should check with their one-stops for availability.

**PLEASE LOVE ME FOREVER**

Bobby Vinton (Epic 5-10228)

**A NATURAL WOMAN**

Aretha Franklin (Atlantic 2441)

**I'M WONDERING**

Stevie Wonder (Tamla 54157)

**LOVE IS STRANGE**

Peaches & Herb (Date 2-1547)

**YOU, NO ONE BUT YOU**

Frankie Laine (ABC 10983)

**BEG, BORROW AND STEAL**

Ohio Express (Cameo C483)

**LOVEY DOVEY**

Bunny Sigler (Parkway KP6000)

**HOLIDAY**

Bee Gees (Atco 6521)

**\*IT'S YOU THAT I NEED**

Temptations (Gordy 7065)

**\*YOU DON'T KNOW ME**

Elvis Presley (RCA 47-9341)

**\*KENTUCKY WOMAN**

Neil Diamond (Bang 551)

**\*GIVE EVERYBODY SOME**

Bar-Kays (Volt 154)

**\*STRANDED IN THE MIDDLE OF**

**NO PLACE**

Righteous Brothers (Verve 10551)

**\*WATER HOLE**

Rager Miller (Smash 5-2121)

**\*FOR ONCE IN MY LIFE**

Tony Bennett (Columbia 4-44258)

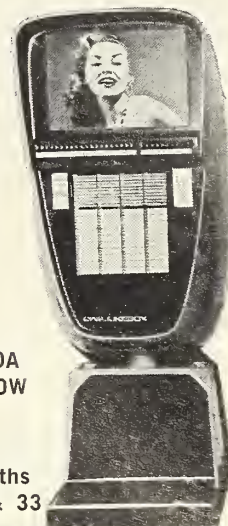
**\*SHOUT BIMALAMA**

Mickey Murray (S.S. 715)

(\* indicates first week on chart)



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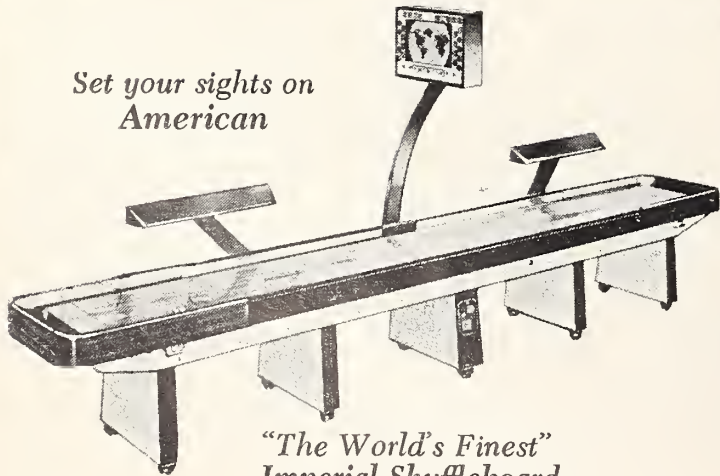
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**Eastern Flashes**

**NYSCMA CONCLAVE**—Millie McCarthy's New York State Coin Machine Assn. holds its annual meeting and election of officers Oct. 16th (Monday) in the DeWitt Clinton Hotel in the State capital of Albany. Spoke with the delightful Mrs. McCarthy late last week she's looking forward to a fine turnout of operators—especially from the Albany area where she'd like to see a strong local association get going. Millie, feeling fit as a fiddle incidentally, is getting ready to re-submit her coin machine operator Licensing Bill to the legislature and plans on discussing its application under the new state Penal Code at the meeting. She'll also spearhead a discussion of the sales tax case still awaiting final adjudication.

**DEEPEST SYMPATHIES** — We learned of the sad passing of coinvet Kenny Glenn of K.C. Sales & Service late last week (see separate story). Also heard Mrs. Howard Reinhart, wife of the inventor and marketer of the Brad Cue Tip, passed away. Mrs. Reinhart was reposed at the Kaul's Funeral Home in Sinclair Shores, Mich, near their home in Detroit.

**POPULATION EXPLOSION**—Two blessed events were among the news items from Flower City Dist. up in Rochester. First off, prexy Joe Grillo became a grandpa at 2:55 A.M. Oct. 1st when daughter Mrs. Jerry Alessi gave birth to little Kimberley Anne in St. Mary's Hospital. Meanwhile, Joe's right hand man at the mill, Eddie Tellier, expects his and the Missus' second to arrive on Friday, Oct. 13th. Gads! Eddie already has a little two year boy name of Pat.

**HERE AND THERE**—AMI's PhonoVue film producer Johnny Whitmore up to the Whippy factory this week for confab with brass. Meanwhile, Joe Barton, Rowe's sales chief, shooting about the country for regional distributor meetings. Chief subject of the meets—new 100-selection juke. . . Hermitage Music's Wilson Bracey keeping a close eye on Buck Owens' new Capital release entitled "It Takes People Like You." Should make a lot of action on the jukes. . . Tommy Tarantelli picking Earl Grant's new "I'm In The Mood For Love" on Decca. . . Coca Cola Company's promotion exec Earl Forsberg looking with great interest toward the growing number of music and games operators entering the can vending biz. . . Johnny Mazey, A.M.F.'s ad chief, off to the Coast to confer with record company execs toward issuing commercial disk on the factory's "Swingers Theme."

**California Clippings**

**CMMA MEETS WITH MUCH SUCCESS IN ORANGE COUNTY** . . . Marvin Jones, exec V.P., and Lou Zeider, director of the California Music Merchants Association, conducted a most successful meeting in Orange County. We are told that all operators in attendance pledged full support for the legislative program upon which the CMMA is presently embarking. They further agreed to form a local association as part of CMMA. Much praise should be given to Marv and Lou for doing a most creditable job. Bravo!

**NEW VALLEY'S SOON TO BE EXPLORED** . . . Just about now, as this column is being read, the first shipment of the new Valley pool tables for 1968 will be arriving at C. A. Robinson. A new product is always exciting news, and based on the tremendous past success of the Valley's, the arrival of this new model should be no exception to the rule.

