

Disk Sales Topped \$700 Mil In '66 •• West Will See Red Bloc Trade At MIDEM ••• New Classics Arrive:

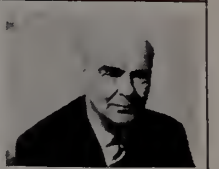
Melodiya Via Angel, Budget Odyssey from Columbia ••

Distributors Get Epic, UA Product Messages •• Ops Map New Copyright Battle

January 21, 1967

Cash Box

Cash Box



Sir Edward Lewis

Int'l Section

Begins Pg. 73

THINGS KEEP LOOKING UP FOR THE FOUR TOPS



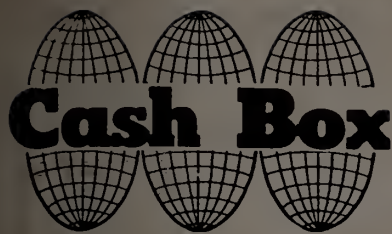
EVERYTHING'S PEACHES AND HERB!



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**"LET'S
FALL
IN LOVE"** 2-1523
HAS GONE POP!

IT'S A **date** TO REMEMBER.

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Cash Box

Vol. XXVIII—Number 27 January 21, 1967

(Publication Office)
1780 Broadway
New York, N. Y. 10019

(Phone: JUdson 6-2640)
CABLE ADDRESS: CASHBOX, N. Y.

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The Green Light

Money and its ability to diversify the activities of record companies talked at two recent label conventions, the parent companies of which are about to enter the corporate structures of two non-show business giants.

ABC, barring some Congressional attempts to block the merger, will become part of International Telephone & Telegraph on Jan. 23, while United Artists has already signed a "letter of intent" to join the family of a large holding corporation, Trans American. The official merger date is expected to be sometime in March.

At both conventions, spokesmen for ABC and UA felt the need to inform wholesalers present of the exciting possibilities that exist with an enriched flow of capital. In diversifying themselves, these new parent companies feel that now is the time to take advantage of the tremendous growth in leisure time activities. Fortunately, as was made known at both label confabs, IT&T and Trans American do not intend to maintain the status-quo, financially at least (both ABC and UA's management teams will not be affected).

ABC will require and receive more cash as it is about to embark, under Sam Clark, on the production of mo-

tion pictures. Cy Segal, a vp of the American Broadcasting Company, assured ABC label execs that any film produced by ABC would see its soundtrack LP under the ABC Records logo. David Picker of United Artists Pictures offered UA label people the enticing forecast that the company would be able to "acquire what it wants" under the Trans American umbrella, including talent acquisition and investments in Broadway properties.

As for soundtracks, which will play an all-important part in the product of ABC and UA, parent company execs conceded the major exploitation value of music from films. This was also stressed at the concurrent MGM sales meeting, where David McGrath, director of exploitation for MGM Pictures, underscored the values of placing a strong score on a soundtrack. Understandably, all three labels have the green light to recruit musical talent that can give films a tremendous promotional hand.

It would seem that anywhere these labels would like to turn, parent companies, whether internal or those who come about as a result of mergers, are going to let them give it a try. The record industry now has a prosperous friend on Wall Street.

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

JANUARY 21, 1967

		1/14	1/7			1/14	1/7			1/14	1/7
1	I'M A BELIEVER MONKEES-Colgems-1002	1	1	35	PAPA WAS TOO JOE TEX-Dial-4051	40	48	●	LET'S SPEND THE NIGHT TOGETHER ROLLING STONES-London-904	—	—
2	SNOOPY VS THE RED BARON ROYAL GUARDSMEN-Laurie-3366	2	2	36	WILD THING SENATOR BOBBY-Parkway-127	51	69	●	THEN YOU CAN TELL ME GOODBYE CASINOS-Fraternity-977	—	—
3	TELL IT LIKE IT IS AARON NEVILLE-Parlow-101	3	4	37	DEVIL WITH A BLUE DRESS ON & GOOD GOLLY MISS MOLLY MITCH RYDER & DETROIT WHEELS-New Voice-817	35	29	●	ALL JAMES DARREN-Warner Bros.-5874	—	—
4	SUGAR TOWN NANCY SINATRA-Reprise-527	4	6	38	I NEED SOMEBODY ? (QUESTION MARK) & MYSTERIANS-Cameo-441	36	28	●	LOVIN' YOU BOBBY DARIN-Atlantic-2376	—	—
5	GOOD THING PAUL REVERE & RAIDERS-Columbia-43907	5	9	39	HELP ME GIRL ANIMALS-MGM-13636	39	33	●	72 DEAD END STREET KINKS-Reprise-540	76	82
6	WORDS OF LOVE MAMAS & PAPAS-Dunhill-4057	6	12	40	GREEN GREEN GRASS OF HOME TOM JONES-Parrot-40009	53	67	●	74 I DIG GIRLS J. J. JACKSON-Calia-125	75	83
7	STANDING IN THE SHADOWS OF LOVE FOUR TOPS-Mctown-1102	7	10	41	HELLO HELLO SOPWITH CAMEL-Kama Sutra-217	50	61	●	LADY JACK JONES-Kapp-800	—	—
8	GEORGY GIRL SEEKERS-Capitol-7556	11	22	42	A PLACE IN THE SUN STEVIE WONDER-Tamla-54139	29	19	●	76 JUST ONE SMILE GENE PITNEY-Musicor-1219	78	80
9	COMING HOME SOLDIER BOBBY VINTON-Epic-10090	8	8	43	BLUE AUTUMN BOBBY GOLDSBORO-UA-50087	47	57	●	77 IF YOU GO AWAY DAMITA JO-Epic-5-10061	79	84
10	WE AIN'T GOT NOTHIN' YET BLUES MAGOOS-Mercury-7622	17	25	44	ANOTHER NIGHT DIONNE WARWICK-Scepter-12181	49	56	●	78 LITTLE BLACK EGG NIGHTCRAWLERS-Kapp-709	80	90
11	WINCHESTER CATHEDRAL NEW VAUDEVILLE BAND-Fontana-1562	9	3	45	GALLANT MEN SENATOR DIRKSEN-Capitol-5085	43	46	●	79 LOOK AT GRANNY RUN RUN HOWARD TATE-Verve-10464	81	85
12	TELL IT TO THE RAIN 4 SEASONS-Philips-40412	14	18	46	PRETTY BALLERINA LEFT BANKE-Smash-2074	57	77	●	80 DANGER SHE'S A STRANGER 5 STAIRSTEPS-Windy C-604	82	—
13	THAT'S LIFE FRANK SINATRA-Reprise-531	10	5	47	THERE'S GOT TO BE A WORD INNOCENCE-Kama Sutra-214	48	49	●	TEN COMMANDMENTS PRINCE BUSTER-Philips-40427	—	—
14	NASHVILLE CATS LOVIN' SPOONFUL-Kama Sutra-219	18	21	48	I FOOLED YOU THIS TIME GENE CHANDLER-Checker-1155	46	45	●	82 I CAN'T PLEASE YOU JIMMY ROBBINS-Jerhart-207	86	—
15	SINGLE GIRL SANDY POSEY-MGM-13612	13	13	49	KARATE EMPERORS-Mala-543	52	58	●	83 WALK TALL 2 OF CLUBS-Fraternity-975	85	—
16	EAST WEST HERMAN'S HERMITS-MGM-13639	15	15	50	BRING IT UP JAMES BROWN-King-6071	62	73	●	84 TINY BUBBLES DON HO-Reprise-507	89	—
17	I'VE PASSED THIS WAY BEFORE JIMMY RUFFIN-Soul-32027	19	20	51	I HAD TOO MUCH TO DREAM (LAST NIGHT) THE ELECTRIC PRUNES-Reprise-532	60	68	●	85 SOMETHING GOOD (IS GOING TO HAPPEN TO YOU) CARLA THOMAS-Stax-207	87	—
18	COLOR MY WORLD PET CLARK-Warner Bros.-5882	20	37	52	IT TAKES TWO MARVIN GAYE & KIM WESTON-Tamla-54141	—	—	●	INDESCRIBABLY BLUE ELVIS PRESLEY-RCA-47-9056	—	—
19	STAND BY ME SPYDER TURNER-MGM-13617	26	39	53	IT'S NOW WINTER'S DAY TOMMY ROE-ABC-10888	64	75	●	SKATE NOW LOU COURTNEY-Riverside-4588	—	—
20	TRY A LITTLE TENDERNESS OTIS REDDING-Volt-141	23	24	54	LOOK WHAT YOU'VE DONE POZO SECO SINGERS-Columbia-43927	58	65	●	88 IT MAY BE WINTER OUTSIDE FELICE TAYLOR-Mustang-3024	88	—
21	WHERE WILL THE WORDS COME FROM GARY LEWIS-Liberty-55933	27	31	55	MERCY, MERCY, MERCY CONNORBALL ADDERLEY-Capitol-5798	65	89	●	GO WHERE YOU WANNA GO 5th DIMENSION-Soul City-753	—	—
22	98.6 KEITH-Mercury-72639	28	36	56	ARE YOU LONELY FOR ME FREDDIE SCOTT-Shout-207	68	72	●	90 FOR WHAT IT'S WORTH BUFFALO SPRINGFIELD-Atco-6459	93	—
23	MUSIC TO WATCH GIRLS BY BOB CREWE GENERATION-DynoVoice-229	30	62	57	WACK WACK YOUNG HOLT TRIO-Brunswick-55305	61	66	●	91 I'LL TAKE CARE OF YOUR CARES FRANKIE LAINE-ABC-10891	92	—
24	KIND OF A DRAG BUCKINGHAMS-USA-860	34	60	58	I'M GONNA MISS YOU ARTISTICS-Brunswick-5530	59	64	●	92 MY SPECIAL PRAYER JOE SIMON-Sound Stage-2564	—	—
25	MELLOW YELLOW DONOVAN-Epic-10098	12	7	59	GIMME SOME LOVIN' SPENCER DAVIS GROUP-UA-50108	71	100	●	93 I GOT TO GO BACK McCOYS-Bang-538	94	96
26	(I KNOW) I'M LOSING YOU THE TEMPTATIONS-Gordy-7057	16	11	60	HEY LEROY, YOUR MAMA'S CALLING YOU JIMMY CASTOR-Smash-2069	67	79	●	94 LET'S FALL IN LOVE PEACHES & HERB-Date-1623	96	99
27	(I'M NOT YOUR) STEPPING STONE MONKEES-Colgems-102	32	27	61	WISH ME A RAINBOW GUNTER KALLMANN-4 Corners-138	63	71	●	95 WALK WITH FAITH IN YOUR HEART BACHELORS-London-20018	95	97
28	MUSTANG SALLY WILSON PICKETT-Atlantic-2365	21	16	62	PUSHIN' TOO HARD SEEDS-GNP-372	69	76	●	96 WEDDING BELL BLUES LAURA NYRO-Verve Folkways-5024	—	—
29	BORN FREE ROGER WILLIAMS-Kapp-767	25	26	63	GRIZZLY BEAR YOUNGBLOODS-RCA-9015	73	81	●	97 FULL MEASURE LOVIN' SPOONFUL-Kama Sutra-219	—	—
30	CRY RONNIE DOVE-Diamond-214	24	17	64	THE BEAT GOES ON SONNY & CHER-Atco-6461	74	—	●	98 SHADOW OF YOUR SMILE BOOTS RANDOLPH-Monument-976	—	—
31	KNIGHT IN RUSTY ARMOUR PETER & GORDON-Capitol-5808	41	50	65	YOU GOT ME HUMMIN' SAM & DAVE-Stax-204	66	70	●	99 96 TEARS BIG MAYBELLE-Rojac-122	—	—
32	TALK TALK MUSIC MACHINE-Original-Sound-61	31	23	66	RIDE RIDE RIDE BRENDA LEE-Decca-32079	77	87	●	100 AT THE PARTY HECTOR RIVERA-Barry-1010	100	98
33	GOOD VIBRATIONS BEACH BOYS-Capitol-5676	22	14	67	I'VE GOT TO HAVE A REASON DAVE CLARK FIVE-Epic-10114	72	93	●	100 I WISH YOU COULD BE HERE CYRKLE-Columbia-43965	97	—
34	HOW DO YOU CATCH A GIRL SAM THE SHAM & PHAROHS-MGM-3649	38	47					●	100 MY CUP RUNNETH OVER ED AMES-RCA Victor-47-9002	99	—

ALPHABETIZED TOP 100 (INCLUDING PUBLISHERS AND LICENSEES)

A Place In The Sun (Matawn BMI)	42	Hello, Hello (Great Honesty BMI)	41	Lady (Roosevelt BMI)	75	Stand By Me (Progressive BMI)	19
All (E. B. Marks BMI)	70	Help Me Girl (Helias BMI)	39	Let's Spend The Night Together (Bourne ASCAP)	94	Standing In The Shadows Of Love (Jabete BMI)	7
Another Night (Blue Seas, Jac ASCAP)	44	Hey Leroy, Your Mama's Calling You (Bazart BMI)	60	Little Black Egg (Alison ASCAP)	68	Stepping Stone (Screen Gems, Columbia BMI)	27
Are You Lonely For Me (Web IV)	56	How Da You Catch A Girl (Fred Rose BMI)	34	Look At Granny Run (Roamar, Rumbalara BMI)	78	Sugar Town (Criterion BMI)	4
At The Party (Twin BMI)	100	I Can't Please You (Irahnorn BMI)	82	Look What You've Done (Packetful Of Tunes, Nama BMI)	97	Talk Talk (Thrush BMI)	32
Beat Goes On (Chris Marc, Catillian BMI)	64	I Dig Girls (Meager BMI)	74	Lovin' You (Faithful Virtue BMI)	71	Tell It Like It Is (Orlap BMI)	12
Blue Autumn (Unart BMI)	43	I Faaled You This Time (Cochand, Galinee BMI)	48	Mellow Yellow (Danavan Ltd. BMI)	25	Tell It To The Rain (Saturday, Seasons 4 BMI)	12
Born Free (Screen Gems, Columbia BMI)	29	I Got Ta Go Back (Web IV, Tria BMI)	93	Mercy, Mercy (Zawinul BMI)	55	Ten Commandments (Carab BMI)	81
Bring It Up (Dynatone BMI)	50	I Had Ta Much Ta Dream (4 Star BMI)	51	Music To Watch Girls By (SCP ASCAP)	23	That's Life (4 Star TV BMI)	13
Color My World (Northern ASCAP)	18	I Need Somebody (Cameo Parkway BMI)	38	Mustang Sally (Fourteenth Hour BMI)	28	Then You Can Tell Me Good Bye (Acuff Rose BMI)	69
Coming Home Soldier (Feather BMI)	9	I Wish You Could Be Here (Charing Cross BMI)	100	My Cup Runneth Over (Chappell ASCAP)	100	There's Got To Be A Ward (Kama Sutra Music BMI)	47
Cry (Shapiro, Bernstein ASCAP)	30	If You Go Away (E. B. Marks BMI)	77	My Special Prayer (Maureen BMI)	92	Tramp (Modern BMI)	84
Danger She's A Stranger (Comad BMI)	80	I'll Take Care Of Your Cares (Remick ASCAP)	91	Nashville Cats (Faithful Virtue BMI)	14	Try A Little Tenderness (Campbell, Cannell, Robbins ASCAP)	20
Dead End Street (Mandivets, Nama BMI)	72	I'm A Believer (Screen Gems, Columbia BMI)	1	9B 6 (Screen Gems, Columbia BMI)	22	Wack Wack (McLaughlin YaHo BMI)	57
Devil With A Blue Dress (Jabete, Venice BMI)	37	I'm Gonna Miss You (Jalyne BMI)	58	96 Tears (Cameo Parkway BMI)	99	Walk Tall (Miller ASCAP)	83
East West (Man, Ken BMI)	16	(I Know) I'm Lasing You (Jabete BMI)	26	Papa Was Too (Tree BMI)	35	Walk With Faith In Your Heart (Tee Pee ASCAP)	95
For What It's Worth (Ten East, Springala, Catillian BMI)	90	Indescribably Blue (Elvis Presley BMI)	86	Pretty Ballerina (Lazy Day BMI)	46	We Ain't Got Nalhin' Yet (Ananga, Ranga BMI)	10
Full Measure (Faithful Virtue BMI)	97	It May Be Winter Outside (Maravilla BMI)	88	Pushin' Taa Hard (Neil, Purple Battle BMI)	62	Wedding Bell Blues (Celestial BMI)	10
Gallant Men (Chappell ASCAP)	45	It Takes Two (Jabete BMI)	52	Ride, Ride, Ride (Yanah BMI)	66	Where Will The Wards Come From (Viva BMI)	21
Georgy Girl (Chappell ASCAP)	8	It's Now Winter's Day (Low Twi BMI)	53	Ruby Tuesday (Gidean BMI)	73	Wild Thing (Blackwood BMI)	36
Gimme Some Lovin' (Essex ASCAP)	59	I've Got Ta Have A Reason (Branston BMI)	67	Shadow Of Your Smile (Miller ASCAP)	98	Winchester Cathedral (Southern ASCAP)	21
Ga Where You Wanna Go (Trausdale BMI)	89	I've Passed This Way Before (Jabete BMI)	17	Single Girl (Camine BMI)	15	Wish Me A Rainbow (Famous ASCAP)	11
Good Thing (Daywin BMI)	5	Just One Smile (January BMI)	76	Snoopy Vs. The Red Baron (Fuller, Sanphil, Windsang BMI)	2	Words Of Love (Trausdale BMI)	6
Good Vibrations (Sea Of Tunes BMI)	33	Karate (Wilson BMI)	49	Something Good Is Starting To Happen (East BMI)	85	You Got Me Hummin' (Pranta-East BMI)	65
Green Green Grass Of Home (Tree BMI)	40	Kind Of A Drag (Maryran ASCAP, BMI)	24				
Grizzly Bear (Whitfield BMI)	63	Knight In Rusty Armour (Dean St, Feist ASCAP)	31				

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MIDEM Seen As Meeting-Ground For West & Red Bloc Disk Trade

NEW YORK—Western and Red Bloc countries, including Yugoslavia, will have a common record industry meeting-ground for the first time at MIDEM, the International Record & Music Publishing Market coming to Cannes, France Jan. 30-Feb. 4.

M. Jean-Claude de Villeroy, International Manager of MIDEM, concluded a three-week visit to the United States last week, during which he enlisted support for MIDEM from all levels of the American music business. M. de Villeroy announced that favorable responses have been received at MIDEM headquarters in Paris to invitations issued earlier to State music and recording personnel in the Soviet Union, Poland, Czechoslovakia & Yugoslavia. Representatives of the widely-known Supraphon record label in the latter nation are also expected to attend the MIDEM.

At least three major new American firms indicated their intention to attend the MIDEM, and a number of others announced informal acceptance pending final decisions by boards and legal counsels on an exact method of participation.

On the Coast, the Liberty and Everest labels joined the list of registrants already on the MIDEM roster; while in Nashville, the expected participation of Tree Music in the persons of

executives Jack Stapp and Buddy Killen was also announced.

The MIDEM, the first international meeting of record manufacturers and music publishers, will bring together more than 1,000 music business executives from at least 30 countries. The five-day affair will make possible in-person meetings between these entities from the different countries, and many new distribution and affiliation arrangements are expected to be concluded during that time.

'Summit Conferences'

For the larger companies who already have their own existing networks of affiliates, subsidiaries, and distributors, the MIDEM affords the opportunity to hold what amounts to a summit conference of one's own people from many nations, thus saving thousands of miles of travel and great expense during the year in making separate visits to these various outlets. Several companies have already planned such affiliate meetings.

It was also stressed that many of those who expect to be active on the MIDEM front form what has been called the "newer wave" of independent publishers and record men. Particularly in Europe, this second level of current creative talent has a great deal of marketable product and very few contractual arrangements in other countries through which to sell it.

It was noted in addition that American firms should have an especially keen interest in this element, since the top people of tomorrow are included in its ranks. Although firm contracts may exist today for various territories, inevitable changes in almost all of these countries will make the knowledge of rising elements in each market a most important advantage.

RIAA Predicts Banner \$700 Mil 1966 For The Record Industry

NEW YORK—The record industry hit more than \$700 million in retail sales at list price in 1966, going about \$70 million over 1965, estimates the Record Industry Association of America (RIAA).

The industry's banner year was underscored, the RIAA notes, by an all-time high in RIAA certifications for gold record awards in singles and LP's. Twenty-three singles qualified as million-sellers, while 58 albums sold a \$1 million worth of copies at the manufacturer level. This overcame the previous record, in 1965, of 11 singles and 36 albums for a total of 47.

RCA Victor Records took top LP honors with 14 awards in 1966, while Capitol Records won out in the singles

area with five gold records (see below).

Tape Sales Rise

The 1966 figure estimated by the RIAA brings the industry a solid step forward in achieving a milestone predicted for the early 1970's. This is a \$1 billion industry, which a recent study said was a certainty by the early stages of the next decade. Disk sales for 1967 will be supplemented by a tremendous growth in stereo tape sales, according to Ampex, giant producer of pre-recorded tapes. Sales will skyrocket from \$45 million in 1966 to more than \$100 million in 1967, with cartridges accounting for 65% of tape sales.

Epic Sales Confab Stresses Role Of Local Distrib Promo

MIAMI BEACH—The local distrib promo man received special attention at last week's Epic Records sales confab at the Eden Roc in Miami Beach, Fla. The meet, on from Jan. 8-12, proved to be one of the most successful the label has hosted, Len Levy, Epic's vp stated.

Two days were devoted specifically to the "growing importance of the role played by the local distributor promo manager." Arrival date for the sales segment of Epic's distrib outlets was Jan. 12. They were given details of new LP product on Epic, Okeh and Crossroads, as well as new merchandising campaigns and a new sales incentive program.

Seminars for distrib promo men were explained by Fred Frank, national promo manager, who chaired the discussions: "We are aware that,

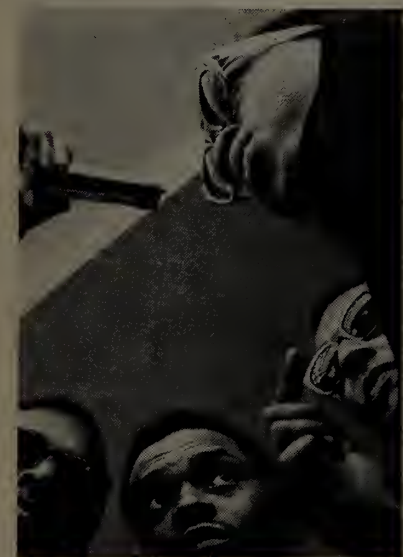
as the marketing of record product has changed, the role of the promo man has assumed greater importance than ever before. You are no longer just a promotion manager—you are now a merchandising manager as well."

Covering all phases of promotion and merchandising in today's marketplace, John Mahan, Epic's west coast regional manager who has had a background in radio programming and record merchandising and sales, led the two-day seminar discussion.

New Sales Incentive Program

A new four-month sales incentive program, which began on Jan. 2, was announced by Mort Hoffman, the label's director of marketing, and Vic (Continued on page 60)

FRONT COVER:



Among the nation's top male songsters are the Four Tops, the Motown label attractions. The group is a big Top 10 disk act, recently represented in this vaunted circle by "Reach Out for Me" and currently doing Top 10 business with "Standing in the Shadow of Love." LP-wise, there is strong chart activity with "Four Tops Live!" Besides their domestic showing, the foursome is expected by Motown to reach broad coverage on the international scene in 1967.

UA's 'Hot Line' Between Film Co. & Label Spotlights At Sales Meet

MIAMI BEACH, FLA.—United Artists Records introduced 30 albums under a "Hot Line" banner at its sales convention in Miami Beach's swank Doral Hotel Jan. 6-8.

The meet attracted more than 150 distributors, rack jobbers and key company execs, including representation from the parent firm, United Artists Pictures. One of the latter, David

Picker, relayed to the confab news of the impending merger of UA with Trans American, a large holding company (see this week's editorial).