Talking about new and exciting goings on, Al Bettelman and Hank Tronick are all smiles due to the prospect of another "smasher" from Midway Manufacturing. We hear that Hank Ross, prexy of Midway, concedes that this is the best one yet, and Hank says that's good enough for him. Hear that **Walt Hemple**, of First National Music Co. in San Fernando, was in talking with Al B. and Hank T. about upgrading his game route with new bowlers, shuffle alleys, guns and baseball games. Walt, one of the most experienced operators in the Southern California area, is more insistent today than he has ever been that the maintenance of a good electro-mechanical game route is a definite deterrent against locations buying their own equipment.

**THIRD SHIPMENT OF GOTTLIEB'S "SING ALONG" JUST ARRIVED AT ADVANCE** . . . Bob Portale of Advance Automatic Sales says that he is tremendously impressed with the way this game has been accepted by ops. Another new arrival over there is the Chicago Coin "Fleetwood" bowler. Bob also mentioned that he hopes to be in his new location by the latter part of October.

**FROM THE RECORD RACKS** . . . According to Jerry Barish of California Music, the mucho banned Standells single "Try It" is still managing to be one of his fastest breaking singles. KRLA is only one of Los Angeles' three rock stations playing the disk, which is on the Tower label. The other two stations refuse to play the single because of some of the lyrics which deal with an unmentionable theme. A record that has been hot stuff on the east coast, "Get on Up" by the Esquires on Bunky, has just started to happen out here. The Nancy Sinatra and Lee Hazlewood entry "Lady Bird" (gee that seems to ring a bell) has all the earmarks of a hit. Looks very good for Pete Klint with his single "Walking Proud" on Parrot label.

**HERE AND THERE** . . . George Muroaka of Simon Distributing tells us that Bill Molezzo from Porterville was in shopping and visiting with the gang. Another export order shipped to the Far East this past week. George says that he is very pleased with the way exports have been picking up lately. He also says that he is still looking forward to seeing everyone at his booth.

**Upper Mid-West Musings**

Our deepest sympathies to the Fischer family at Waconia, Minn. on the death of Ted Fischer. Mr. Fischer had been in the operating business for 25 years. . . Also our sympathy to the Souter family in Hudson on the death of Bob Souter last week. Bob had been very ill for several months with cancer. . . Kenny Glen manager of K. C. Sales Co. St. Paul, passed away last week due to a heart attack. Kenny had been in the coin machine business for over three decades having started with LeBeau Novelty Co., Paster Dist. in business for himself for many years and then Rowe-A.M.I . . . Gabby Cluseau in town for the day taking in the last home game of the baseball Twins. . . Einar Carlson in town for the day buying records and parts. . . Jim DeMars in the cities for the day also Art Berg, Fairmont. . . Earl Ackley in the cities for the day making the rounds. . . Forrest Dahl in town for the day. . . In town this week attending a family wedding were Sam Taran, Eli Ross and Joe Mangone from Miami. . . Congratulations to the Jim Dwinell's on the birth of their first child, a Boy. Jim is with The Stephen Dist. Co. . . Mr. & Mrs. Lawrence Jenkins, Bath, So. Dakota in town for a few days vacation. . . Mr. & Mrs. Jim Stolp in the cities over night on a buying trip. . .



## 'Round The Route

### Chicago Chatter

This week, Williams Electronics, Inc., heralds the release of new two-player 'Derby Day', with its many fine features. New piece is ready for delivery and Sam Stern, Bill DeSelm et al are very excited about it!!! . . . Two more firms have been added to the MOA exhibit roster: Automatic Minit Machine Corp. of New York will show a unique, new coin-operated shoe-shine machine; and, from Tokyo, Japan, the Taito Trading Co., Ltd. will exhibit their line of games . . . Newest entry from Midway Manufacturing Co. is the 'Flying Saucer' gun game, which is now in production. Initial reaction among distributors is keeping Mark Wolverson and Hank Ross glued to their phones. Hank hastens to point out that the firm is extremely proud of the fine warranty attached to this and every Midway game . . . Dynaball's Dusty Hohbein is off on a three week combination business-pleasure trip—covering points west . . . Congratulations to World Wide exec Nate Feinstein and his Missus on the recent Nuptials of daughter Jane, to Michael Freeman . . . Mort Levinson of National Coin Machine Exchange, just returned from San Francisco where he viewed the new Wurlitzer juke. His comment—Magnificent! . . . All present and accounted for at Rock-Ola Mfg. Dr. Dave Rockola and George Hincker welcomed Ed Doris, Art Janacek and Les Rieck back from Japan — but there'll be no rest for the weary travelers—action on the current Rock-Ola lineup is taking care of that . . . Our condolences to the family of Kenny Glenn, who died suddenly at the age of 58. Kenny was president of K.C. Sales and Services Inc. in St. Paul, Minn., the Rowe AMI distributor up that way . . . Meeting the demand for 'Sing-A-Long' is the first order of the day at D. Gottlieb & Co. Alvin Gottlieb, for one, kidded about getting some roller skates to help him keep up with the pace . . . The Post Office Dept. has arranged a special cancellation mark for mail to commemorate the 100th Anniversary of Roosevelt University's Musical College here . . . Things are certainly mighty busy at

Atlas Music Co. We talked to Joe Kline who told us everything is moving—music, games, vending—Everything! . . . Joe added that Eddie Ginsburg and crew are looking forward to seeing the many visitors who'll be coming in for the MOA Show . . . Wilson Bracey of Hermitage Music Co., with offices in Nashville, Tenn. and Birmingham, Ala., announced the opening of an outlet in Memphis, Tenn. at 746 Galloway. Among the lines represented by Hermitage are Rowe AMI phonographs . . . Some very interesting observations are passed along by Empire International's Joe Robbins in his current newsletter which was sent out last week . . . World Wide Dist. was appointed exclusive distributor of the new 'Hot Rod' counter game, a companion piece to the 'Alky Meter', manufactured by Auto-Belt Manufacturing, The 'Hot Rod' is especially geared to the teenager and, like the 'Alky Meter', is battery-operated, portable, and easily adaptable to most any location. World Wide execs Nate Feinstein and Fred Skor are more than pleased with results thus far.

### Milwaukee Mentions

We called Pioneer Sales and Services on Monday and heard the familiar voice of Joel Kleiman—who sounded great, we might add. This was his first day back after recent surgery, so to say he was snowed under with work would be putting it mildly. Joel did mention that the Rowe-AMI "PhonoVue" w/Music Merchant is proving a sensation, and that action has been increasing steadily on cigarette machines, phonographs, and everything else for that matter! . . . Here's a reminder from WISN-TV to catch the Vince Lombardi show—in color—which debuted last week! . . . Ray Jenner, who heads up Jenner Coin in Waupaca, Wisconsin, put his wife, Ruby, in the antique business—and from what we hear she's making a real go of it . . . Joe Robbins of Empire International in Chicago made the Milwaukee scene last week—on a brief biz trip.

### Big Surprise From Johnny B.

NEWARK, N.Y.—"If this game doesn't make coin machine history, I'm getting out of the business," said Johnny Bilotta, with a wink of the eye. But it's no laughing matter to Bilotta who is prepared to back up his faith in a new amusement game with cold cash.

"I don't want to publish the name or type of game I've got here," said John. "I want to see how much faith operators have in my judgment. I'll be taking one order each from 50 operators at \$5 for a single game. They put it out on test, try it for a month or so and if it doesn't bring in the most fantastic collections, I'll take it back and give the operator \$50." If they want to buy it, they'll also get first consideration for future orders.

Johnny said the game was a location piece, great for both men and women and features lightning-fast action in a short time span. "It's something we've been waiting for a long, long time . . . maybe ten years," said the distributor. "I know we're all going to make a lot of money with this unit."

This and other "surprises" will be

the program Bilotta has in store for operators planning to attend the upcoming MOA Convention. "I'm inviting them to drop by my suite and see a couple of things that'll knock their eyes out," Johnny added.

### Suffolk Police Seize Baseballs, pins

NEW YORK—Melvin Getlan, president of the Demal Amusement Co. (amusement and kiddie ride operators in the greater New York area) advised us that eight add-a-ball pin-games and two baseball machines were seized from one of his locations in Suffolk County by county police under a new clause in the State Penal Code prohibiting games with "extension of play."

Getlan obtained an injunction prohibiting destruction of the games after their seizure and is hoping to reclaim the machines for operation at a Suffolk County Supreme Court hearing scheduled for Tuesday, Oct. 10th.

THREE

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### FRIDAY, OCTOBER 27

- 9:00 AM—Exhibits Open
- 12:00 Noon—Ladies Luncheon
- 3:00 PM—Exhibits Close
- 3:30 PM—MOA Seminar on Record Industry
- 4:45 PM—Seminar Coffee Break
- 5:00 PM—Seminar Continues on Amusement Games
- 6:00 PM—Seminar Closes

Hospitality Suites Open in Evening

### SATURDAY, OCTOBER 28

- 9:00 AM—Exhibits Open
- 11:30 AM—Bruncheon for MOA members followed by Meeting & Program on Self-Motivation
- 5:00 PM—Exhibits Close

Hospitality Suites Open in Evening

### SUNDAY, OCTOBER 29

- 10:00 AM—Exhibits Open
- 11:00 AM—Meetings of Regional Associations
- 3:00 PM—Exhibits Close
- 6:00 PM—Cocktail Hour
- 7:00 PM—Gala Banquet & Show in the Great Hall

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### Cig. Exec Says Shortage Of Evidence Weakens P.H.S. Premises in Smoking Controversy, Also Says Surgeon General Hopes To Abolish Tobacco Growing

LEXINGTON — Paul D. Smith, Vice President and General Counsel of Philip Morris Incorporated recently said that Public Health Service personnel are frustrated by "an extreme shortage of evidence necessary to nail down the indictment against smoking and a slowly accumulating body of evidence which is beginning to weaken their major statistical premises."

"The fact that the public seems to have sensed the weakness in the scientific foundation for the accusations against tobacco," has added to this frustration and "led to pressure for stronger action and to reckless claims," Smith told members of the Burley and Dark Leaf Tobacco Export Association attending their organization's 18th Annual Convention here.

Smith also noted that a recent statement by U.S. Surgeon General William H. Stewart indicates that, "Stewart hopes to abolish tobacco growing everywhere."

Calling attention to remarks made by Stewart in a ceremony in North Carolina last week, the tobacco executive noted that it was clear that "the goal of our enemies is to eliminate tobacco from the agricultural and manufacturing economy."

Referring to a statement by Dr. Stewart that questions of smoking and health "are no longer debatable," Smith commented, "his lack of objectivity is deplorable. More important—what right does even the nation's highest-ranking health officer have to close off debate? None that I know of!"

Smith made it clear that he was not criticizing "those who without evaluating the data, simply echo (the Surgeon's General's) views and support his actions. They are merely relying on the mistaken belief that the Surgeon General has dealt properly with, and correctly interpreted, the scientific information about tobacco."

"I want to make it quite clear that when I criticize the attackers of our industry, I am referring only to those people whose familiarity with the facts should have led them to more cautious, more temperate and more factual conclusions.

"A large empire has been built, mainly financed with Federal funds and devoted to eliminating cigarette smoking. This empire, governed and supported principally by the Federal health establishment, has proved to be a good vehicle for ambitious public health officials to obtain funds," he said.

Smith also stated, "The orientation and approach to scientific problems on the part of the research community is strongly influenced by the attitudes and beliefs of those who control the distribution of these funds. Is it any wonder that many doctors and scientists who do not believe the smoking-disease theory are reluctant to speak up, and thereby risk the loss of financing for their research?"

Smith also pointed to several examples of material in the recent scientific literature which he said, "are inconsistent with the PHS conclusions and are not featured in any PHS documentation of the scientific pic-

ture. One such example was a report recently published by the World Health Organization which found that in Israel, the part of the population that smoked more had the lower rate of lung cancer." He mentioned "recent studies which indicate that smokers and former smokers may have less heart disease than non-smokers."