Another parent exec, Fred Goldberg, ad-promo director, looked ahead to the summer when UA will release (and UA Records their soundtracks) three major flicks, the fifth James Bond movie, "You Only Live Twice," done at a cost of \$9 million, the most expensive 007 film yet, "The Way West," based on A. B. Guthrie's novel, and "In The Heat Of The Night," which UA feels will be in the Oscar derby next year.

UA also expects to come up with the soundtracks of the second and third "Italian westerns" starring Clint Eastwood. The first, "Fistful Of Dollars" (Continued on page 60)

'Fiddler to UA'

United Artists Pictures has acquired the film rights to "Fiddler On The Roof," one of the all-time hits of the musical theatre. Still going strong on Broadway, filming is expected to take place by 1970. United Artists Records will release the track LP.

3 Singles Hits Appear On Oscar Prelims

HOLLYWOOD — The Academy Awards has boiled down the nominees for music awards to 10 nominees in Best Song and Original Score and nine for Adaptation or Treatment. Final Oscar nominees will be made known on Feb. 20. Among the 10 best songs are three singles hits, "Alfie," "Born Free" and "Georgy Girl."

The song nominees include: "Alfie," "Any Wednesday," "Born Free," "Georgy Girl," "I'll Be Back" from "Spinout," "In The Arms Of Love" from "What Did You Do in the War, Daddy," "Moment to Moment," "My Wishing Doll" from "Hawaii," "A Time for Love" from "An American Dream" and "Wish Me A Rainbow" from "This Property is Condemned."

For original score, there's "Alfie," "Arabesque," "The Bible," "Born Free," "Fantastic Voyage," "Hawaii," "Nevada Smith," "The Russians are Coming," "The Sand Pebbles" and "Who's Afraid of Virginia Woolf?"

In the running for adaptation or treatment are: "Frankie & Johnny," "A Funny Thing Happened . . ."

"The Gospel According to St. Matthew," "Hold On!," "Paradise, Hawaiian Style," "Return of the Seven," "The Singing Nun," "Spin Out" and "Stop the World."

Frank Sinatra is the first presenter to be named to the cast of the 39th Annual Awards Presentation of the Academy of Motion Picture Arts and Sciences.

This will mark the sixth appearance of the entertainer who has performed just about every function on the "Oscarcast," having been on the show as a singer (1945), presenter (1954, 1955, 1963) and master of ceremonies (1962). He's also appeared as a winner, his supporting performance in "From Here To Eternity" resulting in an "Oscar" in 1953. Two years later, in 1955, he was nominated in the best actor category for "The Man With The Golden Arm."

Bob Hope will MC the April 10 Awards Presentation which again will be aired in color over the combined radio and television facilities of the American Broadcasting Company.

Maker Of Educational Films Bought By CBS

NEW YORK—Continuing its stake in the educational market, CBS has acquired Bailey Films, Inc., a Los Angeles producer and distributor of educational films and filmstrips.

Goddard Lieberson, president of the CBS/Columbia Group, said Bailey Films will operate as a unit of the CBS educational services division under the supervision of Norman A. Adler, vice president and general manager. Albert Bailey, who established the business in 1938, will continue to direct Bailey Films as vice president and general manager.

Bailey Films distributes its own productions and independently produced films to schools, colleges and libraries. They are used to all educational levels, beginning in the primary grades, and in adult education. Its catalog includes films and filmstrips in art, music, English and foreign languages, theater arts, geography, civics, history, guidance, vocational training, industrial arts, health, physical education, safety, science, mathematics, and teacher education. Six of the firm's films in social studies and the arts have already won 12 awards (Continued on page 10)

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Columbia Singles Out Gold LP's For Major Ad-Promo Campaign

NEW YORK—Columbia Records has unveiled one of the largest advertising and merchandising campaigns in its history. The "Solid Gold" sales drive, as it is termed, is designed to promote sales of the company's more than 60 RIAA gold record albums. These LPs, which are all more-than-a-million sellers, have already realized total sales of over \$200,000,000.

The "Solid Gold" lineup includes albums by such artists as Tony Bennett, Dave Brubeck, Johnny Cash, the New Christy Minstrels, Ray Conniff, Percy Faith, Johnny Horton, Andre Kostelanetz, Johnny Mathis, Mitch Miller, the Mormon Tabernacle Choir, the Philadelphia Orchestra, Marty Robbins, Barbra Streisand, and Andy Williams, as well as original Broadway cast albums and original sound track recordings.

Newspaper Ads Planned

The sales drive to promote the "Solid Gold" albums is designed to capture consumer attention with national and local advertising, sales aids and merchandising tools. Launching the drive is a national advertising campaign, featuring a two-page ad to

appear in the New York Daily News Sunday, January 29, and simultaneous full-page ads in 21 other newspapers across the country. The same full-page ad will again appear in the Detroit News on Sunday, February 5. The ads, headed with the slogan "Solid Gold" and including cover reproductions of key gold record albums, will reach a combined circulation of more than 15 million in the 23 markets.

Ad Mats To Spotlight Albums

In addition, ad mats will be available to dealers, through the label's regional sales branches, in sizes of 300, 600, 1,000 and 2,400 lines. The 300-line mats, headed "Solid Gold Country," will highlight Columbia's gold record-winning country-and-western albums. "Solid Gold Broadway and Hollywood" will be the theme for the 600-line mats advertising original Broadway cast albums and Original Sound Track Recordings. The remaining mats of 1,000- and 2,400-line sizes will feature Columbia's entire "Solid Gold" Catalog. Some mats will carry coupons through which the

(Continued on page 58)

NARM Details Convention Program

Monday

NEW YORK—NARM, the rack jobber association, has down in detail the series of business sessions, workshops and seminars to be presented at its ninth annual confab in Los Angeles, Mar. 5-10, at the Century Plaza Hotel. Registration for the gathering, which will be conducted under the theme of "Horizons Unlimited," is running at a record pace, according to Don Ayers, convention chairman. The program will deal in depth with many facets of interest to the record merchandisers, wholesalers, and manufacturers, beginning with the opening business session, on Monday morning, March 6.

Jules Malamud, NARM executive director, in announcing the complete agenda for the Business Sessions, stated, "The program has been geared to deal with practical problems which face our members every business day. We are utilizing the services of our own industry members, as well as many outstanding members of the business community, to probe for answers to these problems. We feel that the subjects with which we are dealing need particular attention, and we have turned to the experts in each field to help us find answers and solutions."

The Opening Session on Monday, March 6, will be opened by Chairman of the 1967 NARM Convention, Don Ayers (Nor Cal, San Francisco, California), who will present John Billinis, NARM president, (Billinis Distributing Company, Salt Lake City, Utah). Billinis will greet the assemblage, and introduce Clive J. Davis, head of Columbia Records, who will deliver the keynote address on "Horizons Unlimited." Davis, as Keynote Speaker, will set the tone for the entire convention business program. Following the Keynote Address, Earl W. Kintner, NARM General Counsel, of the Washington, D.C. law firm of Arent, Fox, Kintner, Plotkin, and Kahn, will address the group, and introduce Allen G. Siegel of the same firm, who will speak to the convention on "Labor Relations in Your Business." Siegel's presentation will include a discussion on "The Anatomy of a Federal Wage and Hour Investigation," and "The Role of the National Labor Relations Board," an area of interest to every NARM member, and one which has never before

(Continued on page 60)

A Dandy Turnout For Jerry Wexler's Surprise 50th Birthday Party & Award

NEW YORK—Wit rolled off the tongues of tradesters like Atlantic-Atco hits, as more than 200 friends of Jerry Wexler gathered at the St. Regis Hotel in New York to celebrate the exec's 50th birthday last week (10).

The affair, a surprise party that really turned out to be one (Wexler said he had the impression that he was called to the hotel to help work out a new catalog deal), was one of the most impressive salutes ever to a fellow record man, many present said after the fete.

Besides the birthday angle, Wexler was just named Record Man of the Year in a poll conducted by Bill Gavin.

Russ Sanjek, vp of public relations at BMI, proved a droll emcee. He and Jerry, Sanjek recalled, grew up in the Washington Heights section of Manhattan in the 30's, and was Jerry's "first partner." Both combed New York for jazz records to sell to Milt Gabler, now a Decca A&R exec, who will be feted himself this Friday to celebrate his 25th year with the label. Ever the BMI exec, Sanjek said that should the affair be recorded, there "would be no rate."

A number of guest speakers, all of whom served on the committee that organized the event, offered tributes to Wexler. These included Paul Ackerman of Billboard, once associated with Wexler when the latter was a reporter on the trade paper, Bob Austin of Record World, and Marty Ostrow, vp of Cash Box. Ostrow humorously remembered his first big chore in the music business, the time, years ago, when he was called upon to accompany Wexler to New York's Apollo Theatre to present a poll award to the Clovers.

"Of all the ex-trade people who have left the trades to enter the record business, Jerry is our favorite," Ostrow said.

Harry Meyerson of Decca touched lightly, as did Sanjek, on Wexler's "physical fitness" (he suffers from a chronic back ailment).

Neshui Ertegun of Atlantic-Atco said that Wexler had provided the label with its secret sound ingredient: his ability on tambourine, which came to the fore when Ray Charles asked him to play the instrument on a session. "As far as I'm concerned, Jerry is a Record Man of the Year every year," he concluded. Ahmet Ertegun, president of Atlantic, termed Wexler a "daily inspiration" and one who believes "the right way is the good way."

After he was given a silver plate—which will be inscribed with the signatures of all who attended the luncheon—Wexler noted he was, indeed, "stupified" by the honor he was being paid. He also apologized to Gabler for "jumping the gun and covering his release," referring to the upcoming Gabler luncheon.

During the fete, Sanjek read telegrams from a number of people who could not be present. Among them was Herm Schoenfeld, who claimed his telegram was produced by Koppelman & Rubin.

Wexler's wife, Shirley, sat at his side. The couple recently celebrated their 25th wedding anniversary.

Angel Markets Soviet-Deal Classics

HOLLYWOOD—Angel Records' Melodiya/Angel series, involving a deal between Capitol Records and the Soviet Union, goes to market here on Jan. 30 with the release of six albums. The initial product stems from stereo tapes of material not previously available in the western hemisphere. The recordings are mastered, pressed and packaged by Angel's domestic manufacturing facilities.

In the next twelve months, Melodiya/Angel will release approximately fifty additional albums by such celebrated Russian artists as pianists Emil Gilels, Sviatoslav Richter and

Grigory Sokolov; violinists David and Igor Oistrakh, Leonid Kogan and Viktor Tretyakov; cellist Mstislav Rostropovich; singers Galina Vishnevskaya, Irina Arkhipova and Ivan Petrov; conductors Kiril Kondrashin, Gennady Rozhdestvensky and Yevgeny Svetlanov; the Moscow Philharmonic, Moscow Chamber Orchestra, the Bolshoi Theater Orchestra, the Moscow Radio Orchestra, and the USSR Symphony.

Heading the first release list is the world premiere recording of a

(Continued on page 58)

Long-Hair Budgets Arrive From Columbia

NEW YORK — Columbia Records joined the low-priced classical LP field last week with 10 albums under the logo of Odyssey. Spanning repertory from the Renaissance to the 20th Century, the line will carry a list price of \$2.49 for both mono & stereo editions.

Under the slogan of "An Adventure For The Connoisseur," Odyssey's story will be told to consumers through varied ad-display material, mailings to good music stations across the country. Some display pieces will highlight the striking day-glo cover artwork on Odyssey sleeves.

The Odyssey catalog will be com-

prised of recordings from four principal sources: Max Goberman's Haydn/Corelli/Vivaldi series, the Harmonia Mundi collection from France, performances from the distinguished catalog of Columbia in the United States, and specially recorded new material.

The late Max Goberman conducted a series of recordings, featuring works by Haydn, Corelli and Vivaldi, which originally sold on a subscription basis at four times the Odyssey price. Released in limited quantities, these recordings have now become rare and

(Continued on page 58)

Chess Sets San Juan Confab

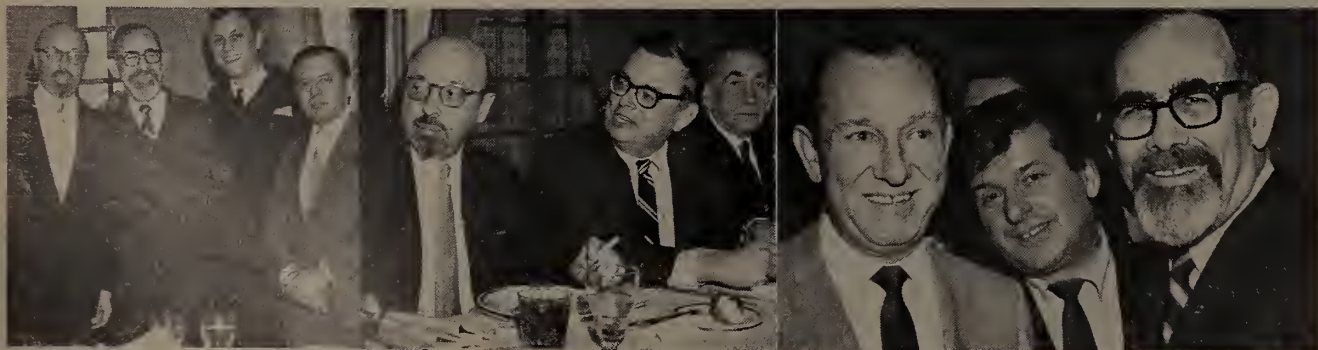
NEW YORK — Leonard and Phil Chess, co-owners of the Chess-Checker-Cadet record complex, have set the diskeries' 2nd annual sales convention for Jan. 27, 28, and 29 at the Americana Hotel in San Juan, Puerto Rico. Following up on last year's "Profits

In The Sun" tag, the 1967 theme is "Sand, Sun, And Sales."

Highlighting the meet will be the introduction of 21-LP's, including sets by such artists as: Ramsey Lewis, Etta James, Billy Stewart, and Ray Bryant. A special sales plan and a co-op advertising plan for distributors, will also be premiered in San Juan.

In discussing upcoming event, Dick LaPalm (the firm's director of album sales and advertising) said: "Last year we had a fantastic turnout among the distributors, we expect at least 98% of that (or more) for this year. We're really looking forward to it. It was tremendous last year! Based on that and the new product, we expect the best." Aside from LaPalm, execs in attendance at the convention will include: Max Cooperstein, national sales manager; Paul Gayten, west coast office topper; and one or both of the brothers Chess. Marshall Chess is scheduled to discuss the organization's new tape product.

Special conferences and consultations on individual problems will be made available to any distributor requesting them.



Shown at the luncheon in honor of Jerry Wexler are (left to right): Ahmet Ertegun, president of Atlantic Records, Jerry, Frank Fenter, who handles Atlantic product in England for Polydor, and Neshui Ertegun, Atlantic vp, Ahmet, Russ Sanjek, BMI vp and emcee of the affair, Harry Wexler, Jerry's father, George Albert, president & publisher of Cash Box, Sid Bernstein and Jerry.

**Hurry
Hurry
Hurry
Hurry
Hurry
Hurry**

**Hurry
Hurry
Hurry
Hurry
Hurry And Order...
Hugo Montenegro's
"HURRY SUNDOWN"**

9074

the new single from
the Original Soundtrack
Recording of Otto
Preminger's exciting new
motion picture. Composed
and conducted by Hugo
Montenegro and available
now—it's a grabber!

If it's happening...it's here!

RCA VICTOR 
The most trusted name in sound

Loma Operation Moving To N.Y.

BURBANK, CALIF.—All future production of Loma Records will originate from New York under the aegis of Jerry Ragovoy, according to Mike Maitland, president of Warner Bros. Records, Loma's parent company. Ragovoy, who joined Warner Bros. Records nine months ago, and who has produced Lorraine Ellison, The Spike Drivers, Jerry Samuels, and others for the company, will immediately launch an active schedule of recording, as well as an ambitious search for new talent.

The Loma label will continue to devote the bulk of its repertoire to the contemporary rock and roll field.

Steve Douglas To Mercury Coast A&R

CHICAGO—Steve Douglas, veteran coast A&R producer-musician, has been appointed A&R coordinator for the western states for Mercury Records, reports Irving B. Green, president.

The 28-year old exec, Green stated, will report to him and Irwin H. Steinberg, executive vice-president for managerial direction, while Douglas will report to Charles Fach, vice-president of recorded product in New York for a. and r. direction. Douglas will headquarter in Mercury's newly-established western regional Hollywood office, where he will work in conjunction with the activity of Bob Sarenpa, who heads the corporation's western states' activity. Green emphasized that Douglas will work for all labels in the Mercury fold—Philips, Smash, Fontana, Limelight and Mercury, directly developing and signing new talent; cooperating with coastal indie producers in securing masters and talent and also working with established talent within the Mercury family of labels.

Douglas began his professional career as a musician with Duane Eddy in 1958. In 1959, he returned to his native Los Angeles, where for the next six years he worked as a sideman and later as a contractor, conductor and arranger for a variety of recording dates. In 1965, he joined the A&R staff of Capitol Records, Hollywood, his last affiliation. In the ensuing two years, he supervised sessions that produced such single hits as "Theme From Summer Place" by the Lettermen; "Queen Of The House" by Jody Miller and "Woman" by Peter and Gordon. Douglas also supervised 13 Capitol albums that hit the best-seller charts, including seven by the Lettermen; three by Wayne Newton; two by Jody Miller and one by Billy Preston.

CBS/Ed. Film Co.

(Continued from page 7)

at American and European film festivals.

In March 1966, when he announced the agreement for CBS acquisition of Creative Playthings, Inc., and its subsidiary, The Learning Center, Inc., suppliers of three-dimensional educational systems, Lieberman said, "We view this as just the beginning of an extended program in the new fields of education." The CBS educational services division was formed in June, 1966, as part of the CBS/Columbia Group, and in July Creative Playthings and The Learning Center became its first components. In announcing the new organization, Dr. Frank Stanton, president of Columbia Broadcasting Systems, Inc., said, "It is CBS' intention to participate prominently in the expanding educational services field. Through this Division, CBS expects to have a large part in one of the most important developments in the United States and abroad during the years ahead."

Bailey Films, Incorporated, has been privately held. Columbia Broadcasting Systems, Inc., shares are traded on the New York Stock Exchange and the Pacific Coast Stock Exchange.

Ragovoy will immediately initiate an "open door policy" with respect to the submission of masters, talent, as well as material.

Working closely with Ragovoy in the direction of Loma Records in New York City will be George Lee, vice president in charge of Eastern Operations.

All Warner Bros. distributors will continue to handle Loma product, with the company hoping to achieve a "small measure of success in this field as has Atlantic and Motown," an announcement said.

Ragovoy will make his offices at the Warner Bros. New York headquarters at 321 West 44th St.

Goldstein, Stone Added To Universal City Staff

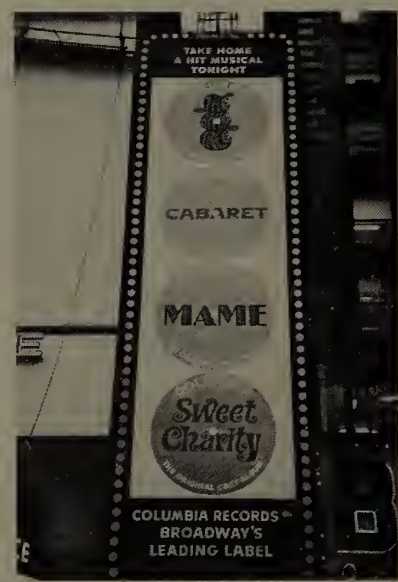
HOLLYWOOD — The newly-formed coast label, Universal City, continues to beef up its production staff with the addition of former FGG Production producer-composer Jerry Goldstein, Cash Box has learned. In addition the firm has also announced the signing of country producer Cliffie Stone.

Goldstein, who is also finalizing a contract as an exclusive writer for MCA Music, has produced such chart items as "Hang On Sloopy" by the McCoys and "My Boyfriend's Back" by the Angels. He is expected to be joining with A&R exec Dave Pell within the week and will be involved with bringing new attractions to the label as well as producing singles and albums for the firm.

Stone, who has discovered and managed such name artists as Tennessee Ernie Ford, Molly Bee and Tommy Sands, will be handling the C&W product for UC. In addition to producing masters, Stone will acquire talent and material for the label. His most recent assignment was scoring the motion picture "Hillbillies In A Haunted House."

Stone will continue to operate out of his own office at Central Songs Inc.

First release from the label will be a master picked up from Chickory Records. The side, reportedly a Denver-LA bustout, is titled "Acapulco Gold" by the Rainy Daze and ships this week (18). The second deck, set for release the following week, is a York-Pala production by the Daily Flash, called "The French Girl."



MUSICAL TOTEM—In a move designed to insure its being the "biggest and most prominent label on Broadway," Columbia Records has rented a 70' x 16' bi sign on the Great White Way, to advertise its original cast albums of "The Apple Tree," "Cabaret," "Mame," and "Sweet Charity." The sign (above) over "Sweet Charity's" Palace Theatre, seemed to take on the appearance of a totem pole with the albums stacked on top of each other.