"Accusing the Public Health Service of diverting attention from the weakness of their position on the scientific evidence by overstating their case in headline-catching remarks," Smith said is an example of a statement Dr. Stewart made in a speech last year in which Stewart claimed "125,000 to 300,000 premature deaths in the United States a year are 'due to' cigarette smoking." When questioned about this statement in a budget hearing in Congress, Stewart said, "Did I say 'due to'?"

Smith mentioned the testimony at a Senate sub-committee hearing last August as a good example of, "why the anti-tobacco forces now have a strong premonition that adequate scientific facts to convict cigarettes may not be forthcoming." The witnesses "were in almost total disagreement on their theories," and "neither 'tar' nor 'nicotine' nor the 'gas phase' of smoke could be incriminated on the basis of this testimony," Smith said.

Smith replied to the Surgeon General's charge that "the tobacco industry is not doing nearly enough to get to the heart of the health problem" by pointing out that, "the industry has committed 22 million dollars to support independent research by grantees of the Council for Tobacco Research and the American Medical Association Education and Research Foundation. The results of this research have been the same as the results of government-sponsored research. Nobody has yet been able to find any ingredient as found in tobacco or smoke that causes human disease."

Smith reminded his listeners that the 1964 Report on Smoking and Health had conceded that "statistical methods cannot establish proof of a causal relationship." He added, "Whenever you are told that smoking is associated with—or statistically associated with—certain diseases, rest assured that this does not prove smoking causes any of these diseases."

Referring to another speech by Surgeon General Stewart, Smith said that, "the tobacco industry examined 1,300 studies published since the 1964 Surgeon General's report which, Stewart claimed, confirmed the conclusions of that report." "Some of those studies were articles appearing in popular magazines such as Playboy; others predated the 1964 report and still others failed to confirm its conclusions."

Referring to "an unwarranted attack on the tobacco industry by the junior Senator from New York, Robert Kennedy," Smith said, "Whoever advised him concerning tobacco and health did him a profound disservice."

He told the tobacco growers, "... we must not let our enemies become the only source of information for the uncommitted—we must present the facts whenever given an opportunity."

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### Wometco, Ltd. Purchases Coca-Cola Franchise

MIAMI — Wometco Enterprises, Inc., recently announced that its wholly-owned Canadian subsidiary, Wometco (B.C.) Ltd., purchased another Coca-Cola franchise which serves the territory including the cities of Kamloops, Vernon and Kelowna, British Columbia.

The purchase price, paid in cash, was not announced.

Wometco (B.C.) Ltd., is headquartered in Vancouver. The latest franchise acquisition by the company represents its third major expansion since Wometco purchased Vancouver Coke in April of 1965. In July of 1965 Wometco (B.C.) Ltd. acquired the adjoining Coca-Cola franchise in Chilliwack, B.C., a city some 50 miles east of Vancouver. Last month, the com-

pany purchased the Coca-Cola franchise serving the territory in and around the city of Penticton, B.C. which immediately adjoins the Vancouver, Chilliwack franchise area. The newly acquired territory is adjacent to the Penticton franchise.

Wometco also owns the Coca-Cola Bottling Works of Nashville, Tenn., has Coca-Cola plants in Lebanon and Springfield, Tenn. and owns a 50 per cent interest in Coca-Cola bottling plants in Dickson and Columbia, Tenn. The company additionally has a royalty interest in a bottling plant in Murfreesboro, Tenn., and owns the Coca-Cola and Seven-Up bottling companies of Plattsburgh, N.Y., plus a plant in the Bahamas, which bottles Canada Dry and other soft drinks.



Showing considerable expertise in the use of chopsticks are (L. to R.) Ed Doris, Executive Vice President of Rock-Ola; Robert (Bob) Nims of A.M.A. Distributors, New Orleans; and Mrs. William Patton of Modesto, California.

Joseph Dixon of S & M Distributing, Memphis (L), savors a succulent piece of Kobe beef at Suehiro's, while Mrs. L. (Anna) Ptacek of Bird Music Distributors, Manhattan, Kansas, adjusts her chopsticks under the watchful eye of a waitress.

James Ruzicka of Chicago (L), Mrs. R. J. (Setsuko) Lemaire (wife of the SEGA Director of Production & Planning) and Arthur Janacek, Rock-Ola's Export Division Sales Manager contemplate another helping of Suki-yaki.



Animated conversation during the cocktail party honoring the visit of the Rock-Ola team given at the home of D. Rosen, SEGA Managing Director; Surrounded by some of the lovely wives of Rock-Ola distributors is D. Rosen of SEGA. Looking on from the background is M. Ross of Eli Ross Distributors, Miami; Hostess Mrs. D. (Masako) Rosen (center, left) shows some of the guests around her home.

TOKYO—The collective opinion of a party of 42 Rock-Ola distributors and their wives is that Suki-yaki is indeed a tasty dish.

The group is visiting the Far East now on a survey trip sponsored by Rock-Ola, a major manufacturer of phonographs and vending machines with headquarters in Chicago.

"If a way could be found to vend Suki-yaki and still retain its unique and wonderful flavor, I'm sure that it would go well almost anywhere" a leading member of the team indicated.

The occasion was a Suki-yaki party hosted by Sega Enterprises (Rock-Ola's Far East distributor) for the group at the famed Suehiro Restaurant in downtown Tokyo. The thinly sliced Kobe beef (from cows which have been fed with beer and massaged to obtain a marbling effect in the meat) was washed down with Japanese plum wine and Sake. The problem of manipulating the chopsticks was readily solved for most of the guests with the assistance of the 25 Sega staff members present.

Most of the Sega employees at the party had visited the vast Rock-Ola plant in Chicago during the regular annual round-the-world orientation tours that Sega gives its key people. The renew-

ing of acquaintances and the meeting of old friends set the note of hospitality for the evening.