LOOKING AHEAD

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

- 1 **WISH YOU DIDN'T HAVE TO GO**
(Fome—BMI)
James & Bobby Purify (Bell 660)
- 2 **GIRLS ARE OUT TO GET YOU**
(Camad—BMI)
Fascinations (Mayfield 7714)
- 3 **SIT DOWN, I THINK I LOVE YOU**
(Screen Gems, Columbia—BMI)
Mojo Men (Reprise 539)
- 4 **THAT'S THE TUNE**
(TM—BMI)
Vogues (Co & Ce 242)
- 5 **FEEL SO BAD**
(Travis—BMI)
Little Milton (Checker 1162)
- 6 **THERE'S SOMETHING ON YOUR MIND**
(Mercedes—BMI)
Baby Roy (Imperial 66216)
- 7 **SUNRISE, SUNSET**
(Sunbeam—BMI)
Roger Williams (Kapp 801)
- 8 **SWEETEST ONE**
(Polaris, Mellbridge—BMI)
Metros (RCA 47-8994)
- 9 **WAITING ON YOU**
(LZM, Yvonne, Amoco—BMI)
B. B. King (ABC 10889)
- 10 **CONSTANT RAIN**
(Peer Int.—BMI)
Sergio Mendes (A&M 825)
- 11 **TINY BUBBLES**
(Granite—ASCAP)
Don Ho (Reprise 507)
- 12 **CABARET**
(Sunbeam—BMI)
King Richard's Feugel Knights (MTA 115)
- 13 **KICK ME, CHARLIE**
(Law Twi—BMI)
Tommy Roe (ABC 10888)
- 14 **OH YEAH**
(Cardon—BMI)
Joe Cuba Sextet (Tico 490)
- 15 **BEND IT**
(Specterious—BMI)
Dave Dee, Dozy Beaky, Mick & Tick
- 16 **BLUES THEME**
(Dijan—BMI)
Arrows (Tower 295)
- 17 **OH BABY**
(ABC Music—BMI)
Bo Diddley (Checker 1158)
- 18 **I'VE BEEN LONELY TOO LONG**
(Slaccar—BMI)
Young Rascals (Atlantic 2377)
- 19 **NATURE BOY**
(Crestview—ASCAP)
Joe Harnell (Columbia 43902)
- 20 **LOVE YOU SO MUCH**
(New Colony—BMI)
New Colony Six (Sentar 1205)
- 21 **TIP TOE**
(Bontempt—BMI)
Robert Parker (Nola 729)
- 22 **OUR WINTER LOVE**
(Cramart—BMI)
Lettermen (Capitol 5813)
- 23 **MIDNIGHT HOUR**
(East, Cotillion—BMI)
Kit & Outlaws (Phillips 40420)
- 24 **NICKY HOEKY**
(Novalene—BMI)
P. J. Proby (Liberty 55936)
- 25 **FORTUNE TELLER**
Hardtimes (World Pacific 77851)
- 26 **YOU GOT TO ME**
(Tallyrand—BMI)
Neil Diamond (Bang 540)
- 27 **JUST LET IT HAPPEN**
(Blackwood—BMI)
Arbors (Date 1546)
- 28 **DIS-ADVANTAGES**
(Andrew-Scott—ASCAP)
Brass Ring (Dunhill 4065)
- 29 **SO YOU WANT TO BE A ROCK N' ROLL STAR**
(Tickson—BMI)
Byrds (Columbia 43987)
- 30 **THEME FROM THE WILD ANGELS**
(Dijan—BMI)
Ventures (Dolton 327)
- 31 **I WON'T COME IN WHILE HE'S THERE**
(Metric—BMI)
Jim Reeves (RCA 9057)
- 32 **THE HUNTER GETS CAPTURED BY THE GAME**
(Jobete—BMI)
Marvellettes (Tamla 54143)
- 33 **MY BEST FRIEND**
(After You—BMI)
Jefferson Airplane (RCA Victor 47-9063)
- 34 **SOUL SUPERMAN**
(Mellbridge, Polaris—BMI)
Hesitations (Kapp 790)
- 35 **SNOW QUEEN**
(Screen Gems, Columbia—BMI)
Roger Nicols Trio (A&M 830)
- 36 **THERE GOES MY EVERYTHING**
(Blue Crest—BMI)
Jack Greene (Decca 32023)
- 37 **THE BALLAD OF WALTER WART**
(Guard—BMI)
Thorndike Pickledish Choir (MTA 114)
- 38 **ANOTHER PAGE**
(Chardon—BMI)
Connie Francis (MGM 13665)
- 39 **FUNKY BROADWAY**
(Drive In Routine—BMI)
Dyke & the Blazers (Original Sound 64)
- 40 **PEOPLE LIKE YOU**
(Leo Feist—ASCAP)
Eddie Fisher (RCA 47-9070)
- 41 **CHILDREN OF ST. MONICA**
(Let It Happen—BMI)
Don Grady (Canterbury 501)
- 42 **NOTHING TO LOSE**
(Unort—BMI)
Classics IV (Capitol 5816)
- 43 **SPOUKY**
(Lowery—BMI)
Mike Sharpe (Liberty 55922)
- 44 **GRITS N' CORNBREAD**
(Pure Soul, Keymen—BMI)
Soul Runners (MoSoul 101)
- 45 **I WAS ONLY PLAYING GAMES**
(Apollo—BMI)
Unit 4 Plus 2 (London 1002)
- 46 **DON'T GO HOME**
(Loveable—BMI)
Shirelles (Scepter 12185)
- 47 **AIN'T NO SOUL IN THESE OLE SHOES**
(TM—BMI)
Major Lance (Okeh 7266)
- 48 **GREEN PLANT**
(Bright Tunes—BMI)
Tokens (B. T. Puppy 525)
- 49 **DADDY'S LITTLE GIRL**
(Cherio—BMI)
Al Martino (Capitol 5825)
- 50 **I'LL MAKE IT EASY**
(Madelan—BMI)
Incredibles (Audio Arts 60001)

Little Richard
"Hurry Sundown"
4-7271
(From the Otto Preminger
Motion Picture *Hurry Sundown*)



DOUBLE DYNAMITE

Walter Jackson
"Speak Her Name"
c/w "They Don't
Give Medals
(To Yesterday's
Heroes)"
4-7272

Okeh

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NEW YORK:

Jac Holzman, president of Elektra Records, has purchased (with Ernest Tannen) radio station WCCC-AM/FM-Hartford, Conn. The move, which is of course subject to FCC approval, is part of a continuing series of expansions within the Elektra organization. Elektra Records has recently opened a branch in London and an office on the Coast.

Pet Clark has been set by the White House Press Correspondents' Assoc. to headline their annual dinner in Wash., D.C. on Apr. 28th. . . . MGM's Robbie Porter has been set

label with "Show Girl In Town" by Wizard and the AHS.

Glaysd Shelley is reportedly pleased with response to her latest new cleffing, "Peace And Harmony" by Hildegarde. The lark has performed the song on both the "Today" and "Mike Douglas" shows.

Eddie Deane reports that "Smashed Blocked" by John's Children and "Blue Autumn" by Bobby Goldsboro are doing very well. Other lids singled out by Eddie are: "Hard To Get Thing Called Love," Tony Bruno; "Friday On My Mind," the Easybeats; and "Don't Go Out Into The Rain," the Seagulls.

with the Trousdale Strings dedicated to the "Best of Walt Disney." "Disadvantages Of You," the Benson and Hedges commercial, should smoke the Brass Ring back onto the national singles charts. It is, according to west coast promo man Bill Rogers and Dunhill president Jay Lasker, already a west and east coast "run-away hit." If it's possible to paint a portrait of an entire generation (artist Robert Vickrey attempted the task for Time) Steve Barri might have posed for Vickrey. The resemblance to the handsome youth in the foreground of Time's Jan. 6th cover, is, if not startling, considerable. P. F.

contract and career. Like many singers, she started singing in church and later formed a group with her two sisters. Asked how she felt about an eastern tour this month her obvious reply, "It may be winter outside, but in my heart it's spring," George Russell, repping Randy Wood and Dot, celebrates Rudy Vallee's 35th year in radio and his chart LP with a vagabond lover luncheon at the Brown Derby. . . . Columbia vp Bill Gallagher presented a gold record ("Somewhere My Love" LP) to Ray Conniff last week at the Beverly Hills Hotel with a cocktail clambake to celebrate the event.



LOU RAWLS



JEFFERSON AIRPLANE



CONNIE FRANCIS



FELICE TAYLOR



STEVE BARRI



BENNY GOODMAN

for a 1-man-TV'er (Mar.) in his native Australia. . . . Vaughn Monroe is currently playing the Rainbow Grill. . . . the MJQ is sked'ed for a Jan. 17th shot on the Mike Douglas TV'er to push their Atlantic LP, "Blues At Carnegie Hall." The group is on a tour that will reach such points as Va., Mass., N.Y., and Mich.

Ron Weisner says that the new Connie Francis record "Another Page," and the Enoch Light Project 3 single, "Theme From The Sandpebbles," are doing well. The big sellers, according to Ron, are: "Stand By Me," Spyder Turner; "Hello Hello," the Sopwith Camel; and "Talk Talk," the Music Machine.

Speaking from his office in the Metric Arcade, Al Altman informed us that he is represented on both the Frank Sinatra "That's Life" LP and the Andy Williams "In The Arms Of Love" set by "Sand And Sea." Al's also crowing about "Mon Amour" by Gilbert Beaud.

Atlantic has picked up an Ella Washington master entitled "The Grass Is Always Greener." Bob Rolantz says that the Dade deck of "The 10 Commandments Of Man" by Nicky Lee has had the lyric edited.

Dominic Sicilia is producing a concert by Eric Burdon and the Animals for the uptown campus of Hunter College. The show which is the American concert debut of the group, will be held in the Hunter auditorium at 69th St. and Park Ave. on Feb. 12th.

Jerry Ross is pushing: "California Nights," Lesley Gore; "I Dig You Baby," Jerry Butler; "98.6," Keith; and "We Ain't Got Nothin' Yet," the Blues Magoos.

The Buffalo Springfield was in town last week being cut by Charlie Greene. Charlie says that the group's "For What It's Worth" deck on Atco should break wide open soon.

Johnny Tillotson will be coming into the Copa for 2-weeks on June 22nd. . . . Connie Francis will be in San Remo for the festival. . . . Erroll Garner is set for keyboard shots with both the Milwaukee and Cincinnati symphonies in the Spring. . . . Anthony and the Imperials are set for an 11-day gig at the Whiskey Au-Go-Go in L.A. starting Mar. 8th. . . . Judy Collins is set for an airing on the "Direction" TV'er on Feb. 12th. . . . the Elgins are currently playing the Howard Theatre in Wash. DC. . . . the Contours are working Philly's Uptown. . . . the Four Tops played the Stoney Brook campus of New York State Univ. on Jan. 14th.

The Nashville-based indie team of Bobby Russell and Buzz Cason is debuting their newly formed Elf

Billy Smith has taken a position with the Phil Strassberg firm as an account executive. He will work primarily with teen mags and musical groups. Denise Mourges has also been hired by the firm, which has just taken new (and larger) offices at 527 Madison Ave.

Bill Darnell at Bang is very big on the latest Neil Diamond outing, "You Got To Me." He says it's definitely top 5 but that he'll "settle for number 1."

Marty Thau reports that the ratings battle currently raging between Cleveland's WKYC, WHK, and WIXY is livening up the Cleveland record market.

Lou Rawls, Capitol's blues-singing powerhouse, did a very well attended concert at Carnegie Hall last Friday night. . . . Elektra-acted topical song writer and singer, Phil Ochs, was a guest on the debut segment of the Al Capp TV'er out of Boston.

HOLLYWOOD:

If, as Time Magazine suggests, the Man of the Year is "that generation of dazzling diversity"—the man and woman of 25 and under—then the west coast A&R Man of the Year must be the 24 year old baby faced fingerling famed composer-producer who goes by the name of Steve Barri. Recently appointed A&R Director for the major indie Dunhill Records, Brooklyn born Barri is a juvenescent junior exec, about three light years away from Phil Spector (27), five from Nick Venet (29) and not much older than springtime. Or Sonny Bono (?). Barri started his composing career behind the counter at Norty's Record shop on Fairfax back in '58—"Suzie Jones" was the first title and it is not one of the standard catalogue items at Warner Bros. Later Steve cut a demo of "When Two People" with Carol and Cheryl Connors which Russ Regan approved and released on Remarca. A local bust-out, Lou Adler purchased the master for Dimension and, in the process, Steve was introduced to another fledgling, Phil Sloan.

"Kick That Little Foot Sally Ann" by Round Robin on Domain was the chart result and "Eve of Destruction" (composed by Sloan and co-produced by Barri and Adler), "You Baby" (composed by Barri and Sloan), "Secret Agent Man" (also Barri and Sloan) "A Must to Avoid", "Hold On", "Where Were You When I Needed You" and "I Found A Girl" followed. Currently Barri is producing such talents as Sloan, the Grass Roots, Brass Ring and has just completed an LP charted by Sid Feller

Sloan, incidentally, is 21 years old. But that's another column.

A couple of weeks back we attempted to forecast the preliminary selections for Oscar nominations in the best song category. We named ten out of the 174 titles eligible, admitting that with five correct guesses we'd consider ourselves clairvoyant. Call it beginner's luck, we came up with 8 out of 10. They are (as announced this past week by the Academy) "Alfie", "Any Wednesday", "Born Free", "Georgy Girl", "In The Arms Of Love", "Moment To Moment", "A Time for Love" and "Wish Me a Rainbow". We did not include "My Wishing Doll" (from "Hawaii") and "I'll Be Back" (from "Spinout"), Sid Wayne, who (along with Ben Weisman) composed the "Spinout" tune for Elvis Presley, informs that this is the first Presley title to have ever made even a preliminary list. Which gives us new hope for the music branch which, last year, snubbed the Beatles "Help" and, in '64, neglected "Hard Day's Night". As for forecasting the five you'll be hearing on the Academy Awards Show in April, we'll just rest on our laurels. Our favorite continues to be "Alfie" but our guess is, that if the final vote were to take place today, "Born Free" would be home free.

Add Liberty to the grapevine list of labels bidding for the talents of Andy Williams. . . . Another insistent rumor to the effect that the Whiskey A Go Go (currently exhibiting the talents of Smokey Robinson and the Miracles) will move from Sunset to Melrose with additional backing by Steve McQueen. . . . Eddy Arnold in town to cut the title tune to the Glenn Ford-Inger Stevens flick "The Long Ride Home"—also taping the Danny Kaye TV'er this week. . . . Benny Goodman flies to Denver for a concert with the Denver Symphony in behalf of the National Jewish Hospital there. He'll be seen next month (Feb. 26) on NBC-TV's "Bell Telephone Hour" in a segment filmed last summer at the International Jazz Festival at Comblain-la-Tour, Belgium. And, looking ahead, Goodman has been asked to do another Carnegie Hall concert in '68, a nostalgic repeat of his historic 1938 appearance.

"West Coast Girl of the Week" is 21 year old Felice Taylor whose "It May Be Winter Outside" warmer on Mustang is a national chart climber; this her initial single. It all started when Felice read about Mustang's search for new talent in "Soul", KGFJ's teenage newspaper. She applied and came away with a solo

CHICAGO:

One of the first—and without a doubt swingiest—parties of the year was hosted by RCA-Victor last week in honor of the Jefferson Airplane! Group's upcoming Dynagroove album is tagged "Surrealistic Pillow"! . . . Congrats to impresario Ed Pazzur and his new bride, the former Theda Ahern, his most capable gal Friday and production assistant. Ed's entire operation recently moved into new quarters in the Marina City Complex. . . . Chi-based One-derful Productions has a hot new master on the Flash label tagged "Mr. Shy" by Billy McGregor. Deck's reportedly been holding its own here, r&b-wise, and indications are it is beginning to break in pop circles! . . . The Kingsmen (Wand) are due in 1/27 for a concert at Northwestern University. . . . Newly formed Press Clippings Limited (PCL), which covers all Negro-oriented publications in the U.S., hosted a cocktail party honoring songster Johnny Nash (MGM) who signed a long-term contract with the company. Firm recently commenced operations in Chicago, Detroit and Cleveland. . . . It was nice chatting with Marcia Hillman, who came to town last week with The Youngbloods, to lay the groundwork for their upcoming tour of one-nighters in this area. Group is currently riding the national charts with "Grizzly Bear" (RCA). . . . Mercury's Chuck Livingston is all aglow over the fantastic chart progress of Keith's "98.6" and the Blues Magoos "We Ain't Got Nothin' Yet" from their "Psychedelic Lollipop" album. He's expecting a big breakthrough with the current Lesley Gore outing "California Nights". (So what else is new, Chuck). . . . Speedy recovery to Frank Giacalone (Summit Dist.) who underwent minor surgery. . . . The New Colony Six have a big one in the making tagged "I Love You So Much." . . . Near north banjo parlor, Your Father's Mustache, hosted a cocktail party (11) to kick off its first annual Ronald Reagan Film Festival! . . . Center of excitement at Garmist Dist. are newies "Disadvantages Of the Brass Ring (Dunhill), "Go Go Round" by Gordon Lightfoot (UA) and "What Will Mary Say" by Jay Black (of Jay The Americans) on UA. . . . Alvin Cash, whose tight '67 schedule began with a 17-day tour of Europe followed by a starring spot on the "Where The Action Is" TV'er, is readying a new album for release shortly. Songster's current single click is "Alvin's Boo Ga Loo".

Another **SMASH!**
THE YOUNG
RASCALS

Lonely Too Long

ATLANTIC #2377 (Single available in four color sleeve)

from their smash LP "COLLECTIONS"

Atlantic 8134/S08134



Management: Sid Bernstein
Booking: Associated Booking Corporation



Everybody loves somebody on Pickwick/33. And why not?

New for '67



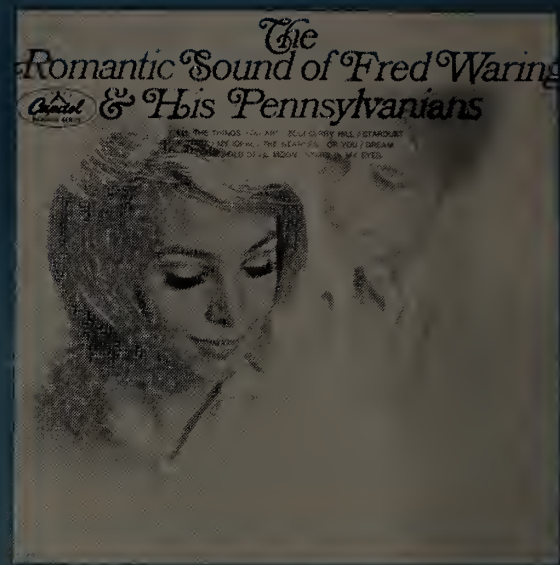
You Can't Love 'Em All
Dean Martin

SPC-3057



Simon & Garfunkel

SPC-3059



The Romantic Sound
Fred Waring And The Pennsylvanians

SPC-3451

Pop



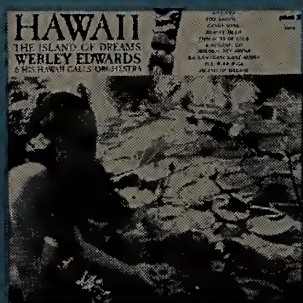
The Happy Sound Joe "Fingers"
Carr & His Piano & Orch.

SPC-3060



And That Reminds Me
Della Reese

SPC-3058



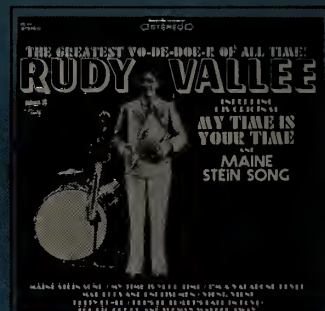
Hawaii - The Island of Dreams
Werley Edwards & His Hawaii Calls Orch.

SPC-3052



Polka All The Way
Stosh & His Orch.

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MAINE STEIN SONG

Country/Western



Last Day in The Mines
Dave Dudley

JS-6045



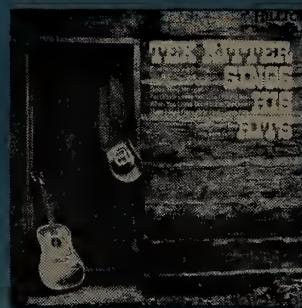
Country Star Time
David Houston/Sonny James

JS-6044



His Great Hits
T. Texas Tyler

JS-6042



Sings His Hits
Tex Ritter

JS-6043



Favorite Overtures
Royal Philharmonic Orch.
Sir Thomas Beecham

SPC-4035

Classical



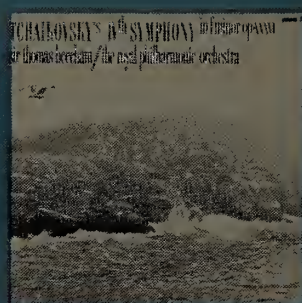
Moussorgsky: Pictures at an Exhibition
Ravel: Bolero
Royal Philharmonic Orch.
Eugene Goossens

SPC-4031



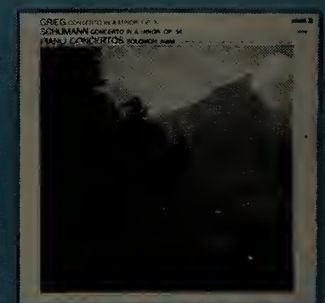
Tempo Espanol
Capitol Symphony Orch.
Carmen Dragon

SPC-4032



Tchaikovsky's 4th Symphony
Royal Philharmonic Orch.
Sir Thomas Beecham

SPC-4033



Grieg & Schumann Concerti
Philharmonic Orch.
Solomon, Piano

SPC-4034



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All-time favorites



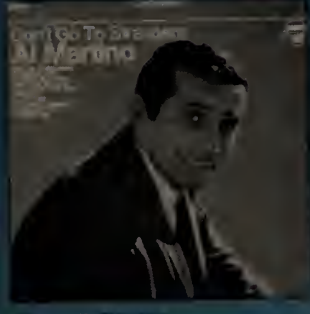
The Nearness of You
Frank Sinatra SPC-3046



Love Is a Funny Thing
Nat King Cole SPC-3046



Guess Your Pea Pickin' Heart
Tennessee Ernie Ford SPC-3047



Don't Go To The Sun
Al Martino SPC-3049



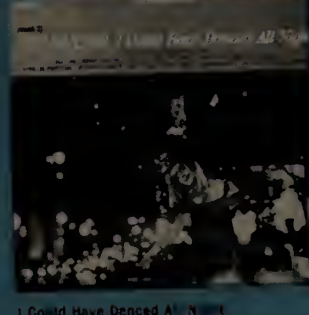
I Feel A Song Coming On
Judy Garland SPC-3044



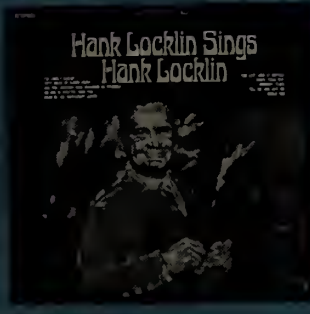
His Golden Trumpet & Voices
Ray Anthony SPC-3009



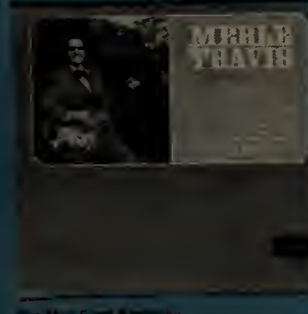
Come All Ye Faithful
Kate Smith SPC-1002



I Could Have Danced All Night
Les Baxter SPC-3048



Hank Locklin Sings
Hank Locklin SPC-3040

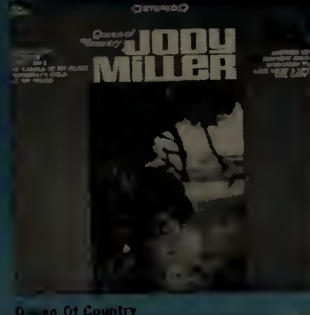


The Merle Travis Story
Merle Travis JM-6040

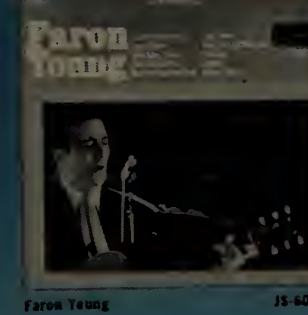
Country/Western
HILLTOP
The Authentic Sounds of
Country & Western Music



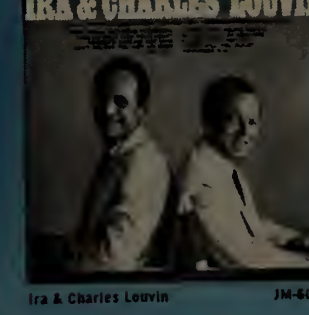
I Fall to Pieces
Patsy Cline JM-6038



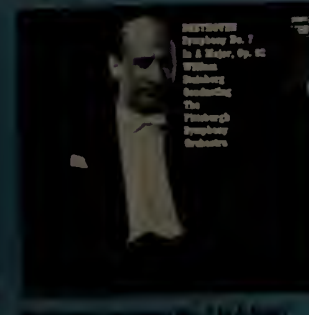
Queen of Country
Jody Miller JS-6036



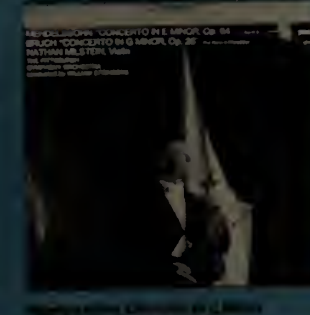
Faron Young JS-6037



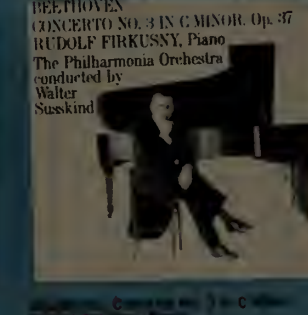
Ira & Charles Louvin JM-6036



Symphony No. 7
Walter Susskind SPC-3042



Concerto in E Major
Walter Susskind SPC-3042



Concerto No. 3 in C Minor
Walter Susskind SPC-3042



Eulenspiegel's Merry Pranks
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RECORD REVIEWS

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

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

Pick of the Week

LOVE IS HERE, AND NOW YOU'RE GONE (2:35)
[Jobete, BMI—Holland, Dozier, Holland]

THERE'S NO STOPPING US NOW (2:37)
[Jobete, BMI—Holland, Dozier, Holland]

THE SUPREMES (Motown 1103)

The ever-popular Supremes are at the top of their form on this bright, rhythmic, pulsating Motown-sound excursion. The side is tabbed "Love Is Here And Now You're Gone" and is partly narrated. "There's No Stopping Us Now" is a bouncy effort that should also get a lot of play.

DADDY'S LITTLE GIRL (2:25) [Cherio, BMI—Burk, Gerlach]

DEVOTION (2:28) [Sounds, ASCAP—Cesana]

AL MARTINO (Capitol 5825)

After slicing off a nice chunk of the "Wheel Of Hurt" sales apple, Al Martino comes right back with another winning effort in "Daddy's Little Girl." Already getting nice action, the Martino-crowned standard should carve itself another big chart niche. "Devotion" is another real pretty ballad. Also sounds good.

I WISH YOU COULD BE HERE (2:45)
[Charing Cross, BMI—Simon, Woodley]

THE VISIT (She Was Here) (2:14)
[Sherman-DeVorzon, BMI—Chandler, McKendry]

CYRKLE (Columbia 43965)

Right behind their "Please Don't Ever Leave Me" chart stand, the Cyrkly comes across with "I Wish You Could Be Here," which should soon spin the boys right back up the best-seller lists. Another goodie from the crew. "The Visit (She Was Here)" is a pleasant, softly done stanza.

KEEP A LIGHT IN THE WINDOW TILL I COME HOME (3:21)
[Kags, BMI—Alexander]

TIME IS A THIEF (2:41) [Acuff-Rose, BMI—Newbury]

SOLOMON BURKE (Atlantic 2378)

A veteran of the twin-market theatre, Solomon Burke unleashes a vocal barrage that could well conquer armies of pop and r&b fans. Plug side, "Keep A Light In The Window Till I Come Home," is a plaintive, moaning tale of homesickness on the GI front. "Time Is A Thief" has a similar sound.

I'VE BEEN LONELY TOO LONG (2:04)
[Slacsar, BMI—Cavaliere, Brigati]

IF YOU KNEW (3:01)
[Slacsar, BMI—Cavaliere, Brigati, Carnish, Danelli]

THE YOUNG RASCALS (Atlantic 2377)

All of the many loyal fans of the Young Rascals should go for this thumping pounding effort by the boys. "I've Been Lonely Too Long" is a soulful, medium-paced, blues-toned side that is a strong chart contender. "If You Knew" is a smooth ballad for the romance minded.

THE PEOPLE IN ME (2:53) [Thrush, BMI—Bonniwell]

MASCULINE INTUITION (2:08) [Thrush, BMI—Bonniwell]

MUSIC MACHINE (Original Sound 67)

The Music Machine follows up its initial chart smash of "Talk Talk" with what looks like another sure-fire money-maker. Plug side, "The People In Me" is a psych-eastern flavored rocker with plenty of teen appeal. "Masculine Intuition" is another strong thumper.

Pick of the Week

SO YOU WANT TO BE A ROCK 'N ROLL STAR (2:04)
[Tickson, BMI—McGuinn, Hillman]

EVERYBODY'S BEEN BURNED (3:03) [Tickson, BMI—Crosby]

BYRDS (Columbia 43987)

Although they've been cold for a spell, the Byrds threaten to bounce back strongly with "So You Want To Be A Rock 'N Roll Star." The boys offer a wild, steady-moving pounder that's already getting big air action. "Everybody's Been Burned" is a slow-moving, blues-drenched soft-rocker.

DON'T GO HOME (MY LITTLE DARLIN') (2:20)
[Loveable, BMI—Lehmann, Lebowsky]

NOBODY BABY AFTER YOU (2:40) [Loveable, BMI—Jordan, Shaw]

THE SHIRELLES (Scepter 12185)

The Shirelles have a sure-to-please deck for their many fans with "Don't Go Home (My Little Darlin')." The rhythmic, bouncing while-backer was popularized by the Playmates and might easily make it again. "Nobody Baby After You," on the flip, is another pleasant effort.

THE HUNTER GETS CAPTURED BY THE GAME (2:47)
[Jobete, BMI—Robinson]

I THINK I CAN CHANGE YOU (2:44) [Jobete, BMI—Robinson]

THE MARVELETTES (Tamla 54143)

Already making noise, "The Hunter Gets Captured By The Game" is a front running candidate for sales and spins throughout the country. Lid is a pulsing, soulful effort and should be a powerhouse with the Marvelettes' many fans. "I Think I Can Change You" holds more of the same.

THINK SOMETIMES ABOUT ME (2:25) [Partita, BMI—Andrews]

HIDE ALL EMOTION (3:05) [Partita, BMI—Wilde]

SANDIE SHAW (Reprise 0546)

Seems to be enough strength in this new Sandie Shaw outing to bring the British lark back to the American chart scene. Side to watch, "Think Sometimes About Me," is a powerful ballad with a lush ork backing and loads of appeal. "Hide All Emotion" is a thumping, mid-tempo stand.

YOU GOT TO ME (2:45) [Tallyrand, BMI—Diamond]

SOMEDAY BABY (2:17) [Tallyrand, BMI—Diamond]

NEIL DIAMOND (Bang 540)

Neil Diamond is riding a strong chart contender with "You Got To Me." The side is a rhythmic, blues-toned, Medium-paced, funky romp that should please all of the artist's many fans. "Someday Baby" is a groovy, folk-flavored, shuffler.

I'M A BOY (2:34) [Dartmouth, ASCAP—Townshend]

IN THE CITY (2:20) [Essex, ASCAP—Moon, Entwistle]

WHO (Decca 32058)

Consistently popular in Britain, the Who may establish themselves firmly on these shores as a result of "I'm A Boy." Way up high on the English charts, the easy-paced rocker could do likewise here. "In The City" is a danceable mover.



LRP-3487/LST-7487

G



GARY LEWIS & THE PLAYBOYS

ARE OUT TO PAINT THE TOWN GREEN \$\$\$ WITH A BRAND NEW ALBUM

AND A SMASH HIT SINGLE!

"WHERE WILL THE WORDS COME FROM"

=55933



RECORD REVIEWS

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

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

Pick of the Week

BIRDS OF A FEATHER (Yeh-Yeh-Yeh) (2:21)
[Irmaos Vitale S. A., BMI—Kelly]

STEP BY STEP (2:22) [E. B. Marks, BMI—Angelos, Kohan, Stolz]

RAY CHARLES SINGERS (Command 4092)

The Ray Charles Singers have stepped out of their usual bag to come up with a wild item dubbed "Birds Of A Feather (Yeh-Yeh-Yeh)." This one features a strong, throbbing Latin sound and very "busy" track. Could go. "Step By Step" is an easy-swinging soft shoe sound.

Newcomer Picks

THE PLAYGROUND (2:53) [Al Gallico, BMI—Catana, Cooper]

LONELY CLOWN (2:40) [Easy Listening, ASCAP—Maxwell, Denoon]

DEBBIE LORI KAYE (Columbia 43999)

After coming close several times in the past, Debbie Lori Kaye looks like she's finally ready to bust loose as a result of this first rate session. Tabbed "The Playground," the tune is a big-sounding, pleading social message filled with moody imagery. "Lonely Clown" is a torchy blueser.

MY GENERATION (2:36) [Devon, BMI—Townshend]

GIRL (2:47) [McLean, BMI—Lennon, McCartney]

THE ROVIN' KIND (Dunwich 146)

This hard, driving, frenetic, workout might just be the right kind of tune for the Rovin' Kind. Infectious lid builds to screaming peak. Complete change of pace on the flip with a smooth gentle, relaxed treatment of "Girl."

FLOATING DOWNSTREAM ON AN INFLATABLE RUBBER RAFT
(2:37)

[Logma, Gringo, BMI—Loggins]

ON FRIDAY (2:46) Gringo, Logma, BMI—Loggins]

THE SECOND HELPING (Viva 605)

The Second Helping should get more than their share of spins and sales the first time around with this groovy rock romancer for an initial venture. Side has a semi-oriental mystical flavor about it. "On Friday" is a medium-paced, bluesy romp.

A TWO LEGGED BIG EYED YELLOW HAired CRYING CANARY
(2:44)

[Bikini, ASCAP—Vance, Williams]

BIRD WALK (2:00) [Bikini, ASCAP—Vance, Williams]

NON CONFORMISTS (Scepter 12184)

The Non Conformists may find they've been molded into a top record act when "A Two Legged Big Eyed Yellow Haired Crying Canary" wings out across the U.S. Bouncy, good-time effort should get spins aplenty. "Bird Walk" is a bouncy pulsating instrumental.

CLOCK ON THE WALL (2:45) [BMI Canada Ltd.—Bachman]

OUTSIDE CHANCE (2:00) [Ishmael, BMI—Crocker, Zevon]

SOUNDS LIKE US (Fontana 1570)

Here's a groovy version of "The Clock On The Wall" that could prove very timely for the Sounds Like Us. In a contagious, squirming rocker the boys speak out against being chained to schedules. "Outside Chance" is another teen-slanted offering.

Newcomer Picks

TELL IT LIKE IT WAS (2:30) [Olrapp, BMI—Davis, Diamond]

TROLLIN' (2:01) [Tom Ayres, Cal, BMI—Ayres]

SUNNY LANE (HBR 513)

On the crest of Aaron Neville's giant "Tell It Like It Is" success, Sunny Lane stands an excellent chance to rack up big sales with her femme answer dubbed "Tell It Like It Was." The lark's excellent job makes this a good choice for programmers. "Trollin'" is a funk-filled throbbing instrumental.

ROCK AND ROLL GYPSIES (2:20) [Viva, BMI—Tillison]

ROAD TO NOWHERE (2:55) [Screen Gems-Columbia, BMI—Goffin, King]

HEARTS AND FLOWERS (Capitol 5829)

The Hearts and Flowers make a strong bid for national attention with their offering of "Rock And Roll Gypsies." The folk-rockish message gets a smooth treatment here and certainly has the ingredients necessary to make it a biggie. "Road To Nowhere" is another folk-rocker with a similar sound.

MUMMY DOESN'T LIVE HERE ANYMORE (The Chicken Song) (1:50)
[Tri-Part, Pambar, BMI—Barkan]

(Rover) THE SHAGGY DOG (2:57)
[Faithful Virtue, BMI—Ullett, Hendra]

TONY & NIC (Columbia 43986)

The uproarious comedy team of Tony Hendra and Nic Ullett should get lot of air action with this side, which they dub "Mummy Doesn't Live Here Anymore." Along with their "Highly Trained Dancing Chickens" the two offer an unusual satire on the musical sound of the '30s "(Rover) The Shaggy Dog" is a biting comic-folk type ditty.

PROMISE HER ANYTHING (2:15)
[Johnny Thompson, BMI—Thompson, London]

FOR US THERE'LL BE NO TOMORROW (1:55)
[Johnny Thompson, BMI—Thompson]

JOHNNY THOMPSON QUINTET (Guitarsville 2126)

Could be very big things in store for the Johnny Thompson Quintet, which takes an old kiddie ditty (lullaby type) and adds enough zonk and bezazz to make it a teeny-bopper's delight. "Promise Her Anything" might fulfill its promise. Flip, "For Us There'll Be No Tomorrow," is a dance-slanted pulser.

Best Bets

BRENDA & THE TABULATIONS FLOYD CRAMER (RCA Victor 9065)
(Dionn 500)

● DRY YOUR EYES (2:30) [Bee Cool, BMI—Payton, Coates] Slow-paced, gutsy wailer could push this deck to the top of the charts. Should be a winner for Brenda & the Tabulations.

● STOOD UP (2:04) [Blackwood, BMI—Blackwood] Key-boarder Floyd Cramer could well zoom back into the pop charts with this charming tinkler. Good music spinners should especially dig it.

(B+) THE WASH (2:10) [Bee Cool, BMI—Payton, Coates] Love] Fast rocker about a new dance called the "Wash."

(B+) GOOD VIBRATIONS (2:52) [Sea of Tunes, BMI—Wilson, Love] Nice chorus backing on this instrumental version of the Beach Boys' giant.

LOOK To



LIBERTY FOR '67

LRP-3487 / LST-7487



LRP-3491 / LST-7491



LRP-3493 / LST-7493



LRP-3494 / LST-7494



LRP-3495 / LST-7495



LMM-13038 / LSS-14038



BLP-2050 / BST-8050



BLP-16506 / BST-17506



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- Lewis-Ventures "Look To" Display!
- "Frenchy" Becaud Kiosk!
- Gary Lewis, Ventures, 50 Guitars, & Guitar Phonics Counter Supplements!
- Eye-catching, Colorful Streamers!
- Easel Jackets Galore!





RECORD REVIEWS

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

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

Best Bets

GABOR SZABO (Impulse 45-254)

● SPELLBINDER (2:59) [Gabor, Cardigan, BMI—Szabo] Swinging, Latin-flavored instrumental could catch a big audience for Gabor Szabo. Watch this one go.

(B+) WITCHCRAFT (2:57) [Morley, ASCAP—Leigh, Coleman] More Latin sounds over here.

PATTI AUSTIN (Coral 62511)

● WHAT A DIFFERENCE A DAY MAKES (2:48) [Marks, Adams, BMI—Grever, Adams] Lifting, poetic ballad about the change love makes in a person's outlook. Should earn a chart spot for lark Patti Austin.

(B+) GOT TO CHECK YOU OUT (2:30) [Merrimac, BMI—Decoteaux] A word of caution here.

RICK SHORTER (Columbia 4-43881)

● FUNKY BUTT HALL (2:42) [Marks, BMI—Shorter] Pounding, pulsating rocker about a New Orleans dance hall could make this deck happen for Rick Shorter. Eye it with care.

(B+) THE HARD ROAD BACK (2:48) [Marks, BMI—Shorter] Solid, hard-driving foot-stomper on the back.

RON UNDERWOOD (Columbia 4-43981)

● TRUDY (2:12) [Piccadilly, BMI—Henderson] Bright, happy-go lucky instrumental holds high chart potential and should earn plenty of spins for Ron Underwood. Eye it closely.

(B+) TENDER LOVE (2:54) [Saxton, BMI—Underwood] Slower instrumental on this side.

GAYLEN ADAMS (Bullet 10999)

● TIME IS SLIPPING AWAY (2:26) [Margie, BMI—Famen, Halsey] Bouncy, fast-moving toe-tapper about time and love should be a big winner for Gaylen Adams. Chart action is indicated.

(B+) LOVE MEETS NO STRANGERS (2:25) [Margie, BMI—Baldwin] Soft, mid-tempo ballad on the flip.

JONNA JAYE (Jolar 1068)

● HE'S NOT YOUR KIND (2:07) [Metric, BMI—Stone] Hard-driving rock effort should pull in a nice slice of the pop sales action. Should be especially big with the teen set.

(B+) IT'S YOUR WORLD (2:05) [Paisley, BMI—Wayne] Pretty melody-rocker over here.

BRIMSTONES (MGM K13653)

● IT'S ALL OVER NOW BUT THE CRYING (2:25) [Neillrae & Lesric, BMI—Winkler, Alexander, Stanford] Hard-driving, powerhouse rock offering should be heard throughout the air waves.

(B+) WHAT IS THIS LIFE? (2:00) [Neillrae, BMI—Winkler, Stanford, Alexander, Perreault] Funky ballad with loud drum in the background.

WILLIE HARVEY (Capitol P 5821)

● HITCHHIKE BACK TO GEORGIA (2:20) [Lowery, BMI—South] Bouncy, shouting romp could be a big winner for Willie Harvey. Watch this one move.

(B+) WALKIN' (2:15) [Lowery, BMI—Smith] Same for this side.

JIMMY CHURCH

(Sound Stage 45-2580)

● YOU'VE GOT ME (2:44) [Doorway, BMI—Jones, Church] Wailing, soulful R & B rocker might woo a lot of fans for chanter Jimmy Church. Could score big on the charts.

(B+) TWINKLE (2:43) [Cape Ann, BMI—Lee] Haunting arrangement of "Twinkle, Twinkle, Little Star."

DICKY TREADWAY (T.S.M. 671T-8321)

● PARTY CRASHER (2:16) [Ramsgate, BMI—Haskin] Zany spoof about a teenage party could shoot this deck to the top of the charts. Watch it.

(B+) FESS UP (2:24) [Westex, BMI—Smith, Cowan] Melodic romper on the flip.

SAM BAKER (Sound Stage 45-2579)

● JUST A GLANCE AWAY (2:12) [Cape Ann, BMI—Orange] Sam Baker says his girl's out of reach, but a chart spot should be within easy grabbing distance for "Just A Glance Away." Should see lots of action.

● SAFE IN THE ARMS OF LOVE (2:42) [Cape Ann, BMI—Orange] Slow, steady rock effort with Baker singing falsetto.

ROY BLACK

(Verve/Folkways KF5025)

● I NEED YOU (2:59) [Shapiro, Bernstein, ASCAP—Arland, Callender] Flowing, lushly ork'd ballad could earn sales galore for Roy Black. Keep tabs on this one.

(B+) I AM NOT ALONE (2:27) [Chappell, ASCAP—Arland, Stillman] Romantic, continental-flavored ode here.

Best Bets

JASON EDDIE AND THE CENTREMEN (Capitol P 5727)

● SINGING THE BLUES (2:28) [Acuff-Rose, BMI—Endsley] Frenetic, high-speed rocker, could be action for Jason Eddie. Watch it closely.

(B+) TRUE TO YOU (3:23) [Centremen] Soulful, throbbing ballad over here.

RONNIE GOODSON (Uptite U-251)

● I WOULDN'T GIVE A NICKEL (2:25) [Jildana, ASCAP—Weiss] Tuneful, mid-tempo love ode could see plenty of chart action. Deserves careful attention.

(B+) YOU KEEP ME GUESSIN' (2:31) [Jildana, ASCAP—Weiss] More of the same on this side.

THE RAINY DAY FRIENDS

(World Pacific 77862)

● AWAY TO SOME OTHER WORLD (2:55) [Retlaw, BMI—Paris] Cute, brisk-moving ditty about two lovers who want to escape reality. Should climb high on the charts.

(B+) DON'T YOU FEEL RAINED ON? (2:17) [Third Story, BMI—Stills] Haunting, blues-tinged venture on the flip.

JOHNNY FEVER

(RCA Victor 47-9071)

● ZOMBIE (2:24) [Falstaff, BMI—Chorney, Fuller] Powerful, pulsating rocker could earn spins aplenty for Johnny Fever. Eye it.

(B+) WONDERFUL WORLD OF THE HEART (2:37) [Morris, ASCAP—Chorney, H. & S. Shrager] Pensive, lilting ballad on the back.

DUKE ELLINGTON (Reprise 0541)

● DON'T GET AROUND MUCH ANY MORE (2:33) [Robbins, ASCAP—Ellington, Russell] Big band swinger should score high with Ellington fans. Scan it closely.

(B+) SATIN DOLL (2:27) [Tempo, ASCAP—Ellington, Strayhorn, Mercer] Same over here.

SNOOPY AND THE OTHERS

(Hickory 45-P-1432)

● SWEET THANG (2:15) [Suma, Stuckey, BMI—Stuckey] Scorching, country finger-snapper could stir up a lot of pop sales action for this deck. Chart material.

(B+) YOU BETTER TAKE ME HOME (2:05) [Acuff-Rose, BMI—Kennedy, David] Pumping, pulsating rocker on the flip.

EARL VAN DYKE & THE MOTOWN BRASS (Soul 35028)

● 6 BY 6 (2:20) [Jobete, BMI—Nixon, Riser] Pounding, foot-stomping instrumental might get a solid foothold on the charts. Should be a big one for Earl Van Dyke & the Motown Brass.

No information on the flip side available at this time.

THE TROPICS (Columbia 4-43976)

● TIME (2:03) [Yubash, BMI—Sousa] Potent, free-swinging finger-snapper about a boy who wants his girl to give him more time. Look for this one on the charts.

(B+) AS TIME'S GONE (2:23) [Yubash, BMI—Schweikerp, Lamp] Zestful, gutsy rocker over here.

RICHARD "GROOVE" HOLMES

(Pacific Jazz 88137)

● IT MIGHT AS WELL BE SPRING (2:59) [Williamson, ASCAP—Rodgers & Hammerstein] Light-fingered organ playing and a groovy jazz arrangement might make this one happen for Richard "Groove" Holmes. Eye it carefully.

(B+) THIS HERE (2:36) [Estella, BMI—Timmons, Dorough] More swinging jazz sounds on the flip.

SCOTT MCKENZIE (Epic 5-10124)

● NO, NO, NO, NO, NO, NO (2:55) [Southern, ASCAP—Stephens, Polnareff] Catchy, full-harmonied melody rocker could beat a path to the top of the charts. Scan it.

No information on the flip side available at this time.

THE OVERTONES (Ajax 175)

● HOME TYPE GIRL (2:42) [Sinisi, BMI—Ponzi] Gentle but swift-moving ode about a boy who needs a home type girl. Might provide a chart berth for the Overtones.

(B+) THERE'S A GIRL DOWN THE WAY (2:12) [Artville, BMI—De Trano] Pretty, rhythmic ballad over here.

THE JONES BOYS (Atco 45-6460)

● COULD THIS BE THE START (2:21) [Screen Gems Columbia, BMI—Lee, Reynolds, Addington] Smooth, easy-going love ode could secure a high chart position for the Jones Boys. Deserves watching.

(B+) IF I EVER FIND THE TIME (2:37) [Gold Dust, BMI—McDill] Same here.

Look



3 WAYS FOR JAN.!

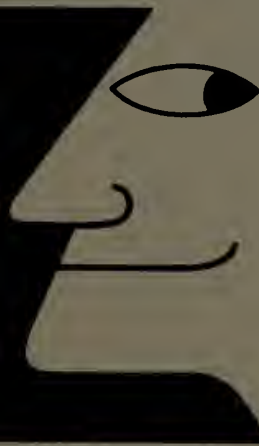
*Look
to*



IMPERIAL for '67



Look



LP-9335 / LP-12335



Look



LP-9339 / LP-12339



Look



LP-40007 / LP-24007





ACAPULCO, MEXICO—The relaxed atmosphere of the tremendously successful MGM Convention held in this city last week is evident from the expressions on the faces of this genial group seen above. Dining amidst the splendor of the beautiful evening view of Acapulco Bay are (l. to r.) Frank Mancini, MGM's director of artist relations; Mrs. & Mr. Hal Cook, publisher of Billboard; Mrs. & Mr. Acy Lipman, Acy is of the W. H. Schneider Company, ad agency for MGM; Jack Maher, ad director of MGM and his wife; Stan Soifer, Cash Box account exec.; Martv Ostrow, Cash Box vice pres.; Valerie and Mort Nasatir, president of MGM Records.

MGM Promotes 2 In Coast Expansion

NEW YORK—MGM Records is expanding its west coast operations and has promoted two of its west coast men to important new positions. Clive Fox, who was handling regional promotion for the label on the west coast, will now head up the new office with the title of director of west coast operations. Lu Fields, who was associated with the MGM branch in Los Angeles, has been advanced to the position of district field representative. The announcement of these two promotions was made recently by Mort Nasatir, president of MGM Records.



CLIVE FOX

LU FIELDS

Prior to taking over this new position for the label, Clive Fox worked for MGM in New York as a promotion man.

Lu Fields' career in the music and record business included employment stints as promotion man for MGM Records' branch in Los Angeles as well as positions with Ava Records, Record Sales Distributors and Kapp Records. At one time he was west coast rep and columnist for Music Reporter Magazine.

The new operation will allow for an increase in the control of sales and distribution and will also speed up communication to all west distributors.

Both Clive Fox and Lu Fields will headquarter at the company's new west coast office located at 9255 Sunset Blvd., Los Angeles, California.

Ortman New Decca Mgr.

NEW YORK—Sydney N. Goldberg, vice-president and general sales manager of Decca Distributing Corp., has announced the appointment, effective immediately, of Kent Ortman to the position of manager of the company's Atlanta sales branch, located at 156 Alexander St., N.W., that city. Decca's Atlanta branch serves the states of Georgia, Alabama and Eastern Tennessee.