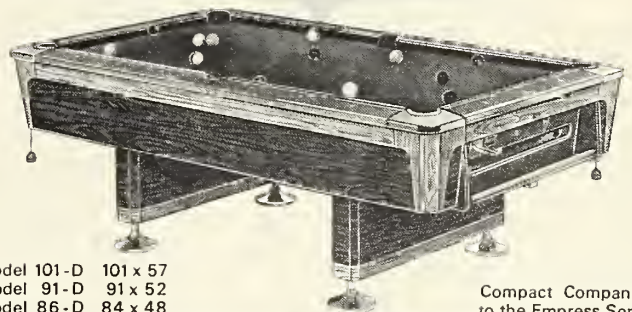
Prior to the Suki-yaki dinner at Suehiro's, the Rock-Ola group had attended a cocktail party in their honor at the home of D. Rosen, Managing Director of Sega. During the party, some of the guests sampled a Rock-Ola cocktail, made from Sake and a combination of other mysterious ingredients.

During an earlier tour of the Sega Enterprises plant, each of the distributors had been given a card bearing his name in Japanese characters. The meaning of each person's name in Japanese was shown on the reverse side of the card.

The fact that many of the names (as written in Japanese) had a humorous connotation, added to the spirit of the occasion.

The Rock-Ola team will hold at least two more business seminar sessions in Japan before continuing on to Taiwan, Hong Kong, and Honolulu. It is not known whether the idea of Suki-yaki as a vend item will be discussed on these meetings. The group is scheduled to return to the United States on September 30th.

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Ski Ball 4P (7/67)  
Twinky 2P (9/67)  
Fleetwood 6P Ball Bowler (9/67)

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Grand Prix Raceway  
Tag-It

## FISCHER MFG. CO., INC.

**COIN**  
Empress 105C (105 x 59)  
Empress 92C (92 x 52)  
Regent 101C (101 x 57)  
Regent 91C (92 x 52)  
Regent B6C (84 x 48)  
Fiesta 58 (Rebound pool)  
**NON-COIN**  
Empire 105 (59 x 105)  
Empire B (101 x 57)  
Empire 7 (92 x 52)  
Dutchess 8 (101 x 57)  
Dutchess 7 (92 x 52)  
Princess 58  
Crown Town & Country

## F. FRANTZ MFG. CO.

Little Leaguer (12/62)  
Double Header (12/62)  
Save Our Business  
U.S. Marshall 5¢ Gun  
Kicker & Catcher  
ABT Challenge Pistol  
ABT Guesser Scale  
ABT Rifle Sport  
Aristo Scale

## D. GOTTLIEB CO.

Hi-Score 4P (6/67)  
Sing-Along 1P (9/67)

## PAUL W. HAWKINS MFG.

Rodeo Pony  
Mustang  
Pony Cart  
Bony Hur Chariot  
Twin Quarterhorse  
Derby Pony Jr.  
Leo The Lion  
Sam The Clown  
Donny Duck

## INTERNATIONAL MUTOSCOPE

Photomatic 60's  
Plasti-Matic  
Balloon-O-Mat  
Snack Bar  
Pony Cart

## IRVING KAYE CO., INC.

**NON-COIN MODELS**  
Deluxe Continental (4 1/2' x 9")  
Ambassador 70 (85" x 47")  
Ambassador 75 (92" x 52")  
Ambassador 80 (106" x 58")  
Ambassador 90 (114" x 64")  
**COIN-OP MODELS**  
Deluxe Eldorado "66" 6 Pkt. Series  
Mark I, 77x45  
Mark II, 86x48  
Mark III, 92x52  
Mark IV, 106x58  
Mark V, 114x64  
Deluxe Satellite, 77x45  
Deluxe Klub Pool  
Regular 56x40  
Jumbo 75x48

## MARVEL MFG. CO.

Side-Rail Elect. Scoreboard  
Coin Box  
Cross-mount Scoreboard

## MIDWAY MFG. CO.

Cobra Shuffle (4/67)  
Space Gun (5/67)  
Firebird Shuffle (9/67)  
Flying Saucer (10/67)

## MONDIAL INTERNATIONAL

Mondial Shoeshine  
Flash Soccer 2P (5/67)

## NATIONAL SHUFFLEBOARD & BILLBOARD 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

## ROCK-OLA MFG. CO.

Coravelle (20 Col. 800 Packs) Model 3002 Cigarette Machine  
Model 434 Concerto Phonograph, 100 selections. 45/33 rpm stereo-monoaural intermix. Compact size.  
Model 433 GP/Imperial phonograph. 160 selections, 45/33 rpm stereo-monoaural intermix. Console size.  
Model 437 'Ultra' console-sized, 160 selection, 45/33 rpm, stereo-mono intermix. Dollar acceptor optional.  
Model 436 'Centura' console-sized, 100-selection, 45/33 rpm, stereo-mono intermix. Dollar acceptor optional.  
Model 430 100-Sel. Wall Phono (33 1/3 Optional). 162B 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 41B-SA, 424, 425, 426