In his new post Ortman, as six year employee with the Decca organization, will be responsible directly to Ed Russell, the company's South-eastern District Manager.

WHAT'S MONDAY

without



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

- IT TAKES TWO**
MARVIN GAYE & KIM WESTON Tamla 54141
- ARE YOU LONELY FOR ME**
FREDDIE SCOTT Shout 207
- LET'S SPEND THE NIGHT TOGETHER**
ROLLING STONES London 904
- THEN YOU CAN TELL ME GOODBYE**
CASINOS Fraternity 977
- ALL**
JAMES DARREN Warner Bros. 5874
- LOVIN' YOU**
BOBBY DARIN Atlantic 2376
- RUBY TUESDAY**
ROLLING STONES London 904
- LADY**
JACK JONES Kapp 800
- TEN COMMANDMENTS**
PRINCE BUSTER Philips 40427
- INDESCRIBABLY BLUE**
ELVIS PRESLEY RCA Victory 47-9056
- SKATE NOW**
LOU COURTNEY Riverside 4588
- GO WHERE YOU WANNA GO**
5TH DIMENSION Soul City 753

Okeh Enlarges Operation; Adds To Staff

NEW YORK—Leonard S. Levy, vice president of Epic and Okeh Records, has announced major expansion plans and policies for Okeh.

Larry Williams has joined the staff of Okeh as a producer. Based in Hollywood, he will be responsible to Stu Phillips, executive producer, West Coast Artists and Repertoire, for the development of new artists, as well as those already under contract to Okeh.

Prior to his association with Okeh, Larry Williams worked as a solo artist and writer. In addition, as an independent producer, he was instrumental in co-producing recordings by the famed Little Richard, an Okeh recording artist. In this capacity, he also brought Johnny Watson and a number of other artists to the label.

Also joining the Okeh staff at this time is Oscar Fields, who will serve as regional promotion manager for the eastern, southern & midwest sections of the country. Based in Cleveland, he will be responsible to Fred Frank, national sales manager of Epic and Okeh Records.

Fields joins Okeh with extensive experience in the record business, ranging from distribution services to retail management. Most recently he served as local promotion manager for Cleve-Disc Distributors in Cleveland.

Miss Bret Kennedy, district promotion manager in Hollywood, joined the label three years ago. Under the direction of John Mahan, western regional sales & promotion manager, she will continue her present duties and will expand her activities to cover markets in Texas.

Okeh will continue to follow a policy of major expansion and diversification during the coming year. Among the label's current top artists are the Vibrations, Major Lance and Walter Jackson, all of whom are recorded in New York under the joint supervi-



OSCAR FIELDS

LARRY WILLIAMS

sion of Manny Kellm, executive producer, and Ted Cooper, producer.

Billy Sherrill, executive producer in Nashville is responsible for another leading group, Otis Williams and The Charms.

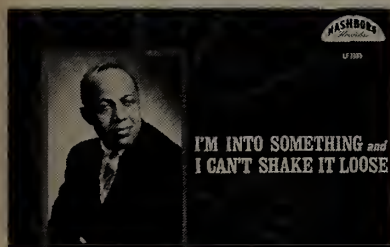
In addition to the current artists on the Okeh roster, the label is actively seeking talented new artists, new material, and strong, independently produced masters.

Hauer To Atlantic For Album Promo

NEW YORK—Atlantic Records has named Gunter G. Hauer to handle album promotion. He will work on Atlantic, Atco, Stax, Volt and other labels distributed by the firm. He reports to Len Sachs, Atlantic-Atco LP sales chief.

Before joining Atlantic Gunter Hauer had been with Universal Distributing Company of Philadelphia for 12 years. During the past two years, he has handled promo for the Epic and Dot labels in the Philadelphia area for Universal. He was in charge of national promotion for the Jamie/Guydon label from 1962 to 1964. In addition to his years with Universal, Hauer was also with King Records in New York and Cincinnati, and with Gotham Record Distributors in Philadelphia.

2 GREAT NEW ALBUMS



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A SMASH SINGLE!

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THERE'S GOOD "LOOKING" IN
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Look
to



WORLD PACIFIC for '67



WP-1859 / WPS-21859



WP-1863 / WPS-21863



WP-1858 / WPS-21858



WP-1857 / WPS-21857



WP-1862 / WPS-21862

Joe Harnel: Hit Career That Almost Never Was

NEW YORK—The nimble keyboard work that finally brought "Fly Me To The Moon" ("In Other Words") into general acceptance and is now reviving "Nature Boy" is almost a case of never-was.

It isn't widely-known, but pianist Joe Harnel achieved something of a miracle when he walked into a studio three years ago and recorded "Fly Me To The Moon" for Kapp Records. Ten months before he was involved in a violent auto accident in Canada, where he was working on scoring a film. The artist awoke from a seven day coma to discover that the fingers in his right hand had received multiple fractures. During his 3 month stay in a Canadian Hospital, surgeons literally re-shaped his knuckle and offered a prognosis that would have re-shaped his career: he could write music, but he'd never play the piano.

What Harnel had going for him, however, was the simple fact that he could not accept it all. A player of the piano since he was 6, Harnel says today that the doctor's "comment was not logical to me." For several weeks, he taught his fingers to make the simple act of going down. While he was playing eight months later, his fingers were "angulated to such a degree that they often hit the wrong notes."

Even at this stage in this re-learning, he received the moral support from Dave Kapp, president of Kapp Records, for which Harnel had cut a few albums as an orchestra leader. Kapp asked him to do a singles date, "an awfully long three hours," Harnell recalls, "since I kept goofing." The result was "Fly Me To The Moon," a smash hit and eventual Grammy year in the solo instrument & orchestra dept. Harnel sums up the nature of this success by reciting an incident during the "Moon" boom. About to pull his car in at his home in Teaneck, New Jersey, a boy, about 12, stopped him and asked for a signature on his recording of "Moon." Harnel obliged and received this comment from the youngster: "You sure know what kids like in music!"

With Columbia Records for the past year, Harnel is making noise with a revival of "Nature Boy." He is also music director and consultant for Grey Advertising. He also writes jingles for Grey and engaged various jingle factories for the ad agency. His own pen has produced jingles for Hertz, Lark Cigarettes, Kent Cigarettes, Ford and Cool-Aid. Oddly enough, the "B" side of his "Nature Boy" disk is "Bermuda Concerto," which is really Eastern Airlines' familiar jingle.

In a few weeks, Harnel, onetime musical director for such stars as Peggy Lee, Marlene Dietrich and Robert Goulet, among others, will cut a new single for Columbia.

Besides his recording work, another symbol of his complete recovery was the resumption of flying "just for fun." His vehicle is a Cessna 172.



PLATTER SPINNER PATTERN

Jac Holzman, president of Elektra Records, has announced that the Elektra Broadcasting Company (a newly formed subsidiary) has acquired radio outlet WCCC-AM-FM-Hartford. The purchase is subject to FCC approval.

Officers of Elektra Broadcasting are Jac Holzman and Ernest Tannen. Tannen is currently president of WYRE and WDMV in Maryland and WEEZ-Philadelphia. He will actively supervise the Hartford operation.

WCCC-AM-FM was founded in 1947 by William Savitt and Max M. Savitt and has been operated by the Savitts under the Greater Hartford Broadcast banner.

KSFO-San Francisco is responding to the not so hidden fantasies of us all. On Jan. 9 the outlet began mailing out colorful valentine bumper strips with "KSFO Loves You" inscribed upon them to everyone sending a post card. Starting Jan. 23, winners will be named daily by spotters who will select cars with "KSFO Loves You" bumper strips. Dream prizes include dinner for eight catered in your home by a posh San Francisco restaurant, a limousine to drive you to and from work for a week, a gardener for one month, a complete day at a high fashion beauty salon for your ladies, cut flowers delivered to you or your sweetheart for a month, a portrait by a famous San Francisco painter, a week of gourmet dinners for two, and your house completely cleaned from top to bottom. Apparently there is only one fantasy of the winners which will remain unfulfilled. That would be a do-it-yourself kit which will enable you to rule the world. The dream promotion concludes on St. Valentine's Day, Feb. 14.

Singer Vikki Carr has been selected by TV outlet KMEX-Los Angeles as one of twelve outstanding Americans of Mexican ancestry to be featured in a special series spotlighting their achievements and contributions to the Latin American community. The artist's segment of the series, which will be aired in Feb., will present the many facets of her career, including nightclub performances, TV appearances and recording sessions. She will also take part in an in-depth interview. Previous honors awarded the Liberty recording star by the Latin American community include the "Palma De Oro" awarded by the Kennedy Foundation of the Latin American Institute and the Mexican-American Council of California's first "Outstanding Mexican-American Entertainer of the Year" award.

Camp, anyone? WWDC-Washington's Carroll James is serving up same on his afternoon program. The deejay has unearthed a 78 RPM record album cut in 1921 by Yale University's famed Walter Camp, entitled "Musical Health Builders." Each afternoon James has been presenting Camp's crackling voice with an exercise designed to help WWDC listeners restore themselves following holiday feasting. On the disk are such all-time favorites as "The Crawl," "The Roll," and "The Grind." James' personal choice is "The Grasp," which, according to Walter Camp, relieves headache and eyestrain, and helps keep weight down. As James greeted his hung-over audience several weeks ago, "Flabby New Year, everyone!"

The renowned 35-voice Utterbach Concert Ensemble, under the direction of Clinton Utterbach, will appear on the 16th Annual United Cerebral Palsy Telethon on Channel 9 (WOR-TV-New York), which begins on Saturday, Jan. 28 at 11 P.M. They will be seen as the finale of the two-day show on Sunday, Jan. 29 at 5:30 P.M., when they will sing "The Battle Hymn Of The Republic." The Utterbach Concert Ensemble is considered to be one of the finest gospel concert choirs in the country and has appeared in concert halls and colleges throughout the nation.

Gertrude Katzman, WNEW-New York's music director has been named overall winner of the national Gavin Poll as the person who contributed most to radio programming in 1966. Harvey L. Glascock, vice president and general manager of the outlet, was selected station manager of the year in the non-rock category for the fourth consecutive year. The Gavin Poll, conducted by Bill Gavin, publisher and national program consultant, also chose WIP-Philadelphia's Dick Carr as program director of the year. Mrs. Katzman was designated top music director in addition to the overall award she received. William B. Williams of WNEW was first runner-up as top air personality of the year. In the station manager category, David Croniger of WIP, Varner Paulsen of KNEW-Oakland, and Jack Thayer of KLAC-Los Angeles were among the eight named runners-up to Glascock. Don French of KNEW was runner-up in the program director group and Alan Hotlen of WIP trailed Mrs. Katzman in the music director category.

Herb Alpert's Tijuana Brass returns to Philadelphia, Saturday, Jan. 21 for its only 1967 appearance in that city. WIP-Philadelphia awarded a pair of tickets for the Convention Hall event to each of twenty winners in an audience promotion contest. WIP listeners were invited to send in postcards to the Tijuana Brass care of WIP. Winning names, picked in a random drawing, were announced on the air, Tuesday, Jan. 10. WIP's "Morning Mayor," Joe McCauley, will act as master of ceremonies for the concert. Herb Alpert and the Tijuana Brass won the 1966 Grammy Award for Best Instrumental Performance for their recording of "A Taste Of Honey." The group is the originator of the Ameriachi sound—a blending of Mexican mariachi bands and American jazz.



WINSOME WHITING: Margaret Whiting is shown promoting her new LP with William B. Williams of WNEW-New York. Included in the album are her hit single "The Wheel Of Hurt," "Winchester Cathedral," and "Time After Time." Williams, noted for his casual, informal deejaying, seems about ready to call it a day.

SPUTTERS: Carl L. Stasko has been appointed general services supervisor of KDKA Radio-TV-Pittsburgh. He has been promoted from assistant promo manager. . . . Jim Lawrence has succeeded Art Kevin as KHJ 20/20 news director. Kevin has been re-assigned as special events director and Danny Baxter has been made sports director of KHJ 20/20 News. . . . Keith Morris has been named music director of KXOK-St. Louis. . . . Ed de Young is now merchandising director at WIBG-Philadelphia. **VITAL STATISTICS:** Lew M. Witz, most recently midwest TV sales manager for RFO General Broadcasting in Chicago, has been appointed general manager of WMAC-New York. . . . Ray M. Stanfield, formerly vice president and general manager of KMBC-Kansas City, has been named vice president and director of sales of KLAC-Los Angeles. . . . Nat Asch has moved from WNEW-New York, where he was director of special projects, to WNEW-FM, where he is now program director.

BIOS FOR DEEJAYS

Youngbloods



The Youngbloods are four distinctly different young men who are bound together primarily by their music. Jesse Colin Young is dark haired and quiet as well as being the lead of the group. Jerry Corbitt insists that he's out of touch with everything except his music. He always leaves his harmonicas on stage and somebody always takes them. He also plays guitar for the Youngbloods. Banana is the funny man. The other Youngbloods say that he is unable to hold any kind of serious conversation and that talking with him is like walking into a surrealist movie by mistake. Joe is the oldest and quietest of the group. He looks like a riverboat gambler to many people and only gets really involved when playing his drums. The Youngbloods debut RCA Victor single, "Grizzly Bear," is number 63 on this week's Top 100.

Nightcrawlers



The Nightcrawlers are currently on the charts with "Little Black Egg," which is number 78 this week. The Kapp group is composed of Chuck Conlon, writer and bass player, Sylvan Wells on guitar, Pete Thomason on guitar, Tom Ruger on drums and Robbie Rouse, singer and tambourine. Together for one year, they all attend Daytona Beach Junior College in Florida. They have played most of the local teen clubs in that area and have gone over big with the teenage crowd. The boys recently finished a promo tour of local dances for radio outlets in Miami and have gained additional exposure by appearing on regional TV. They released one record before "Little Black Egg." The ditty was entitled "Cry," and although it did not receive nation-wide airplay, it was a smashing success in the Daytona area. In fact, the effort established a record of sorts. It was reportedly the only outing that has remained on WROD-Daytona's survey for over fifteen weeks. The boys are very happy with the way "Little Black Egg" is doing all over Florida and considering how the tune is faring nationally, they may break their own record nationally.

FOR THE "LOOK" OF PURE JAZZ

FOR THE "LOOK" OF PURE SALES

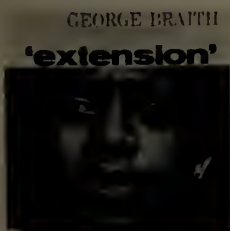
LOOK
TO



'67

BLUE NOTE FOR

BLP 4171 / BST 84171
"EXTENSION"
George Braith



BLP 4196 / BST 84196
BLUE SPIRITS
Freddie Hubbard



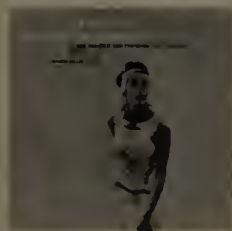
BLP 4206 / BST 84206
CONTOURS
Sam Rivers



BLP 4222 / BST 84222
CORNBREAD
Lee Morgan



BLP 4231 / BST 84231
HAPPENINGS
Bobby Hutcherson



BLP 4248 / BST 84248
VIBRATIONS
The Three Sounds



THE FINEST IN JAZZ SINCE 1939

BLUE NOTE

A PRODUCT OF LIBERTY RECORDS

Atlantic Fall LP Plan Hits 2.5 Mil Gross

NEW YORK—Atlantic Records recently concluded its fall album plan with total sales of the 26 new LP releases reported to be over the \$2.5 million mark in gross sales.

Len Sachs, Atlantic album sales chief, stated that the cooperation of dealers and distributors in advertising and promoting Atlantic and Atco product played a great part in contributing to the success of the program.

Albums in the pop and R & B fields include "Collections" by the Young Rascals; "The Wicked Pickett"; Bobby Darin's "If I Were A Carpenter"; Otis Redding's "Dictionary Of Soul"; Percy Sledge's "Warm And Tender Soul"; Sam & Dave's "Double Dynamite"; the Stax oldies album "Memphis Gold"; Joe Tex's "I've Got To Do A Little Bit Better"; Leslie Uggams "A Time For Love" and the first album by French singing star Mireille Mathieu.

Jazz LP releases on Atlantic during the fall included Herbie Mann's "New Mann At Newport"; The Charles Lloyd Quartet's "Dream Weaver"; the Modern Jazz Quartet's "Blues At Carnegie Hall"; Brother Jack McDuff's "A Change Is Gonna Come"; Sergio Mendes' "The Great Arrival" and Eddie Harris' "Mean Greens".

During the Oct. regional sales meetings in New York, St. Louis, and Los Angeles, Atlantic instituted a distributor sales contest offering a trip to any city in the world for two both for Atlantic and Atco distributors in the three U.S. regions, East, Mid-West, and West Coast. The winners of the contests were: Tone Distributors. Miami (Atlantic-East); Heilicher, Minneapolis (Atlantic Mid-West); Davis Distributing Company, Denver (Atlantic-West); Universal

Distributors, Philadelphia (Atco-East); Southland Distributors, Atlanta (Atco Mid-West); and United Distributors, Chicago (Atco-West).

The Atlantic distributor winners of second and third prizes (mink stoles) were: Bay State, Boston; Seaboard, East Hartford; Music City, Nashville; Southland, Atlanta; Chatton, Oakland; Merit, Los Angeles.

The Atco distributor winners of second and third prizes were: Tone, Miami; Dumont, Boston; Stan's, Shreveport; Music City, Nashville; Davis, Denver; Krupp, Phoenix.

Turoff, Doumanian Appointed By Kapp

NEW YORK—Mel Turoff and John Doumanian have been appointed to executive posts with Kapp Records.

Turoff has been named general manager of the company's western division. He entered the record business with Roulette Records in 1955, serving as promotion manager. Later, he was associated with Alpha Distributing Company in New York. In 1964, he joined London Records as that label's west coast promotion manager. Prior to joining Kapp, Turoff was national promotion director of United Artist Records.

Doumanian has been designated to cover the midwest region promotion for Kapp. Doumanian, who will work out of Chicago, was formerly with Capitol Records, Columbia Records and most recently with Capitol's subsidiary label, Tower Records. He will focus his initial efforts on several new disks, including "Lady," by Jack Jones, "Sunrise, Sunset," by Roger Williams, and "Little Black Egg," by the Nighterawlers.



NEW CHART ADDITIONS

NEW TOP 100 SINGLES

- | | |
|---|--|
| *52—IT TAKES TWO
Marvin Gaye & Kim Weston (Tamla 54141) | *86—INDESCRIBABLY BLUE
Elvis Presley (RCA Victor 47-9056) |
| *68—LET'S SPEND THE NIGHT TOGETHER
Rolling Stones (London 904) | *87—SKATE NOW
Lou Courtney (Riverside 4588) |
| *69 THEN YOU CAN TELL ME GOODBYE
Casinos (Fraternity 977) | *89—GO WHERE YOU WANNA GO
5th Dimension (Soul City 753) |
| *70—ALL
James Darren (Warner Bros. 5874) | 92—MY SPECIAL PRAYER
Joe Simon (Sound Stage 2564) |
| *71—LOVIN' YOU
Bobby Darin (Atlantic 2376) | 96—WEDDING BELL BLUES
Laura Nyro (Verve Folkways 5024) |
| *73—RUBY TUESDAY
Rolling Stones (London 904) | 97—FULL MEASURE
Lovin' Spoonful (Kama Sutra 219) |
| *75—LADY
Jack Jones (Kapp 800) | 98—SHADOW OF YOUR SMILE
Boots Randolph (Monument 976) |
| *81—TEN COMMANDMENTS
Prince Buster (Philips 40427) | 99—96 TEARS
Big Maybelle (Rajac 122) |

NEW TOP 100 ALBUMS

- | | |
|--|---|
| *89—JAY AND THE AMERICANS GREATEST HITS VOL. 2
(Unit-A Artists UAL 3555/UAS 6555) | 95—WARM
Lettermen (Capitol T/ST 2633) |
| 93—BOOTS WITH STRINGS
Boots Randolph (Monument MPM/SLP 8066) | 97—WICKED PICKETT
Wilson Pickett (Atlantic M/S 8135) |
| | 98—DOUBLE DYNAMITE
Sam & Dave (Stax 712) |

NEW TO TOP 50 IN R&B LOCATIONS

- | | |
|---|---|
| 24—LOOK AT GRANNY RUN RUN
Howard Tate (Verve 10464) | 45—WHEN I STOP LOVING YOU
George Jackson (Double R 248) |
| 31—WISH YOU DIDN'T HAVE TO GO
James & Bobby Purify (Bell 660) | 46—LOVE IS HERE AND NOW YOU'RE GONE
Supremes (Motown 1103) |
| 39—HUNTER GETS CAPTURED BY THE GAME
Marvellettes (Tamla 54143) | 47—SPOUKY
Mike Sharpe (Liberty 55922) |
| 42—TELL DADDY
Clarence Carter (Fame 1010) | 49—IT WON'T WORK OUT BABY
Lost Souls (Glasca 201) |
| 44—GIRLS ARE OUT TO GET YOU
Fascinations (Mayfield 7714) | 50—HIDDEN MY LOVE
Aesoph's Fables (Atca 6453) |

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HAPPY BIRTHDAY!—Major celebrations in San Juan, Puerto Rico, centered around cellist Pablo Casals, in honor of the artist's recent 90th birthday. Above Thomas Frost (right), executive producer of Columbia Masterworks A & R, presents a copy of the LP "Casals . . . A Living Portrait" to the maestro. The set contains both public and private statements by Mr. Casals on a variety of subjects, as well as musical excerpts performed or conducted by him. Those traveling to San Juan to honor the artist included: vice president and Mrs. Hubert Humphrey; Mr. and Mrs. Roger Stevens (he is the president's assistant for the arts and chairman of the national council on the arts); Isaac Stern; Mieczyslaw Zowski; ugene Istomin; Alexander Schneider; and Rudolf Serkin; as well as a number of Columbia Records execs.

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SUM 1154 / SUS 5154



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Opening ABC's 'Wide World' Of Talent



HOLLYWOOD, FLA.—ABC Records displayed its "Wide World of Entertainment" LP product for Jan. at a distrib sales confab in Hollywood, Fla. recently. Scene, as shown in top photo, was the Diplomat Hotel. In the second photo, Larry Newton, president (right), goes over presentation plans with Bud Katzel, sales manager (left) and Howard Stark, label vp. In third shot, Newton greets ABC artist Frankie Laine at cocktail party reception; bottom photo shows Loren Becker of Command Records, ABC affiliate, debuting new releases to conventioners.

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TOP 50 IN R&B LOCATIONS

1	TELL IT LIKE IT IS Aaron Neville (Parlow 101)	1	26	DANGER SHE'S A STRANGER Five Stairsteps (Windy C 604)	36
2	STAND BY ME Spyder Turner (MGM 13617)	2	27	HUMPHREY STOMP Earl Harrison (Garrison 3001)	31
3	WACK WACK Young Holt Trio (Brunswick 55305)	3	28	EVERYBODY DANCE NOW Soul City (Goodtime 801)	28
4	TRY A LITTLE TENDERNESS Otis Redding (Volt 141)	5	29	(I KNOW) I'M LOSING YOU Temptations (Gordy 7057)	14
5	STANDING IN THE SHADOWS OF LOVE 4 Tops (Motown 1102)	6	30	MY BABY LIKES TO BOO GA LOO Don Gardner (Tru Glo Town 1002)	27
6	ARE YOU LONELY FOR ME Freddie Scott (Shout 207)	10	31	WISH YOU DIDN'T HAVE TO GO James & Bobby Purify (Bell 660)	—
7	PAPA WAS TOO Joe Tex (Dial 4051)	8	32	CROSS CUT SAW Albert King (Stax 201)	32
8	HEY LEROY, YOUR MAMA'S CALLIN' YOU Jimmy Castor (Smash 2069)	12	33	I DIG YOU BABY Jerry Butler (Mercury 72648)	41
9	I'VE PASSED THIS WAY BEFORE Jimmy Ruffin (Soul 35027)	7	34	SKATE NOW Lou Courtney (Riverside 4588)	40
10	THE TRAMP Lowell Fulsome (Kent 456)	22	35	TIP TOE Robert Parker (Nola 729)	34
11	THAT'S LIFE Frank Sinatra (Reprise 531)	4	36	FEEL SO BAD Little Milton (Checker 1162)	35
12	MERCY, MERCY, MERCY Cannon Ball Adderley (Capitol 5798)	9	37	A GOOD LOVE Lorraine Ellison (Warner Bros. S859)	37
13	AT THE PARTY Hector Revera (Barry 1011)	13	38	SOMETHING ON YOUR MIND King Curtis (Atco 6457)	44
14	BRING IT UP James Brown (King 6071)	24	39	HUNTER GETS CAPTURED BY THE GAME Marvelettes (Tamla S4143)	—
15	ANOTHER NIGHT Dionne Warwick (Scepter 12181)	15	40	A TOUCH OF BABY Tymes (MGM 13631)	42
16	I CAN'T PLEASE YOU Jimmy Robbins (Jerhart 207)	20	41	FIND ME Attractions (Bell 659)	49
17	KARATE Emperor's (Mala 543)	19	42	TELL DADDY Clarence Carter (Fame 1010)	—
18	I FOOLED YOU THIS TIME Gene Chandler (Checker 1155)	18	43	MAN OR MOUSE Junior Parker (Duke 413)	43
19	96 TEARS Big Maybell (Rojac 112)	25	44	GIRLS ARE OUT TO GET YOU Fascinations (Mayfield 7714)	—
20	WHISPERS Jackie Wilson (Brunswick 55300)	17	45	WHEN I STOP LOVING YOU George Jackson (Double R 248)	—
21	OHH BABY Bo Diddley (Checker 1158)	29	46	LOVE IS HERE AND NOW YOU'RE GONE Supremes (Motown 1103)	—
22	YOU NEED CONFIDENCE Van Dykes (Mala 549)	21	47	SPOUKY Mike Sharpe (Liberty 55922)	—
23	GRIT N' CORNBREAD Soul Runners (MoSoul 101)	23	48	RUN FOR COVER Dells (Cadet 5551)	50
24	LOOK AT GRANNY RUN RUN Howard Tate (Verve 10464)	—	49	IT WON'T WORK OUT BABY Lost Souls (Glasco 201)	—
25	NEVER LEAVE ME Thelma Jones (Barry 1010)	30	50	HIDIN' MY LOVE Aesoph's Fables (Atco 6453)	—



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Masterwork Presents Early '67 Product Line

NEW YORK—Masterwork Audio Products, a department of Columbia Records, is currently presenting its early 1967 line to distributors throughout the country.

Highlighting the new product presentation is a technical advance called "complementary symmetry". Masterwork has simplified this designation to "C/S." With this breakthrough, Masterwork offers an amplifier with less than 1/2 of 1% distortion throughout the entire audio range.

The power generated by this new amplifier also required the development of a speaker system. The speakers are rigid, ported enclosures, compliantly matched to the new amplifier.

The "C/S" series consists of a solid-state portable and two solid-state packaged component systems. The portable, model 6000, has a 30-watt output, Garrard changer, ceramic cartridge, diamond needle, detachable speakers and a removable lid, and it retails at the suggested price of \$129.95. The "C/S" component systems, models 7000 and 7002, differ only in that model 7002 has a tuner. They are encased in hardwood walnut cabinets and produce 36 watts. Both component systems contain a Garrard changer, ceramic cartridge and diamond needle, and each has four speakers. Model 7000 carries the suggested list price of \$149.50, while model 7002, with AM/FM/FM-stereo, lists at \$249.50.

Masterwork's portable phonograph model 2001 features attaché styling in blue or gold and is available at the suggested list price of \$19.95. The product line also includes model 2002, a newly designed four-speed portable in a contour luggage case, available in dover white or oxford gray. Carrying the suggested list price of \$29.95, model 2002 comes with a package of five hit 45-rpm records at no extra cost. Model 2004, an automatic portable which lists at \$39.95, comes in a genuine luggage case now available in charcoal gray, as well as sky-tone blue. Model 2005, an automatic portable operating on batteries or AC current and encased in ebony luggage, continues to be available at the suggested list price of \$49.95.

Masterwork has also announced the availability of four portable stereo ensembles in the price categories where dealers experience the fastest turnover. Ranging in suggested list price from \$59.95 to \$159.95, the ensembles fulfill different consumer needs. Model 2006, which was presented last season and has been one of the company's best sellers, continues, with its custom-designed stand, to retail at the suggested price of \$59.95. Model 2107 is a new design with automatic changer and contains a full broadcast band AM radio. It comes equipped with a custom brass-finish roll-about stand and is suggested to list at \$79.75. At the suggested price of \$99.95, model 2008 features an ebony cabinet, Garrard

changer, 10-watt output, and stand. Model 2014, with AM/FM/FM-stereo multiplex tuner, is available at the suggested list price of \$159.95 with custom stand and is a package priced for promotion.

Masterwork's deluxe packaged audio systems, models 4610 and 4660, both with tambour doors, continue to be available, but at new prices. Both contain hand-wired components matched to speakers with all the audiophile features necessary for clear sound reproduction. Model 4610 lists at \$215.00, while model 4660, with AM/FM/FM-stereo, has a suggested list price of \$329.50.

A new, promotion-priced console has also been announced: model 5108, in a 55-inch cabinet. The solid-state chassis has AM/FM/FM-stereo, four speakers, 20-watt output, diamond needle and other features. The remainder of the Masterwork console series is available at new prices. The standard series, with decorator cabinets of contemporary, early American, and Spanish design, has the following suggested list prices: model 5115, \$269.95; model 5117, \$289.95; model 5119, \$299.95. The 24-Karat Series, a "compact" series with 80-watt amplifier, hand-wired chassis and "hemispheric" speaker systems, has all three models now suggested to retail at \$399.50 each.

An integral part of the firm's audio line is two tape-cartridge players. Model 2001 features attaché styling in for audio equipment with inputs and lists for \$79.95, and model 8500 is a self-contained tape-cartridge player with its own speaker system, retailing at the suggested price of \$139.50.

Blue Note Issues January Releases

NEW YORK—Blue Note Records is readying for Jan. release a group of varied product. The release includes "Extension," George Braith; "Blue Spirits, Freddie Hubbard; "Contours," Sam Rivers; "Happenings," Bobby Hutcherson; "Cornbread," Lee Morgan; and "Vibrations," the Three Sounds.

Lee Morgan's LP's "Cornbread," follows up "Search For The New Land," a recent chart item. A single will be released shortly from the Three Sounds album on "It Was A Very Good Year" and "The Frown."

Crescendo Releases Three New Albums

HOLLYWOOD—Crescendo Records has released the following new LP's for the month of Jan.: "Brazil Now," by Les Baxter; "The Best Of Billy Strange;" and "25 Greatest Instrumental Hits," by the Challengers.

A new single, "The Theme From The Sand Pebbles," by Les Baxter, is also ready for release.

ALBUM PLANS

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

DIAMOND

"Buy 5 Get 1 Free" on all Diamond albums. Expires Jan. 31, 1967.

PEACOCK-DUKE

Buy-7-and-get-1-free on entire catalog, including new LP's. No expiration date has been set.

FORTUNE

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

GATEWAY

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

GNP CRESCENDO

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

JEWEL-PAULA-WHIT

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

LIBERTY

Catalogue Program expires Feb. 28, 1967.

LITTLE DARLIN'

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

NASHBORO

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

ORIGINAL SOUND

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

PHILIPS

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.

VANGUARD

Effective January 16th-February 15th—10% off on 9000 Pop & Folk series (Mono & Stereo) 10% off on Everyman Classics (Mono & Stereo) 20% off on classical LP's (Mono & Stereo).

Philips Unveils LP Sales Program

CHICAGO—Philips Records announced its first LP sales program of the new year Jan. 11. The program is entitled "Philips 67" and emphasizes 67 items of Philips LP product.

The 67 selected items include 13 new LP releases for January and 54 continuing best selling LP's from the Philips catalog.

Adding impetus to the Philips 67 program, are plan discounts of 10% on all Philips Pop, Connoisseur series LP's and a 20% plan discount on all Philips classical LP products.

Included in the new LP release are "High Priestess Of Soul" by Nina Simone; "Colors" by Ken Nordine; "Encounter" by The Swingle Singers and The Modern Jazz Quartet; "More Than Music" by The Mystic Moods Orchestra; "Brazilian Blend" by Walter Wanderley; and "How To Avoid Probate" by Norman Darcey. The Norman Darcey LP is a recorded addendum to the best selling book.

The new Nina Simone LP offers the vocalist in selections characteristic of the style that initially established her as an interpreter of "soul" songs.

"More Than Music" is the third LP in the Mystic Moods Orchestra series that combines instrumental arrangements with natural sounds as in their previous "One Stormy Night" and "Nightide".

Ken Nordine's "Colors" is a voice-music collection of his word pictures and "Brazilian Blend" by Walter Wanderley offers combinations of authentic Barzilian music with Wanderley's arrangements.

The collaboration between the Swingle Singers and The Modern Jazz

Quartet on the "Encounter" album originated with John Lewis of the Modern Jazz Quartet and combines the styles of both groups.

One of the seven classical albums in the January release was recorded in Paris recently by violinist David Oistrakh with Frida Bauer "sonatas" by Debussy, Prokofiev, Ravel and Ysaye. Other LP's include Stravinsky's "Symphony in C" and "Jeu de Cartes" performed by the London Symphony Orchestra, conducted by Colin Davis; Strauss "Waltzes and Polkas", recorded in Vienna with the Vienna Symphony under the baton of Wolfgang Sawallisch; Telemann's "St. Matthew Passion" with Kurt Redel conducting soloists, chorus and Swiss Festival orchestra in his revision of the score. Two prize-winning albums in the release are Arthur Grumiaux's performances of Mozart's "Sinfonia Concertante" and "Violin Concerto No. 2 in D" with the London Symphony (Grand Prix du Disque), and Gerard Souzay's "A Century of French Song" (Prix Charles Panzera). The final album of a Beethoven trio and sonata, performed by Pablo Casals, Mieczylaw Horszowski and Sandor Vegh, is being released to honor Casals' 90th birthday and was recorded live at Beethoven's home in Bonn, Germany.

Supplementing the national promotion and the sales programs will be such sales aids as the new Philips inventory control order forms, special catalog supplements, and special display materials on the Norman Darcey LP. The Philips 67 program will terminate February 28th.

What's Monday Without



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The Four Tops—“Standing in the Shadows of Love”

Relaying UA's 'Hot Line' Message



MIAMI BEACH, FLA.—United Artists Records offered its first "Hot Line" product of 1967 at its recent convention at Miami Beach (see separate story). On hand to showcase new product and upcoming UA films (and UA label track LP's) were: top: (left to right): Mike Stewart, president of UA, Del Reeves, UA talent, and David Picker of the parent company, United Artists Pictures; (second from top): Noel Rogers, UA's man in England, a UA hostess, Sy Mael, UA label vp & general manager, and Ron Eyre, who runs UA's International diskery; (third from top): Noel Rogers and Al Caiola, UA artist; (bottom): Lloyd Leipzig, UA's publicity-ad chief, presents comic Pat Cooper, who, along with Reeves, performed at a banquet, with a UA sales award.

TALENT ON STAGE

MIRIAM MAKEBA

NEW YORK—From the moment Miriam Makeba stepped on stage to begin her Jan. 6 Philharmonic Hall concert at Lincoln Center, it was evident that she had her audience where she wanted them. Attired in a deep pink dress and a tall, white, glittering African hat, she moved assuredly through her first number, walking about the stage with a casualness that only an established songstress can afford to display. Behind her on her right was a combo consisting of guitar, bass, and drums, and on her left was a group of young singers and dancers who provided her with a colorful background for some of her numbers.

Her repertory consisted mainly of South African songs, all of which she sang in their native dialects, but she also did numbers from other countries, including a few from America. Regretably, the program did not list her material, and since most of her numbers were in a foreign language, it was impossible to identify them without a previous knowledge of their titles. She did, however, announce some of her songs: "My Own Piece Of Ground" from the Broadway musical "Wait A Minim," "Where Are You Going?" and "Ask The Rising Sun." One of the biggest hands of the evening went to a surprise

song called "Mommy, Mommy, What Is Heaven Like?" by Art Wayne.

Miriam Makeba's voice has a wide range, both in pitch and volume, and she uses her teeth and throat to make sounds seldom heard outside her native South Africa. Her famous "click," she told the audience, is an inflection in her Xosa language, and the rough, deep breathing that was the only vocal sound in one of her numbers is common in South African music.

It is refreshing to become acquainted with a musical tradition that is completely different from our own, and if Miriam Makeba is an example of what her country has to offer, South African music should be favored with increasing popularity.

Also on the program were two young singers, Angela Makeba (Miriam's daughter) and Judy White (Josh White's daughter). The girls sang with remarkable finesse considering their age, and their first song, "What Should A Young Girl Do?" was a big hit with the audience.

During the second half of the concert trombonist Joseph Gwangwa, assisted by an excellent but unidentified saxophonist, performed an African jazz composition, and the dancers did a "spook" dance which amused everyone.

GEULA GILL — PETER EVANS

HOLLYWOOD—The beautiful Israeli artist, along with flamenco guitarist Peter Evans, attracted a curious mingling of university undergraduates, Fairfax family and long haired hippies who overflowed the recently renovated Troubadour for their opening show. Response was a melt pot blending of applause, bringing both acts back for encores in the folk-oriented bistro on Santa Monica.

Evans, who opened with several intricate Moorish, Argentinean and flamenco styled guitar solos, is a former RCA Victor artist. An obviously dedicated musician, this reddish bearded young man, exhibited neat handed and fine fingered technique in his short stint on stage. Miss Gill, who appeared with her trio of bass, lead and rhythm guitarists (who occasionally joined her in song), is an infectious "Sahbrah" with husky tones and a soaring range who offers a

repertoire in several languages (Hebrew, English, Greek, Portuguese, Russian, Yiddish and Italian), particularly impressive with a "Fiddler On The Roof" medley and a delightfully comic Russian "scene" based on an ancient European storiette.

"If I Had A Hammer" rocks refreshingly in Hebrew. "Malaguena Selerosa" shines to an effortless display of her flashy, agile technique: descending and leaping notes with breath control that might transgress on olympic champ.

An interesting title, sung in both English and Hebrew, is "Red Roses" (not those for a blue lady) which, we're informed, was a recent No. 1 favorite on the Israeli Hit Parade. Translation lyrics ("kisses are blooming where roses are dead") indicate that their top ten is no worse than our current crop, though its strains are melodic.

YOUNGBLOODS

NEW YORK—The Youngbloods' Jan. 5-8 guest stint at Arthur marks one of the first New York appearances of a group that may become very popular in 1967. Their performance proves that they have a talent capable of sustenance and growth, and if they continue to develop at their present rate, they should make the big scene soon.

Their sound is a blend of several sounds: rock, folk, jazz, country and western, but they mix their ingredients in such a way that the final product is different from any of its elements. Some groups are content to stay in one bag, but the Youngbloods have taken the trouble to acquire a style that is both broad and flexible; it is always recognizable as their style, but it contains many possible variations within itself.

On Thursday night, Jan. 5, the

Youngbloods opened their show with a free-swinging rocker called "All Over The World," swept through several other numbers including their current chart song, "Grizzly Bear," and wound up with a ditty that started out as "C. C. Rider" but soon became a wild "improvisation" with each member of the group featured in turn. Jesse Colin Young and Jerry Corbett sang and played guitar (Jerry also played harmonica), Banana was on electric piano and also sang on a couple of numbers, and Joe Bauer played the drums.

All in all the Youngbloods are a group to be watched closely. They have just gotten started, and it may be that a year from now it will be possible to see them only in a large auditorium or stadium. That's what they're hoping for, and it just might happen.

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- * "DID YOU EVER HAVE TO MAKE UP YOUR MIND"
- "THE GIRL THAT STOOD BESIDE ME"
- * "IF I WERE A CARPENTER"
- "YOUNGER GIRL"

ALBUMS OF IMPORTANCE

- * "DAYDREAM"
- "DO YOU BELIEVE IN MAGIC"
- "TIM HARDEN #1"
- "WHAT'S UP TIGER LILY?"

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"FULL MEASURE"

Johnny Tillotson—"HERE I AM"

Mandala—"OPPORTUNITY"

Wayne Newton—"IF I ONLY HAD A SONG TO SING"

Spike Drivers—"BREAK OUT THE WINE"

Turtles—"HAPPY TOGETHER"

Jean-Paul-Vignon—"I WANT TO BE FREE"

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Bobby Darin—"IF I WERE A CARPENTER" #99 CASH BOX
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POP PICKS



MORE OF THE MONKEES—The Monkees—Colgems COM/COS-102

The Monkees have been blowing the top off of the pop music scene lately, and their second album should only increase their following. Among the numbers on this set are "She," "The Day We Fall In Love," "Sometime In The Morning," and their current smashes, "I'm A Believer" and "(I'm Not Your) Stepping Stone." Stock as much as you can get of this one.



COLOR MY WORLD/WHO AM I—Petula Clark—Warner Bros.—W/WS 1673

The immensely popular Petula Clark offers an album of pop goodies. Included in the LP are one of the title tunes, "Color My World," which is riding high on the charts, the other title outing, "Who Am I," and "Here, There And Everywhere." The set is certain to become another smash for the artist who can sing no wrong.



DOWN TO EARTH—Stevie Wonder—Tamla TM/TS 272

This album spotlights Stevie Wonder in such selections as "Bang, Bang," "Down To Earth," "Sixteen Tons," "My World Is Empty Without You," and the currently popular "A Place In The Sun." Fans of Wonder and of the Motown sound should really go for this one.



SOFTLY, AS I LEAVE YOU—Eydie Gorme—Columbia CL 2594/CS 9394

In an album that includes "Glad To Be Unhappy," "Guess I Should Have Loved Him More," and "What Is A Woman?," Eydie Gorme brings her warm, lilting voice to bear on a generous selection of torch songs. Eydie's followers should be eager to add this set to their shelves.



MUSIC TO WATCH GIRLS BY—Al Hirt—RCA Victor—LPM/LSP 3773

Al (He's the King) Hirt trumpets eleven tunes including the title track "Music To Watch Girls By." Other offerings include the theme from "The Sand Pebbles," and "If You Go Away." Some of the efforts are mellow, some sunny, others red-hot; but no matter what the mood all these selections should be hailed by fans of the trumpeter.



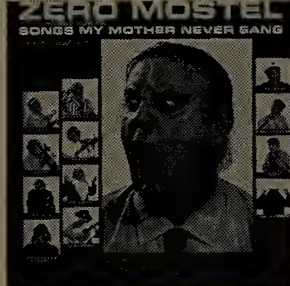
LADY GODIVA—Peter & Gordon—Capitol—T/ST 2664

Peter & Gordon step out smartly with a package of pop outings. The tracks include their current hit effort "Lady Godiva," "A Taste Of Honey," and "Love Is A Many-Splendored Thing." Peter & Gordon give soft, gentle rock treatments to the tunes, and the album could very well be a chart-climber.



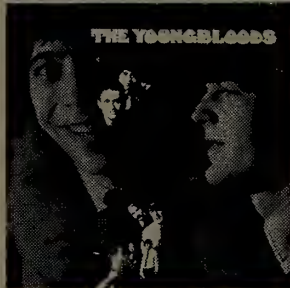
WATCHOUT!—Martha & the Vandellas—Gordy GM/GS-920

Martha & the Vandellas serve up a batch of R & B goodies. Among the offerings are "I'm Ready For Love," "Happiness Is Guaranteed," and "No More Tearstained Make Up." The trio sings with style and verve and the album is likely to provide many a good listening hour for large numbers of the group's followers.



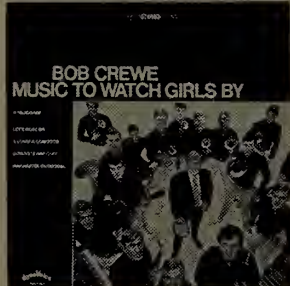
SONGS MY MOTHER NEVER SANG—Zero Mostel—Vanguard VRS-9299/VSD-79299

The zany songs on this album were written by Harry Ruby (with Bert Kalmar on five of the numbers) and Zero Mostel sings them in an equally zany manner. Included in the set are "I Was An Incubator Baby," "A Tulip Told A Tale," "Fight On For Tannenbaum," and "God Bless Everything In The U.S.A." Devotees of Zero Mostel should find a lot of laughs in this comedy LP.



THE YOUNGBLOODS—RCA Victor—LPM/LSP-3724

The Youngbloods should score quickly with this powerhouse LP, featuring their current single, "Grizzly Bear"/"Tears Are Falling," which is number 63 on this week's Top 100. Other fine efforts on this set are: "Statesboro Blues," "Ain't That Lovin' You, Baby," "C.C.Rider," and "Get Together." Stock a lot of this, the Youngbloods debut LP, it's liable to be a front runner.



MUSIC TO WATCH GIRLS BY—The Bob Crewe Generation—DynaVoice—LP/SLP 9003

The Bob Crewe Generation presents a bag of rhythmic, hard-driving instrumental versions of current pop tunes. Among the tracks are the title song "Music To Watch Girls By," the theme from "A Man And A Woman," which is currently on the charts, and "Let's Hang On." Those who dig good instrumental sounds should find this album a welcome offering.

POP BEST BETS



GRAND PRIX—Original Sound Track—MGM—1E-8ST/SIE IE-8ST

The original sound track from the flick "Grand Prix." The composer is academy award winner Maurice Jarre. The album captures the sight, the sound, the acrid smell and the frenzy of the racing life. The LP is likely to catch on with those who have viewed the film as well as devotees of good contemporary music.



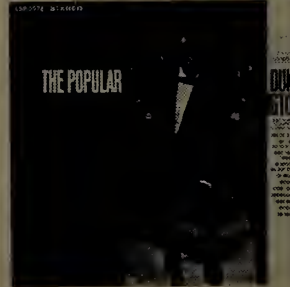
GREAT WILSON PICKETT HITS—Wilson Pickett—Wand W/Sw 672

Popular R & B chanter Wilson Pickett romps through a selection of his biggest noisemakers on this LP. Included are "I Can't Stop," "Down To My Last Heartbreak," "Baby Call On Me," and his first record, "If You Need Me." Pickett should really keep his fans satisfied with this one.



HAPPENING NOW—The Uniques—Paula LP/LPS 2194

The five Uniques have come up with an album that should be especially popular in teenage circles. The Uniques are a powerhouse group, and numbers like "Time Won't Let Me," "Double Shot," and "Run And Hide" give them a chance to display their sound at full power. They could make it big with this one.



THE POPULAR DUKE ELLINGTON—Duke Ellington—RCA Victor LPM/LSP 3576

This set is a review of Duke Ellington numbers which have maintained their popularity over a period of years. Lovers of Ellington's sound will enjoy hearing the Duke do old favorites like "Mood Indigo," "Sophisticated Lady," "Do Nothin' Till You Hear From Me," and "Creole Love Call." Should be another hit in the long line of Ellington LPs.

**Another Top 40-type
single by EDDIE FISHER
"PEOPLE LIKE YOU"**

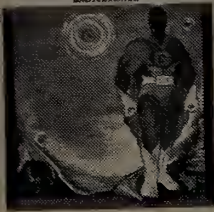
Strong follow-up to his big hit
"Games That Lovers Play"
—a cinch to cop Top 40 on stations
across the country. Eddie's
current TV appearances and smash
in-person performances will
make this one as hot as "Games."