## DAVID ROSEN, INC.

Cinejokebox (audioviz)  
Phono-Voice Recorder

## ROWE MANUFACTURING

### PHONOGRAPH

Rowe AML "Music Merchant"—Model MM-1 without dollar bill acceptor. Model MM-2 with dollar bill acceptor. "Stereo-Round" Music console—3-in-1 programming—200-160-100 selections—personalized panel. Album and single record pricing accepts dollar bills, half dollars, quarters, dimes and nickles. Plays 33 1/3 and 45 r.p.m. records intermixed, stereo or monoaural. Phonovue 120-sel. audioviz component.  
**PHONOVUE**—20 sel. Super B mm. film auxiliary projection unit.  
**MUSIC EQUIPMENT**  
Wallbox—"Wall-Ette" #WRA and #WRB—remote 200 selection "Stereo Round" speaker wallbox. Height 13 3/8". Width 16 1/2". Depth 6 1/4". Push-button volume control. Exclusive waitress call light button. Twelve album display merchandisers. Personalization panel. Half dollar chute. Twin 30° angle stereo speakers. Unitized selector and speaker assembly. Flip-out title page unit. Swing-out, lift-off door. Can be serviced from rear or front. Plug-in components.  
HJG—Hideaway—selective stereo—200 sel.  
HGG—Hideaway—selective stereo—160 sel.  
HHG—Hideaway—selective stereo—100 sel.  
R-2092-A—Discotheque Speakers—Console Cabinets.  
EX-401—Wall Speakers.  
**BACKGROUND MUSIC SYSTEMS**  
Customusic Programmaster — background tape music system—60 hours of continuous music. Exclusive feature avoids repeating selections in same sequence. Three exclusive libraries—commercial, atmosphere, and production. Available in tape or 9" records.  
CMR-1 Message Repeater—self-contained record playback device for automatically making in-store announcements.  
270—Celebrity First In—First Out; 440 candy, 200 gum and mint capacity. Also pastry columns; changemaker.  
277—Celebrity—11 columns, 340 items capacity.  
77—Candy Merchandiser—11 columns. 340 items—changemaker. Small cabinet model.  
**CIGARETTE VENDORS**  
160—Rowe Riviera Cigarette Console—20 columns, 800-pack capacity. Electric coin mechanism with mechanical totalizer personalization panel. Save-a-match feature.  
260—Celebrity Cigarette—20 columns—800 packs. Same features as Riviera in Celebrity cabinet.  
286—Celebrity Cigarette—14 columns, 510 packs. Manual coin mechanism with mechanical totalizer.  
B6—Cigarette Vendor—14 columns, 510 packs. Manual coin mechanism with mechanical totalizer. Small cabinet model.  
**DOLLAR BILL CHANGERS**  
6—Dollar Bill Changer. World's first dollar bill changer. \$150 and \$300 capacity. Heavy duty floor model.

## THE SEEBURG CORP.

### PHONOGRAPHS

Seeburg Phono-Jet  
100 selections, 33 1/3 and 45 rpm stereo/mono, compact size.  
Seeburg Stereo Showcase  
160-selections, 33 1/3 and 45 rpm, stereo/mono play, rotating album display, optional dollar bill acceptor and Income Totalizer System, balanced tone arm transistorized.  
HLPC-1—Stereo LP Hideaway. 160 selections (up to 480 selections with all album programming). Income Totalizer. Plays 33 1/3 and 45 rpm records intermixed. Album and universal pricing.  
SC-1—Stereo Console. 160 selections. Used for remote selection of any record on LP Console or Hideaway. Personalized panel. Album display panel. Album pricing. Push-button volume control. Twin stereo speakers. Remote Income Totalizer. Polished chrome or copper finish.  
EBCS-1—Extended Bass Console. Provides full range stereo response in conjunction with Console speakers.  
SC-11—Stereo Communication Console. Console serves as Intercom.  
CIM-1—Console Intercom Master Unit. Used with Stereo Communication Console.  
**BACKGROUND MUSIC**  
ICK-1—Intercommunication Console Kit. Converts Stereo Console to Stereo Communication Console.  
BMS-2—Background Music System 1000 Selections.  
BMC-1—Background Music Compact, 1,000 selections.  
BMCA-1—Background Music Companion Audio. Used with Background Music Compact (BMC-1).  
MPE-1—Electronic Memory Programmer. Used with the Background Music Compact (BMC-1) to insert special announcements and commercials into the background music program.  
SABMC-1—Seeburg Automatic Background Music Center. For use with FM Multiplex Telephone Lines and On-Premise Locations. Total of 112 1/2 hours of music.  
SEP-1—Seeburg Encore Phonograph. 760 Selections of Foreground Music.  
**CANDY VENDORS**  
W10CN1—Mechanical. 10 Selections. 220 bar capacity.  
WBTIG—Mechanical B Selections. 152 bar capacity.  
**CIGARETTE VENDORS**  
4E6—Electric. 22 Selections. B25 pack capacity.  
W20T1—Mechanical. 20 Selections. 672 pack capacity.  
W14T1—Mechanical. 14 Selections. 510 pack capacity.  
MCC-20—Mechanical. 20 Selections. 720 pack capacity.

## UNITED BILLIARDS

### COIN-OPERATED TABLES

"100" (78 x 46)  
"200" (88 x 51)  
"300" (93 x 53)  
"400" (103 x 58)  
"500" (114 x 64)

## URBAN INDUSTRIES

Movie Theaters  
Model AP-10  
Panoram

## 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  
Coin-A-Copy (photocopy unit)

## VALLEY SALES CO.

Bumper Pool®  
Model 5225/W Reg. Size  
Model 785A—78x45  
Model B75A—88x50  
Model 935A—93x53  
Model 1035—100x57  
El Magnifico Series  
Model BB4—88x50  
Model 934—93x53  
Model 1014—101x7

## WILLIAMS MFG. CO.

Arctic Gun (1/67)  
Altair Shuffle (3/67)  
Shangri-La 4P (4/67)  
Apollo 1P (6/67)  
Coronado Bowler (6/67)  
Beat Time 2P (9/67)  
Derby Day 2P (10/67)