RCA VICTOR 
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POP BEST BETS

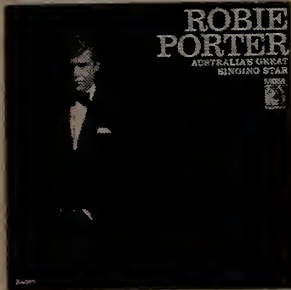
ADVENTURES OF COLOREDMAN



COLOREDMAN—Various Artists—Capitol T/ST 2597

Written and produced by Teddy Vann and featuring the voice of James Earl Jones in the title role, this album is an amusing spoof on super heroes. Included in the selections are "The Story Of Coloredman," "The Adventure Of The Stolen Afternoon," and "Coloredman Thwarts The Evil Throat-Snatcher." Should be big with comedy-LP fans.

ROBIE PORTER



ROBIE PORTER—Robie Porter—MGM E/SE 4397

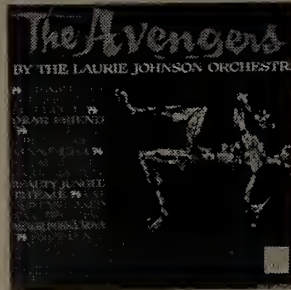
This premier album by Australian singer Robie Porter introduces a fresh and interesting voice to the American musical scene. The disk features old favorites like "Danny Boy" and "Lost in the Stars," and lilting ballads such as "My Love for You," "Here In My Arms," and "When I Fall In Love." Porter might expand a sizeable following with his first LP.

DR. GOLDFOOT & THE GIRL BOMBS—Original Motion Picture Score—Tower T/TS 5053

The score of the flick "Dr. Goldfoot & The Girl Bombs." It accompanies all the shenanigans of the film, which include the formulation of a diabolic international fracas. Six pop acts record the music on this set, which should find favor in the market place.

ORIGINAL MUSIC FROM THE MGM FILM PENELOPE—MGM—E/SE 4426 ST

The original music from the flick "Penelope" captures the zany tone of the picture. The music is composed and conducted by Johnny Williams, who has numerous movie and TV credits. The album should prove interesting to the audience of the film and to those who enjoy movie music.



THEME FROM THE AVENGERS—The Laurie Johnson Orchestra—HBR/HLP 8506

A set of lilting orchestral melodies rendered by the Laurie Johnson Orchestra. Among the tracks are the title tune "Theme From The Avengers," "Call Me Irresponsible," and "Varsity Drag." The orchestra creates a solid sound on this LP, and the disk could very well be a popular sales item.

Paris Cancan



PARIS CANCAN—Raymond Lefevre and his Orchestra—Monument—MLP 8067/SLP 18067

Raymond Lefevre and his Grand Orchestra recreate the frivolity of the French comic opera and the zest of the cancan dancers. Two of the selections on the album were popularized in film scores: "Moulin Rouge," from the flick of the same name, and "La Ronde de L'amour," which served as the track for the French film "La Ronde." The disk should move well with film fans and lovers of good music everywhere.

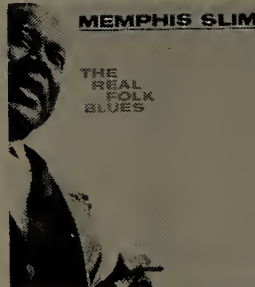
The Morning Echoes of Detroit



ECHOES OF THE GOSPEL—The Morning Echoes of Detroit—Nashboro 7036

An offering of spiritual songs by the Morning Echoes of Detroit. "The Lord Will Make A Way," "Spare Me Over Another Year," and "We'll See You Home Again" are among the better tracks. The album should be a fast-moving item with enthusiasts of spiritual music.

MEMPHIS SLIM



THE REAL FOLK BLUES—Memphis Slim—Chess—LP/LPS 1510

An album of blues sung by Memphis Slim. Included in the LP are "Trouble, Trouble," "I Guess I'm A Fool," and "Mother Earth." The artist's piano is as exciting as his blues is bluesy. The timeless, universal quality of these tunes should be a strong factor in making the set a welcome addition to many a record collection.

JAZZ PICKS

BYRDLAND CHARLIE BYRD



BYRDLAND—Charlie Byrd—Columbia CL 2592/CS 9392

This set by jazz guitarist Charlie Byrd combines western and oriental sounds in a manner that should be of great interest to his fans. Playing alternately with a trio, quartet, and quintet, Byrd does "Meditation," "Blues For China," "Arabesque," and "Tomorrow Belongs To Me" among others. This LP should be a big one for Byrd.

Soul Sister Shirley Scott



SOUL SISTER—Shirley Scott—Prestige 7392

Popular organist Shirley Scott and the late Lem Winchester (vibes) join forces on this LP and come up with a number of interesting and unusual jazz sounds. "Blues For Tyrone," "Get Me To The Church On Time," and "On Green Dolphin Street" are just a few of the tracks on an album that should rank high with jazz fans.



IN THE BRAZILIAN BAG—Sergio Mendes Trio—Tower T/ST 5052

Pianist Sergio Mendes leads his trio through a series of swinging bossa nova-like tracks on this LP. "So Nice," "Berimbau," "One Note Samba," and "She's A Carioca" are among the numbers featured. Lovers of South American music and of Brazilian music in particular should welcome this addition to their Latin collections.

The Stone Truth



THE STONE TRUTH—Roy Meriwether Trio—Columbia CL 2584/CS 9384

Roy Meriwether, who attracted attention with his first album, "Soup And Onions," should increase his following with this set of modern jazz sounds. "East Of Nowhere," "Things Ain't What They Used To Be," and "It Had Better Be Tonight" are all swinging numbers that should please Meriwether's fans.

CLASSICAL PICKS

BACH: THE FOUR ORCHESTRAL SUITES—Marlboro Festival Orchestra/Casals—Columbia M2L 355/M2S 755

Famed cellist Pablo Casals takes up the baton on this album and conducts the Marlboro Festival Orchestra in a lovely rendering of Bach's "Four Orchestral Suites." Bach's talent as a composer and Casals's skill as a conductor combine to make this LP one which all classical music buffs should want to own. Included with the album is a bonus record, "Casals: A Living Portrait," spoken by Casals.

Sylvia Marlowe harpsichord plays Vittorio Rieti



SYLVIA MARLOWE PLAYS VITTORIO RIETI—Decca—DL 710135

Sylvia Marlowe, distinguished harpsichordist, plays two compositions of Vittorio Rieti: "Concerto For Harpsichord And Orchestra," and "Partita For Flute, Oboe, String Quartet And Harpsichord." The pieces are conducted by Samuel Baron and Sylvia Marlowe, respectively. The package should be a hit with lovers of serious music.

Hang Up



BRIAN HYLAND

Hung Up

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Stan Marshall To Capitol As Eastern Premium Head

HOLLYWOOD—Stan Marshall has been appointed creative products east coast sales manager at Capitol Records Distributing Corp. The announcement was made by Harry Mynatt, CRDC's national manager of creative products. In his new position, Marshall will be responsible for premium sales and special merchandising of premium tapes, LP's and related products on the East Coast. He will headquarter in Capitol's New York executive offices and report to Mynatt.

Marshall comes to CRDC after seven years in the record, premium products and custom recording business. A native of New York, he began his career in the record industry seven years ago as sales manager for Criteria Recording Studios in Miami. Three years later, he moved to Columbia Records Productions where he first served as an account executive in the custom manufacturing division and then as aurasation product sales manager for Columbia. In 1966, he joined Kapp Records as operations and international sales manager, a position he held until his present CRDC appointment.

CRDC Tags District Sales Managers

HOLLYWOOD—Bill Tallant, Jr., vice president and national sales manager of Capitol Records Distributing Corp., has announced the appointment of Marvin L. Beisel as CRDC's district sales manager, Los Angeles, and John H. Griffith to district sales manager, Dallas.

Beisel joined CRDC in December 1955, as a sales representative. In 1961, he became city sales manager in Cleveland, and in 1964, district sales manager in Dallas, a position he has held until his present promotion. Beisel will report to Tallant.

Griffith has been a CRDC employee since June 1958. Initially as a sales representative in Charlotte and, since March 1962, as branch sales manager and territory manager in Miami. In his new position, Griffith will report to Dick Miller, division manager.

Edwards To Prestige

NEW YORK—Don Schlitten, A & R director at Prestige, has announced the signing of tenor saxophonist, arranger and composer, Teddy Edwards.

Teddy has played with Gerald Wilson, Benny Goodman, Shelly Manne and the original Clifford Brown-Max Roach group. He has arranged for Nancy Wilson, Benny Goodman, Les McCann and others.

Teddy Edwards' first album for Prestige, entitled "Nothin' But The Truth," will be released next month.

Horizon Talent Promo Opens In New York

NEW YORK—Horizon Talent Promotions, a varied show business company, has been formed here at 225 West 57th St. Divisions include a management company, a production outfit (Wild Productions) and a publishing affiliate. Heading the operation is Mike Verona (left), president, Mark Wildey, vp, an Englishman



most recently with Paul Tannen in Tanridge Productions, and Debbie Joyce, publicity director. Verona was formerly associated with Fling Music.

The company will also represent Contemporary Records, owned by Don Arden, in the U.S. A new talent and writer hunt is under way at the firm.

Vagrants To Atlantic

NEW YORK—The Vagrants, new vocal group in the New York area, have been signed to a long-term, exclusive contract with Atlantic Records. Their first recording on their new label will be issued the end of Jan.

The Vagrants, managed by Frank Scinarlo, are Jerry Storch, Peter Sabatino, Leslie West, Roger Monour and Larry West. They have built a strong following for themselves throughout the New York area via their appearances in night clubs and on the college concert circuit.

Their recordings are being produced for Atlantic by Dave Brigati and Larry Vernieri for Brigato Music, Ltd.

Goldman Forms Art-Studio Co.

NEW YORK—Goldmine Service Inc., an art service and studio company, has been formed by George Goldman, most recently an account exec with Mitchell-Morrison Advertising. Goldman will place special emphasis on the record business. He spent several years as art director of Cash Box Magazine. His company, located at 200 West 57th St., will offer clients layout, design, photograph, photo retouching, copywriting, production and the complete execution of material for ad-promo purposes.

Mitch Ryder Show To Debut In Detroit

NEW YORK—New Voice recording artist Mitch Ryder has announced the formation of The Mitch Ryder Show, which played its first engagement on January 20 at the University of Detroit. A ten-piece orchestra will back Ryder for all concerts and personal appearances.

"It seems more like a Broadway production," Alan Stroh, Mitch's manager said. "The total investment will be in the area of \$30,000. Jaime Rodgers of 'Golden Boy' is directing choreography and Hutch Davie is doing the arrangements. Lighting and electronic systems have been designed, and Mitch's costumes by Charles Lisenby will cost \$3,000 for just three suits. Each of the other ten musicians will be spotlighted on his own Plexiglas stand and wear a black tuxedo."

Stroh also stated that although The Detroit Wheels will no longer travel with Mitch Ryder, the group is still under contract to New Voice Records and will continue to release discs.



TOP 100 LABELS

ABC Paramount	53, 91	Mala	49
Atco	64, 90	Mercury	10, 22
Atlantic	28, 71	MGM	15, 16, 19, 34, 39
Bang	93	Monument	98
Barry	100	Motown	7
Brunswick	57, 58	Musicor	76
		Mustang	88
Calla	74	New Voice	37
Cameo	36, 38	Original Sound	32
Capitol	8, 31, 33, 45, 55	Parlow	3
Checker	48	Parrot	40
Colgems	1, 27	Phillips	12, 81
Columbia	5, 54, 100	RCA Victor	63, 86, 100
Date	94	Reprise	4, 13, 51, 72
Decca	66	Riverside	88
Dial	35	Rojac	99
Diamond	30	Scepter	44
Dunhill	6	Shout	56
Dyno Voice	23	Smash	46, 60
Epic	9, 25, 67, 77	Sound Stage	92
Fontana	11	Soul	17
Four Corners	61	Soul City	89
Fraternity	69, 83	Stax	65, 85
GNP	62	Tamla	42, 52
Gordy	26	United Artists	43, 59
Jerhart	82	U.S.A.	43, 59
Kama Sutra	14, 41, 47, 97	Verve	79, 96
Kapp	29, 75, 78	Volt	20
Kent	84	Warner Bros.	18, 70
King	50	Windy City	80
Laurie	2		
Liberty	21		
London	68, 73, 95		

Sopwith Camel Cutting New LP

NEW YORK—The Sopwith Camel, whose Kama Sutra single, "Hello, Hello" is currently on the charts, is now recording their new album in San Francisco, the city in which their record broke. The Kama Sutra album is being produced by Erik Jacobsen, who also produces the Lovin' Spoonful. The Sopwith Camel just completed an engagement at the Fillmore Auditorium, and will begin a national tour upon completion of their album. The album will include all original songs, by the Sopwith Camel, among them "San Francisco Life."

Whiting In Promo Trek

NEW YORK — Margaret Whiting, whose successful London effort, "The Wheel Of Hurt," was a great comeback outing for the artist, has gone on an east coast promotion tour of key outlets and dealers in connection with her recently released London LP of the same title. Since its post-Christmas release, the album has become one of the label's sales leaders for Jan. The lark has already covered New York, New Jersey, and Boston and is now visiting Philadelphia, Baltimore, and Washington, accompanied by Lenny Meisel, London's recently-named LP promotion chief.

The singer, who appeared on the Merv Griffin TV show recently, also plans a number of other radio and TV appearances. These will tie in with the scheduled release of her new single on Jan. 20.



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HY SAYS "HI!"—Hy Mizrahi, president of Kama Sutra, is shown here as he welcomes writers Pete Andreoli (left) and Vinny Poncia (right) to the Kama Sutra staff. The two writers, currently represented by "Bad Misunderstanding" (the Critters on Kapp) and "Catch Me In The Meadow" (the Tradewinds on Kama Sutra). The Kama Sutra writing staff now totals 13 persons.



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Chicago, Illinois

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**PAN AMERICAN RECORD
SUPPLY**
Denver, Colorado

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SUNLAND SUPPLY CO.
El Paso, Texas

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E. Hartford, Connecticut

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Honolulu, Hawaii

UNITED RECORD DIST.
Houston, Texas

A&B RECORDING DIST.
Indianapolis, Indiana

PEP RECORD DIST.
Los Angeles, California

**MEMPHIS DELTA
RECORD DIST.**
Memphis, Tennessee
MUSIC SALES OF FLORIDA
Miami, Florida

MUSIC CITY RECORD DIST.
Nashville, Tennessee

WENDY RECORDING INC.
Newark, New Jersey

ALL SOUTH RECORD DIST.
New Orleans, Louisiana

BETA DISTRIBUTING
New York, New York

DAVID ROSEN INC.
Philadelphia, Pennsylvania

HAMBURG BROS.
Pittsburgh, Pennsylvania

BILLINIS DIST. CO.
Salt Lake City, Utah

INDEPENDENT MUSIC SALES
San Francisco, California

ROBERTS RECORD DIST.
St. Louis, Missouri

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SALES**
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STAN'S RECORD SHOP
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Monkees' 2nd LP Gets RIAA Award

NEW YORK—RCA Victor Records has reported that with advance orders of over one and one half million units the Monkees' new Colgems album, "More Of The Monkees" has been certified by the RIAA for a gold record award. This is the Monkees' second album for the Colgems label, which is manufactured and distributed by RCA Victor. The LP was released on Jan. 16.

The Monkees' first album has sold in excess of three million copies and is currently No. 1 on the Top 100 Albums. Their latest single, "I'm A Believer," is currently No. 1 on the Top 100 and has also sold over three million copies.

All Monkees recordings are produced under the direction of Don Kirshner, president of Colgems, who also supervises the music of the Monkees' weekly NBC-TV series.

Hoff New Promo Mgr. For London Records

NEW YORK—London Records has appointed Gerry Hoff west coast promotion manager. He will handle promotion for all London and London-group pop LP's and singles.

Hoff's territory will include his home base of Los Angeles, plus San Francisco, Seattle, Denver, Salt Lake City, and Phoenix. Prior to the new association with London, he served for three years as promotion manager with Stone Distributors in San Francisco. Hoff was earlier with the Decca Records branch in the same city.

Vanguard Ups Everyman Price; Offers New Jan. Albums

NEW YORK—Vanguard has announced an increase in the suggested list price of its Everyman line. The line will now carry a price of \$2.50 per disk, effective immediately.

"The decision to make this increase," declared Vanguard's national sales director, Herb Corsack, "was a desire to keep the label at its zenith. We've completely revamped the look of the package."

Label has also announced its January releases, which feature conductors, all but Sir John Barbirolli being new to the catalog. Barbirolli conducts a Grieg program including the "Peer Gynt Suite" and the "Symphonic Dances." Hans Schmidt-Isserstedt leads a reading of the complete "Brahms Hungarian Dances." Rudolf Albert conducts Stravinsky's "Petrouchka." Gunter Wand conducts Schuman's 3rd (Rhenish) and 4th symphonies on one disk, and a 2-disc set consisting of Haydn's "Creation," complete, with soloists and chorus. The Everyman Classics group, the Bach Research Series, offers the six Handel "Chandos Anthems" on three individual discs, featuring Helen Boatwright and Charles Bressler, with chorus and orchestra conducted by Alfred Mann; J. S. Bach's cantatas No. 4 & No. 182 (soloists, Westphalian chorus and orchestra, Wilhelm Ehmann conductor); Cantatas No. 46 & No. 65 (soloists, Barmen choir and orchestra, Helmut Kahlhofer conductor); Cantatas No. 100 & No. 175 (soloists, choir and orchestra of St. Jacobi in Hamburg, Heinz Wunderlich conductor); Cantatas No. 207a & No. 214 (soloists, Barmen choir and orchestra, Helmut Kahlhofer conductor).

Uptite Records Bow

NEW YORK—Uptite Records has opened offices at 1650 Broadway in New York City—Suite 701. Marion Weiss, president of the new label, announced that the company would concentrate on singles, both R&B and pop.

Signed to the label presently are such artists as Ronnie Goodson, formerly of Ronnie and the Hi-Lites, the Superlatives, and the Shalimars. Goodson currently has a new release, "I Wouldn't Give A Nickel," and the Superlatives are slated for a release shortly.

Hal Wess, A&R chief and arranger and producer, is welcoming producers, writers and artists to audition their material and masters.

Ultra-Sonic Offers 8-Track Facilities

NEW YORK—Ultra-Sonic Recording Studios, Inc. of Hempstead L.I., better known as the BIG-UL, has announced "phase one" of its latest expansion program with the installation of the all new Scully 8-track studio recorder, the first of its kind, according to Ultra-Sonic's president Bill Stahl.

On the basis of its initial acceptance, Stahl says, "I believe within a year all major recording studios will be equipped for eight track. As a result we are pleased to be among the very first to offer eight track recording and mixing facilities to our clients."

Father-In-Law Of Larry Newton Dies

BALTIMORE, MD.—Samuel Lieberman, father-in-law of Larry Newton, president of ABC Records, died here last Tuesday (10). He was the father of Dolly (Lieberman) Newton, wife of the label exec.

Chappell Obtains Joyce Film Score

NEW YORK—Chappell & Co. has acquired the background musical score to the motion picture "Finnegans Wake," which is scheduled for general release in March. Nearly seven years from original planning to finished production, the picture is the first film version of a James Joyce work actually to reach the screen. Production and direction was handled by Mary Ellen Bute.

The score of the film, composed by Elliot Kaplan, has already been assigned to RCA Victor Records for soundtrack album release. Considerable interest in the musical facet of the picture has been generated by the favorable criticism which followed showings at the Cannes and the San Francisco Film Festivals.

Composer Kaplan, whose credits include music for more than 100 short films and incidental scores for several legitimate dramas, joins the Chappell fold for the first time with his "Finnegans" score. Kaplan has composed scores for such earlier feature-length films as "The Square Root Of Zero" and "The Playground." He has written incidental music for legitimate works including "The Immoralist," "Two By Saroyan," and "Cicero." In addition, he was commissioned by Yale University to compose a work for large orchestra, which was first performed there in 1963.

Major exploitation efforts will center on the "March Theme From 'Finnegans Wake,'" the main theme of Kaplan's score. The music is also generously laced with brief suggestions of many different song themes (including one from Wagner's "Tristan und Isolde") which have been synchronized with the numerous allusions to song titles in the original Joyce text. All of this made the composing assignment "one of unique interest," according to Kaplan, who added that the central "March Theme" was written and scored to achieve strong promotional, single-record interest as well.

Jerry Massler To Marry

NEW YORK—Jerry Massler, exec vp of Bestway Products & Golden Records, will marry Dianne Howard on Saturday, Feb. 4. Nuptials will take place in New Haven, Conn., the bride's hometown, at Temple Beth El. Jerry is the son of Al Massler, president of Bestway & Golden.

Mercury In Push For Blues Magoos

CHICAGO—Mercury Records will initiate a new phase of a major national promotional program for the Blues Magoos, currently on the charts with "Psychedelic Lollipop." The campaign will begin on Jan. 20. A special executive airliner will be chartered for a two to three week tour of twenty major markets not yet visited by the group.

Jointly sponsored by Mercury Records and the Blues Magoos' management, Longhair Productions, the private airliner tour continues an extended schedule of promotional personal appearances that already has included New York, Philadelphia, Detroit, Cleveland, Hartford, Chicago, Los Angeles, San Francisco, Phoenix, Tucson, Dallas, New Orleans and Atlanta.

The Blues Magoos—widely known as an "underground group" after initial appearances in Greenwich Village about a year ago—became established as a best selling record act, both on their Mercury single "We Ain't Got Nothing Yet" and on their current LP, "Psychedelic Lollipop" after live exposure in selected major markets.

An extensive schedule for local TV appearances, together with special parties for deejays, local and regional promotional personnel, key dealers, and rack jobbers, is planned. In some areas, the Blues Magoos tour is being planned to coincide with special local events, as in Minneapolis, where the group will headline a special matinee show for the annual Winter Carnival in conjunction with radio outlet WDGY.

WB L.A. Promo Rep Named

BURBANK, CALIF.—Marvin Deane, national promotion manager of Warner Bros./Reprise Records, has announced the appointment of Roger Gordon as Los Angeles promo rep for Reprise Records only. Gordon recently resigned a similar position with London Records, after two years with that company.

Gordon, a 24 year old native Calif., also spent one year with Colpix Records.

PRESTIGE HAS TWO NEW SMASH SINGLES

"GROOVE" HOLMES
NEVER ON SUNDAY
B/W
BOO-D-DOO
#45 - 431

"PUCHO"
AYE MA MA
B/W
WHAT A PIECE
#45 - 436

MISTY
#7485
Is Now Breaking Big On All Charts

BILLBOARD CASHBOX RECORD WORLD

Still Selling Big

"GROOVE" HOLMES ALBUMS
SOUL MESSAGE
#7435

LIVING SOUL
#7468

PRESTIGE RECORDS INC.
203 SO. WASHINGTON AVE.
BERGENFIELD, N.J. 07621



FLYING HIGH—The Jefferson Airplane has just completed a tour that included Philadelphia, Chicago, Cleveland, New York, Dallas, and Houston. After returning home, the San Francisco based group opened at Basin Street West on a bill with Dizzy Gillespie. While flying around the country, the group performed for deejays, distributors, dealers, and the press. In order to produce the full impact for their act, the Jefferson Airplane toured with a West Coast "light show" direct from the Fillmore Auditorium in San Francisco. The RCA Victor group is pictured above in concert at New York's Webster Hall with an example of the lighting as a backdrop.



**LEE
DORSEY**
**RAIN, RAIN
GO AWAY**

AMY
974

FOR WHOM THE BELLS TOLL

**JAMES
& BOBBY
PURIFY**
**WISH YOU DIDN'T
HAVE TO GO**

BELL
660

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

THAT GOES ON AND ON AND ON ... ON **AMPEX**

All MGM 8-Track stereo tape cartridges are mastered and duplicated by Ampex, manufactured with Ampex professional recorders on extra-strength Ampex polyester tape, and distributed by Ampex for MGM Records. Look for the exclusive "Ampex Red Dot" protective cap on the beautifully-packaged, break-resistant cases.