## THE WURLITZER COMPANY

### PHONOGRAPHS

AMERICANA Model 3100, 200-selections; Model 3110, 100-selections, stereo-mono, solid state amplifier, 25 watts per channel, panoramic pictorial dome panel display or optional dollar bill acceptor. Available with Golden Bar Top Tunes, and Little LP feature. Additional panoramas for special occasions. Brochures on request.  
**HIDEAWAY PHONOGRAPHS**  
Model 3111 . . . Top Tunes unit optional. Both models offer complete selectivity from one or more Wurlitzer Wallboxes. Brochure on request.  
**REMOTE CONTROL EQUIPMENT**  
SATELLITE, Selective Remote Speaker Console, 100-selection Model 5131; and 200-selection Model 5132. Identical in lower design to companion AMERICANA Phonograph with same speaker complement. Includes 5-position, rotary volume control. Available with Top Tunes Golden Bar and Little LP feature.  
Model 5220 . . . 200-selection wallbox with twin speakers, push-button volume control for loud, medium or soft music level, Little LP's and the Top Tunes "Golden Bar" feature.  
Model 5220-B . . . Same as 5220; but without the Golden Bar Button. In its place is a stylized plate with the star design. Price identical to Model 5220.  
Model 5220-A . . . 200-selection wallbox without speakers or volume control. This model does not have the Golden Bar feature. It does have, as do all Model 5220 and 5225 Series Wallboxes, the Little LP selection feature.  
Model 5225 . . . 100-selection wallbox with twin speakers, push-button volume control, Little LP's and the Top Tunes "Golden Bar" feature.  
Model 5225-B . . . Same as 5225; but without the Golden Bar Button. In its place is a stylized plate with the star design. Price identical to Model 5225.  
Model 5225-A . . . 100-selection wallbox without speakers, or volume control. This model does not have the Golden Bar feature. It does, however, have the Little LP feature.  
NOTE: As outlined above, all of these wallboxes will allow the patron to select Little LP records, provided, of course, the phonograph incorporates the built-in Little LP feature.  
#259B Stepper . . . 100-Selection for use with all AMERICANA Phonographs Model 3110, 100-selection, and 100-selection SATELLITE.  
#261B Stepper . . . 200-selection for use with all AMERICANA Phonographs Model 3100, 200-selection, and 200-selection SATELLITE.  
Kit #197 . . . Combination Volume Control and CV line-matching transformer for use with SATELLITE.  
Kit #190 . . . Microphone Kit, inductance type microphone with push-to-talk, flip-to-stay-on switch, control relay assembly and volume control case . . . shipped with 10 ft. cord. Brochure available.





## OPERATOR LOANS EXPLORED—Rising Interest

### Rates, Money Costs More, Says Finance Man

NEW YORK—One aspect of the coin machine business rarely discussed in print centers around financial plans used in the actual purchase of equipment by operators from distributors. Just what is the finance structure of credit purchase in the coin trade? Who provides the funds? Is coin machine money really tight? We've heard reports that it is. On the other hand, some factory executives say, "the credit situation could never be better." Then there's the question of what happens to the equipment when it cannot be paid for and is repossessed.

To find these answers and other interesting aspects of the finance structure of coin machine credit buying we talked with Philip G. Kass, finance representative of Phareb Associates Company in New York City.

Kass stated, "In the New York area, it's customary among the majority of distributors to buy from the factories on an open account. This allows greater flexibility. Then when an operator places an order with the distributor, the distributor will notify the factory and the equipment will be shipped; the operator is given 60 to 90 days to pay off the machine. If he cannot complete the payment in the allowed period of time, the operator will sign a security agreement and is contracted to make equal payments over a period of twelve (12) or twenty-four (24) months. If it becomes necessary for the distributor to repossess the equipment, it will be either sold thru auction by the local sheriff or the distributor will place

the machine in his showroom and sell it as used equipment."

In reference to bonus and advance money given to location owners by operators Kass said, "usually before an operator can place his equipment in a location, he must grant the owner a bonus or an advance against future collections. This is another area of finance where we assist operators. If the operator needs money to give to the location he will borrow from us and sign a security agreement on his route and make the payments over a period from one (1) to three (3) years."

"Many times we will make loans to operators; and in some instances to location owners whereby the operator will act as an endorser; for repairs or new bar fixtures. These loans are also made on a one (1) to three (3) year basis."

Kass says, "coin machine money is not really tight, its been the recent trend of rising interest rates and when this happens the least desirable industry is squeezed out. The simple truth is that money costs more. It cost the banks more, too."

## Roseland Re-elected President of AAMC

CHICAGO—Gerald L. Roseland, Watkins Cigarette Service, Phoenix, was re-elected president of the Arizona Automatic Merchandising Council at its annual meeting at the Safari Motel, Scottsdale, September 29-30. Keynote speaker at the Council's annual banquet Friday evening, September 29, was Arizona Governor Jack Williams. Some 130 persons participated in the two-day meeting.

The following officers will serve with Roseland: Arthur Kaufman, Valley Vendors, Phoenix, vice president; and Michael C. Purcell, Flagstaff Vending, Flagstaff, secretary-treasurer.

Re-elected to the Council's board of governors were Spencer Hoopes, Gila Electric and Music Company, Safford; Kaufman; J. Bowen Kindred, Kindred Music Company, Ajo; Robert Mader, Canteen Food and Vending Service, Tucson; Purcell; Roseland; and Claude Sharpsteen, Jr., AA Amusement Company, Yuma.

Organized in February, 1966, the Arizona Council is affiliated with the National Automatic Merchandising Association.

## NAMA Pre-Convention Meeting Set For Oct. 27th

CHICAGO—The NAMA annual pre-convention meeting of state council presidents and officers will be held October 27th at 2:00 PM in the Waldorf Room at the Conrad Hilton Hotel in Chicago.

The meeting is planned as a work shop on council problems and should result in a valuable exchange of ideas. NAMA will hold a cocktail reception in honor of state council presidents and officers and their wives, on Friday at 6:30 PM. Sufficient time will be allowed for a break between the meeting and the reception.

If you decide to attend the meeting, make your travel reservations as early as possible. Hotel reservations should also be mailed to the Conrad Hilton as soon as possible.

Most state presidents and officers have received a letter from NAMA president James T. McGuire, and to make adequate arrangements for both the meeting and reception, the post card should be marked accordingly and returned as soon as possible.

## Kenneth C. Glenn, 35 Year Coin Machine Vet Dies At Midway Hosp.

CHICAGO—Kenneth C. Glenn, president of K C Sales and Service Inc., in St. Paul, Minnesota, died suddenly (9/17) in Midway Hospital, at the age of 58.

Mr. Glenn, a 35 year veteran in the coin machine industry, had at one time been sales manager for the Rock-Ola and AMI distributorships in the area. He had headed K C since 1963.

Survivors include the widow, Rose E.; and two sons, John T. and James.

## CONGRATULATIONS



CHICAGO—The lovely bride is the former Jane Feinstein, daughter of Mr. and Mrs. Nathan Feinstein (World Wide Dist.). Jane, and Michael Freeman, were married in Temple Shalom on Sunday, September 17. A small, family luncheon was held in the Sheraton-Blackstone Hotel, following the ceremony. The Freemans are residing in Chicago.

# Bally The Wiggler

## 23 WAYS TO wiggle UP HIGH SCORES

From the 2000 per cent Top Rollover, which jumps from 10 to 200 when ball is skill-wiggled off the lit Rebound, to the Free-Ball-Gate, which delivers an extra ball and 50 points, THE WIGGLER playfield wiggles with score-boosting, play-promoting, profit-booming action, suspense and skill challenge. Get Bally THE WIGGLER today for top earning-power.

**wiggle alley**  
SCORES 10 TO 500 PER wiggle

**wigglesville**  
MYSTERY-SHIFT SCORES 100, 300, 500

BALLS CAN'T wiggle THROUGH  
**FLIPPER-ZIPPER**

THE WIGGLER includes all newest Bally refinements... Lift-Up Top-Glass Frame, insuring quick, easy maintenance access to "vacuum-packed" clean playfield... new Light-Up Coin-Drop Inserts... Finger-Fit Flipper Buttons and super-sensitive flipper-switch... numerous other improvements. Avoid backlog blues. Order THE WIGGLER now.



**wiggle jet**  
SUPER BONUS COMPUTERS

UP TO 3 BALLS  
**wiggle**  
ON LIVELY PLAYFIELD  
WHEN CAPTIVE BALLS  
RELEASED BY SKILL

1, 2, 3 OR  
**4**  
CAN PLAY

See your distributor or write BALLY MANUFACTURING COMPANY • 2640 BELMONT AVENUE, CHICAGO 18, ILLINOIS, 60618, U. S. A.

# THIS **MUNTZ** CARTRIDGE GIANTS...



**SGT. PEPPER'S LONELY HEARTS CLUB BAND**—The Beatles  
Capitol 4CL-2653



**DOE TO BILLIE JOE** — Bobbie Gentry  
Capitol 4CL-2830



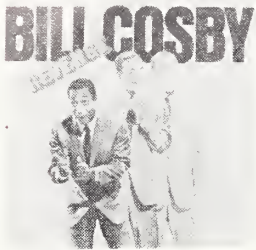
**THE OOORS**  
Elektra 21A-445 (74007)



**ARE YOU EXPERIENCED?** — The Jimi Hendrix Experience  
Reprise 4RA-6261



**BEST OF THE BEACH BOYS, VOL. 2**  
Capitol 4CL-2706



**REVENGE**—Bill Cosby  
Warner Bros. 4WA-1691



**INSIGHT OUT**—The Association  
Warner Bros. 4WA-1696



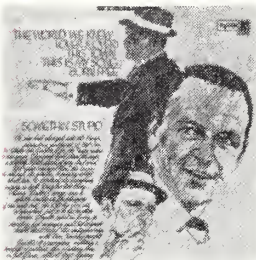
**WELCOME TO MY WORLD**—Oean Martin  
Reprise 4RA-6250



**SILVER THROAT**—Bill Cosby  
Sings Warner Bros. 4RA-1709



**ALBUM 1700**—Peter, Paul and Mary  
Warner Bros.—4WA-1700



**THE WORLD WE KNEW**—Frank Sinatra  
Reprise 4FA-1022



**THE 4 SEASONS' GOLD VAULT OF HITS**  
Philips PC4-600-196



**THESE ARE MY SONGS** — Pet Clark  
Warner Bros. 4WA-1698



**TOO MUCH!**—Lou Rawls  
Capitol 4CL-2713



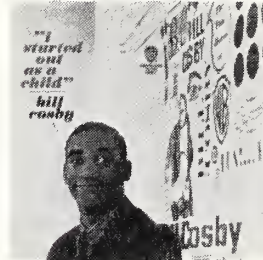
**RUBBER SOUL**—The Beatles  
Capitol 4CL-2442



**COUNTRY, MY WAY**—Nancy Sinatra  
Reprise 4RA-6251



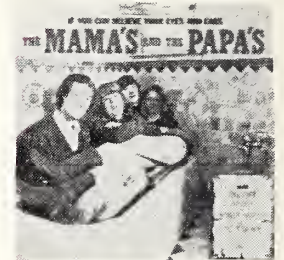
**REVOLVER**—The Beatles  
Capitol 4CL-2576



**I STARTED OUT AS A CHIL** — Bill Cosby  
Warner Bros. 4WA-1567



**YOUR TENDER LOVING CARE** — Buck Owens  
Capitol 4CL-2760



**IF YOU CAN BELIEVE YOUR EYES AND EARS**—The Mamas and the Papas  
Dunhill 21A-270 (50006)



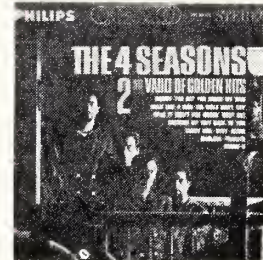
**SOULIN'**—Lou Rawls  
Capitol 4CL-2566



**GOLDEN HITS — THE BEST OF BILLY VAUGHN**  
Dot 14Y-686 (25811)



**FUTURE**—The Seeds  
Crescendo 21A-532 (2038)



**THE 4 SEASONS 2ND VAULT OF GOLDEN HITS**  
Philips PC4-600-221



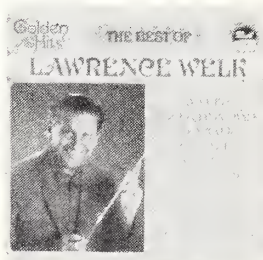
**COLD SWEAT**—James Brown  
King 21Y-561 (1020)



**THE MAMAS AND THE PAPAS DELIVER**  
Dunhill 21A-457 (50014)



**SUGAR**—Nancy Sinatra  
Reprise 4RA-6239



**GOLDEN HITS — THE BEST OF LAWRENCE WELK**  
Dot 14Y-687 (25812)



**FRANKIE VALLI SOLO**  
Philips PC4-600-247



**BEST OF THE BEACH BOYS**  
Capitol 4CL-2545



7715 DENSMORE AVENUE  
VAN NUYS, CALIFORNIA 91406

... **COME FROM THE LEADER**