- 4355.....JEALOUS HEART/Connie Francis
 - 4361.....CAMPUS CONCERT/Erroll Garner
 - 4377.....THE LEGEND LIVES ANEW/Hank Williams and Strings
 - 4378.....HANK WILLIAMS & HANK WILLIAMS, JR., AGAIN
 - 4379.....THE CLASSIC ROY ORBISON
 - 4382.....MOVIE GREATS OF THE 60'S/Connie Francis
 - 4384.....ANIMALIZATION/The Animals
 - 4385.....LAINIE KAZAN
 - 4386.....BOTH SIDES OF HERMAN'S HERMITS
 - 4406.....NOSTALGIA NO. 1/Billy Mure's Happy Guitars
 - 4407.....L'L RED RIDING HOOD/Sam The Sham & The Pharaohs
 - 4411.....CONNIE FRANCIS LIVE AT THE SAHARA
 - 4414.....ANIMALISM/The Animals
 - 4416.....THE BEST OF HERMAN'S HERMITS, VOL. 2
- VERVE—Prefixes: TC8V(8-Track)/F14(4-Track)**
- 5001.....SOUL & INSPIRATION/The Righteous Brothers
 - 5004.....GO AHEAD AND CRY/The Righteous Brothers
 - 4071.....WHISPER NOT/Ella Fitzgerald
 - 8432.....JAZZ SAMBA/Stan Getz/Charlie Byrd
 - 8454.....WEST SIDE STORY/Oscar Peterson Trio
 - 8523.....JAZZ SAMBA ENCORE/Stan Getz/Luiz Bonfá
 - 8545.....GETZ/GILBERTO/Stan Getz/João Gilberto
 - 8547.....COMPOSER OF "DESAFINADO" PLAYS/Antonio Carlos Jobim
 - 8551.....MORE!!/Kai Winding
 - 8583.....WHO'S AFRAID OF VIRGINIA WOOLF/Jimmy Smith
 - 8587.....THE CAT/Jimmy Smith
 - 8600.....GETZ AU GO GO/Stan Getz with Astrud Gilberto
 - 8605.....OUR SHINING HOUR/Sammy Davis/Count Basie
 - 8608.....THE ASTRUD GILBERTO ALBUM
 - 8612.....GUITAR FORMS/Kenny Burrell/Gil Evans

- 8614.....SOUL SAUCE/Cal Tjader
 - 8623.....GETZ/GILBERTO #2/Stan Getz/João Gilberto
 - 8625.....BUMPIN'/Wes Montgomery
 - 8628.....ORGAN GRINDER SWING/Jimmy Smith
 - 8629.....THE SHADOW OF YOUR SMILE/Astrud Gilberto
 - 8631.....SPANISH GREASE/Willie Bobo
 - 8633.....SMOKIN' AT THE HALF NOTE/Wes Montgomery
 - 8635.....BLUE PYRAMID/Johnny Hodges/Wild Bill Davis
 - 8637.....SOUL BURST/Cal Tjader
 - 8640.....SYMPHONY ORCHESTRA/Soloist: Bill Evans
 - 8641.....GOT MY MOJO WORKIN'/Jimmy Smith
 - 8642.....GOIN' OUT OF MY HEAD/Wes Montgomery
 - 8643.....LOOK TO THE RAINBOW/Astrud Gilberto
 - 8646.....PRYSOCK/BASIE/Arthur Prysock/Count Basie
 - 8648.....UNO-DOS-TRES/1-2-3/Willie Bobo
 - 8651.....EL SONIDO NUEVO/Cal Tjader/Eddie Palmieri
 - 8652.....PETER & THE WOLF/Jimmy Smith
 - 8653.....TEQUILA/Wes Montgomery
 - 8657.....MORE BRASS/Kai Winding
 - 8658.....RAIN FOREST/Walter Wanderley
 - 8659.....BASIE'S BEATLE BAG/Count Basie
 - 8665.....STAN GETZ WITH GUEST ARTIST LAURINDO ALMEIDA
 - 8667.....HOOCHIE COOCHE MAN/Jimmy Smith
 - 8668.....CHANGES/Jackie & Roy
 - 8669.....FEELIN' SO GOOD/Willie Bobo
 - 15054.....THE NEW FIRST FAMILY, 1968
- KAMA SUTRA—Prefixes: TC8K(8-Track)/F73(4-Track)**
- 8050.....DO YOU BELIEVE IN MAGIC?/The Lovin' Spoonful
 - 8051.....DAYDREAM/The Lovin' Spoonful
 - 8054.....HUMS OF THE LOVIN' SPOONFUL/The Lovin' Spoonful

MGM, Verve and Verve/Folkways are divisions of Metro-Goldwyn-Mayer Inc.





Ready To Sign

Tenor saxophonist Booker Ervin shows no hesitation as he prepares to ink an exclusive long-term pact with World Pacific Records. Pictured from left to right are Ron Bledsoe, executive assistant to Liberty president Al Bennett; Booker; Macey Lipman, World Pacific sales promotion director; and Tillie Mitchell, the artist's manager.

Watts: Author/Cartoonist

NEW YORK—The Rolling Stones' Charlie Watts, has a new career which will be introduced to American fans for the first time with the Stones' new album. The LP, whose release is to be announced officially at London Records' January sales convention in London, contains backliner cartoon illustrations and captions by Watts.

This latest project adds a new dimension to Watts' literary career, which began in England with the publication of two books written by him. One of these, titled "Ode To A Highflying Bird," is a treatise on the late Charlie "Bird" Parker. Picturing the "Bird" as a real cartoon bird bursting forth from an egg in a nest, the story traces the career of Charles Christopher "Yardbird" "Bird" Parker from the moment he cracked his egg in Kansas City to his unhappy demise in New York City.

Another Wattsonian effort is titled "The Zoo Of Flags." The 48-page book consists of color drawings of animals from countries all over the world, with rhyming couplets for each. Every animal—from Orang-Outang to Kangaroo—carries the colors of the flag of its native land.

Liberty In Promo Push For New LP's

LOS ANGELES—In conjunction with the label's slogan, "Look To Liberty For '67," Liberty Records is releasing eight albums in Jan. The new release as well as the entire Liberty, Liberty Premier Series and Dolton back catalog figure in the program, effective immediately through Feb. 28.

In the teen-oriented category, the new LP's include the Ventures' "Freakout" and Gary Lewis and the Playboys' "Paint Me A Picture." Lush music is also featured via the Fifty Guitars of Tommy Garrett in "In A Brazilian Mood," the Sunset Strings' "Film Music, Italian Style," and Julie London's "Nice Girls Don't Stay For Breakfast." Gilbert Beaud, who recently appeared in a one-man Broadway show, gains another Liberty entry, done entirely in English, "Mon Amour." Trombones Unlimited showcase their sound with "Big Boss Bones," while another Guitar Phonics instructional LP introduces C&W music lovers to the instrument by way of "Play Guitar With Chet Atkins."

Numerous merchandising sales-aids will be provided by Liberty distributors. A multi-purpose Lewis/Ventures display which can be used over and over has been created in addition to "Look To" streamers, color-keyed for complete unit display. Miscellaneous materials are available on Gilbert Beaud and the other new LP's. A special catalog counter supplement on Gary Lewis, the Ventures, 50 Guitars and Guitar Phonics and advertising aid sheets are also being mailed to distributors.

Sunset Holds Sales Contest

HOLLYWOOD—Ed Barsky, general manager of Sunset Records, has instituted a sales incentive contest open to all rack jobbers and Sunset distributors on behalf of the label's new releases as well as the entire back catalog.

Barsky has timed the prize, a weekend for two in Palm Springs, to follow the NARM Convention, which will be held in Los Angeles. Golf will be played at the two courses where the Bob Hope Desert Classic takes place, the Bermuda Dunes and the La Quinta Country Club. The dates are March 10, 11 and 12. Additional prizes are being planned for low gross and low net players.

According to Barsky, early acceptance of this incentive program indicates that a large number of sales people will make the trip. "At this point it looks as though we can expect fifty to seventy-five to join us on this week-end," he said. Meanwhile Mel Fuhrman, Sunset's national sales manager, has embarked on a tour to promote the contest.

Cyrkle Rounds Off; Losekamp Joins Group

NEW YORK—Columbia Records' The Cyrkle has added a new member, organist Mike Losekamp, who joined the group a short time ago. The Cyrkle is currently represented on the Top 100 with the single "I Wish You Could Be Here."

Mike, formerly a resident of Dayton, Ohio, is a friend of Cyrkle members Tom Dawes, Don Dannemann and Marty Fried. A musician composer, Mike plays piano and harpsichord as well as organ and has been studying music since the age of eight. His interest in music, said Mike, was fostered by his father, a former band-leader.

Mike is 20 years old, has brown hair and eyes, stands 5' 9" tall and weighs 130 pounds. A graduate of Beaver Creek High School in Xenia, Ohio, he also attended Wright State University in Dayton.

Co-managed by Brian Epstein and Nathan Weiss, New York attorney, the Cyrkle has had a number of chart singles and a chart album. The Cyrkle's recordings are produced by John Simon, producer, Columbia Records popular artists and repertoire.

Mercury Releases 8 LP's

CHICAGO—Mercury Records is releasing eight new pop albums, three of which are based upon at least one solid chart maker by the LP artist and one country album is also based upon a top five best seller in the C&W field.

Dee Dee Warwick's "I Want To Be With You/I'm Gonna Make You Love Me" and Keith's "98.6/Ain't Gonna Lie", both first packages by the artists, were inspired by their respective two recent consecutive hits. "Like It Is" by Junior Parker contains his first Mercury single—the R & B chartmaker—"Just Like A Fish." Faron Young's newest LP, "Unmitigated Gall" is based on that top ten current C & W best seller.

"Johnny Mathis Sings" is another in his best selling series of interpretations of primarily pertinent top requested pop tunes with a smattering of standards for pacing. The last two Mercury LP's by Mathis which followed the same successful format are chart best sellers.

Rounding out the popular releases are three albums, two of which also are based on the hit premise. These two are: "Chuck Berry's Golden Hits" and "GRRR" by Hugh Masekela. The first new Jerry Butler LP in over two years, "Soul Artistry" fills out the pop release from Mercury for the first of the year.

The classical Mercury release includes an album continuing the series by Antal Dorati of Tchaikovsky's music—the first recording of the complete Orchestral Suites, with Dorati conducting The New Philharmonia Orchestra. Dorati again is featured leading the London Symphony Orchestra in an LP of modern French music, entitled "Paris 1917-1938." This album contains selections by Auric, Satie, Francaix and Milhaud. Two other albums complete the classical portion of Mercury's January program: one of Eighteenth Century Flute Concertos with Jean-Pierre Rampal as flute soloist with the "Antiqua Musica" Chamber Orchestra conducted by Jacques Roussel, and one by the husband-wife team, Presti and Lagoya of Baroque Music for Two Guitars.

Alan Mink, product manager of Mercury Records, announced that the current program will terminate Feb. 28, 1967.

Original Sound Reports 75% Sales Increase

NEW YORK—Gene Simmons, general manager of Original Sound Records, has announced that Original Sound is up 75% over the first three quarters' billing. He attributes this increase largely to the signing of the Music Machine and their single, "Talk, Talk," which is currently No. 32 on the Top 100. The Music Machine's album, "Turn On The Music Machine," is No. 107 on the Top 100 Albums.

Adding to the upsurge in business is the purchase of a master from Phoenix, "Funky Broadway Part I And Part II," by Dyke and the Blazers. This single is seeing sales action in Cleveland, San Francisco, Los Angeles, Chicago, and Detroit.

When Simmons joined Original Sound in August, his first move was to jump on the cartridge tape bandwagon. This has proven so successful that the Original Sound "Oldies But Goodies" LP product will soon be available not only in the original 4 track tapes but also in new 8 track tapes. "Turn On The Music Machine" will also be available in both 4 and 8 track tapes. By producing specialized "oldies" picked by program directors at stations such as WKNR, KHJ, KFRC and pertaining only to their areas, Original Sound has also increased its sales.

New releases are scheduled for the Music Machine and Dyke and the Blazers, and three new singles by other artists will be released in Jan. Simmons is now on a multi-state sales and promotional tour which began Jan. 15.

New Vaudeville Band To Tour U.S.

NEW YORK—The New Vaudeville Band will return to the U.S. for a four to six week tour, teeing off approximately Feb. 10. The group, whose million unit sale of their Fontana single and one million dollars worth of album sale have been confirmed by gold records awards from the Record Industries Association of America, are thus far booked for the following spots: Masonic Temple, Davenport, Iowa-Feb. 14; K.R.N.T. Auditorium, Des Moines, Iowa, Feb. 15; D'Amicos, Joliet, Illinois-Feb. 16; Danceland Ballroom, Cedar Rapids, Iowa-Feb. 17; Dayton's Auditorium, Minneapolis, Minn.-Feb. 18; Kato Ballroom, Mankato, Minn.-Feb. 19; rehearsal, Hollywood Palace-Feb. 22 & 23; taping, Hollywood Palace-Feb. 24 (for Apr. 15 show); Royal Tahitian, Ontario, Cal.-Feb. 25; Valley Music Hall, Salt Lake City, Utah-Mar. 1; Bayfront Auditorium, St. Petersburg, Fla.-Mar. 2; Symphony Hall, Newark, New Jersey-Mar. 4; Westbury Music Fair, Westbury, Long Island, N.Y.-Mar. 5; Civic Center, Philadelphia, Pa.-Mar. 12. Other dates are being filled in by Jackie Green of Associated Booking Corp.

Merc Debuts Canadian Deck

CHICAGO—Charles Fach, director of recorded product for Mercury and its affiliated labels, announced that Mercury has just released a Canadian single, "Frustration," by the Painted Ship, a four-man group from Vancouver, British Columbia.

Acquisition of the master was made by Lou Reizner, midwest A & R director for Mercury, from Douglas Hawthorne, who produced the record.

BANG!!

3

SMASH SHOTS

"HOLD ON
(TO THIS OLD FOOL)"

BUDDY ACE

DUKE #414

"MR. LONESOME"

J. J. DANIELS

SURE-SHOT #5017

"I'M GOING
(ALL THE WAY)"

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and Victor



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your
charts,
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know
we're
right.



**We were right about
Roger Williams' new
single, "Sunrise, Sunset."
It's a hit!** (K-801, b/w "Edelweiss")



**We were right about
Jack Jones' new
single, "Lady."
It's a hit!** (K-800, b/w "Afraid to Love")

Kapp Records



WB/Reprise Release Jan. Album Product

BURBANK—Warner Bros. and Reprise have announced the release of 11 albums for the month of Jan. On the Warner label are "Color My World," by Petula Clark, "A Latin Happening," by Tony Hatch, Bob Newhart's "The Best Of Bob Newhart," "Introducing Heart And Soul," by Lorraine Ellison, and "The Birth Of A Sound," by the Charlie Underwood Glide Band.

On the Reprise label are Nancy

Sinatra's "Sugar," Trini Lopez' "Trini Lopez In London," "Duke Ellington's Greatest Hits," by Duke Ellington, "Buddy's In A Brand New Bag," by Buddy Greco, Harold Betters' "Funk City Express," and "That's All," by Sammy Davis, Jr.

On Loma, a WB/Reprise subsidiary, an Ike and Tina Turner album called "The Ike And Tina Turner Show, Vol. II," will also be released in Jan.

Radio, Phono Sales Help Electronics Industry Reach New Highs In '66

WASHINGTON — Radio and phono sales played key roles in the banner year just past for the consumer electronics industry, reports the Electronic Industry Association.

Total consumer electronic sales to dealers in 1966 amounted to approximately \$4 billion last year, up from \$3.3 billion in 1965, according to preliminary year-end estimates of the marketing services department of the EIA.

In the last 10 years radio has grown spectacularly despite television. The total U.S. market is estimated to have grown from sales of 15 million units in 1956 to 44 million in 1966, including imports, a large percentage of which are produced abroad for U.S. manufacturers.

FM has added another dimension to the radio renaissance. FM or AM/FM sales to dealers in 1966 were a negligible quantity. In 1966 estimates are that FM or AM/FM factory sales amounted to 11.7 million units, approximately 27 per cent of the total U.S. radio market.

The growth in FM has paralleled the increase in FM stations from 530 in 1956 to over 1,500 in 1966.

Total sales of phonographs (excluding TV-phonograph combinations) in 1966 were 6.1 million units, 50 per cent above the 4 million units sold in 1956.

Stereo sound, both in records and radio, has been the chief factor of growth, literally adding a new dimension to reproduced sound.

The real gainers in the phono field were radio-phonograph combinations. 450,000 such units came out of U.S. factories in 1966 (11 per cent of the total that year). In 1966 sales had increased fourfold to 1.8 million units, and this represented 30 per cent of the year's total phonograph sales.

Portable and table phonograph sales increased from 3.3 million units in 1956 to 4.3 million units in 1966.

The U.S. tape recorder market has increased to an estimated 5 million units in 1966, up from approximately 200,000 in 1956.

The advent of cartridge systems, for auto and home, will give continued impetus to this as yet undetermined market, the EIA said. Magnetic tape equipment could become the most outstanding growth area in an industry that has been setting records in nearly every product line for the past 10 years.

The growth of consumer electronics, the association said, has been accompanied by a gratifying downward trend in price structures. The latest Department of Labor Wholesale Price Index (covering all prices within the American economy) shows all commodities to be at 106.2 of the 1957-59 base period. The television, radio receivers and phonograph section of the index, however, was at only 83.8, one of the best performances recorded by any American industry.

Dynamo Releases Initial Single

NEW YORK—Dynamo Records, new label recently kicked off by producer Luther Dixon, has released "The Biggest Man," by Tommy Hunt. Hunt had a major hit with "I Don't Know What To Do With Myself" during his earlier tenure with Scepter Records. Dixon produced this outing as well as "Human."

Dixon, president of Dynamo, said that he is now setting national distribution for the label through Musicor Records in New York. Although no overseas distribution arrangements have yet been finalized, he said he is considering offers from a number of foreign firms.

As copies of Hunt's big-play single were shipping, Dixon noted that the label will issue a new LP on Jan. 3 titled "Live At The Apollo," with Inez and Charlie Foxx. The couple have a current single, "Come Bve Here," produced by Dixon for Musicor, but effective with the LP, they are being switched officially to Dynamo. Additional product will be forthcoming shortly by a new duo, Barbara and Brenda, as well as from a number of other artists now in the process of being signed by the label.

New York headquarters for Dynamo will be in the Musicor Building at 240 West 55th Street.

Muntz Stereo-Pak Opens Busy New Year

VAN NUYS—Muntz Stereo-Pak has opened the New Year with a rush of activity. The company plans a nationwide network of production plants and retail outlets, it has inked a one-year non-exclusive contract with Viva Records calling for Muntz cartridge reproduction of Viva product, and it has assigned Steve LaVere to the position of executive music associate of Muntz facilities.

The first phase of a plan to establish the string of production plants and retail outlets is scheduled to get underway next summer in Chicago. Construction of a 25,000 square-foot plant is planned.

As to the contract with Viva, the pact was announced jointly by Muntz execs Earl W. Muntz and Ed Silvers. Viva veep on Jan. 3. According to Muntz, his company will produce and ship album and Mini-Pak single cartridge editions of Viva's "Rhapsodies For Young Lovers," by the Midnight String Quartette and Rudy Vallee's "Hi Ho Everbody." Singles from the albums slated for Muntz Mini-Pak release in Jan. are MSQ's "You Don't Have To Say You Love Me" backed by "The Lonely Bill," and Vallee's "Who Likes Good Pop Music?" and "Who" tandem.

Steve LaVere, named executive music associate of Muntz, will work under the direction of music head Ed Michel. According to Michel, LaVere will be responsible for monitoring music trends and will assist in the programming of Muntz releases. LaVere's assignment also involves acquiring labels strongly emphasizing contemporary music.

Judge Signs BMI, U.S. Consent Decree

NEW YORK—The consent decree entered into between BMI and the Justice Dept. has been signed by Judge Edward McLean in U.S. District Court here. Previously, Judge McLean heard arguments in favor of and against promulgation of the consent decree, which ended U.S. action against the clearing house. ASCAP, chief competitor of BMI, was heard in testimony against the consent decree, as was the Songwriters of America. BMI's case was presented by attorney Asa D. Sokolow. Bob Sour, president of BMI, had previously noted that the consent decree would not materially change the operation of BMI.

Nonesuch Releases Comic LP

NEW YORK—A collection of four humorous works by 17th and 18th century composers heads the list of Nonesuch Jan. releases. Performances are by the Angelicum orchestra of Milan under the direction of Newell Jenkins.

The pieces, which all have warlike titles, are "Battalia," by Heinrich Biber; "Contretanz: The Victory Of The Hero Coburg," K. 587, by W. A. Mozart; "Suite: Les Caracteres De La Guerre," by J. F. Dandrieu; and "Sinfonie Op. 11: La Bataille," by F. C. Neubauer.

Locating the original scores to these works entailed detective work in various European libraries and museums on the part of Jenkins and the Nonesuch musical staff.

Possibilities Unlimited Opens In Los Angeles

LOS ANGELES—Chad Everett has formed Possibilities Unlimited Music Publishing Company in association with singer Bobby Adano and drummer Bobby Williams. Company is headquartered at 8831 Sunset Blvd. Already acquired for the catalog are three tunes "Lady Shelby," "A Part of Her" and "I've Got Your Pucker."

Barry And Mogull Get Score of 'La Curee'

NEW YORK—Paul Barry and Artie Mogull, working through Celestial Music, have acquired the score of the movie "La Curree" or "The Game Is Over." The flick stars Jane Fonda and was produced and directed by her husband, Roger Vadim. Based on a novel by Emil Zola, the movie has been running for nine months in Paris and opened in New York on Jan. 9 at the Trans Lux East. It will be released nationally a month later. The soundtrack of the film is being released immediately on the Atlantic label.

Ovation To Locate In New Hartford

BLOOMFIELD, CONN — Ovation Instruments, Kaman Aircraft Corp.'s diversification into the recreation field, will locate its manufacturing operations in the Hurley Building on Railroad Avenue in New Hartford. Ovation plans a work force of 50 people, mostly new employees from the New Hartford area. The company is scheduled to start production in the new plant on Feb. 6.

Kaman established the Ovation Division in Dec. 1966 and is currently completing marketing plans for its acoustic guitar. Company plans envision rapid expansion into a line of electric guitars, amplifiers, and possibly other musical instruments.

A. R. Baldwin, director of industrial relations for Kaman, said that the company will be seeking to hire men and women with woodworking and assembly skills. Some of the new employees will be hired by Ovation prior to the move to New Hartford. In this way they can be trained in Ovation's Hartford plant, and ready to start production when the company relocates.

Ovation will occupy the street level floor of the Hurley plant, using over 18,000 square feet of floor space for its operations. The plans were announced by Jim D. Gurley, general manager of the Ovation Division of Kaman. Gurley joined the company six months ago to participate in the development of Ovation guitars and the formation of the new division.

For the present, Ovation will continue its sales and administrative offices in Bloomfield.



BIG DOINGS—Liberty Records' A & R department has swelled to a new high in recent months; under the direction of Liberty veep Robert Skaff and administrator Dick Pierce, the staff now provides creatively for numerous Liberty divisions. Shown here from left to right are staff members Jack Tracy, Cal Carter, Dallas Smith, Dick Bock, Pierce, Tommy Oliver, Scotty Turner, and Joe Saraceno.

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THE MONEY RECORDS

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OOH BABY
Checker 1158

Gene Chandler
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Checker 1155

Little Milton
FEEL SO BAD
Checker 1162

Etta James
I PREFER YOU
Cadet 5552

The Radiants
FEEL KIND OF BAD
Chess 1986



Chess



What The Dickens

Jimmy Dickens, whose guitar helps him to impress a good many American music fans, is planning on entertaining the folks in the Orient where, according to pals Larry Moeller (left) and Merle Travis (center), he'd be much more impressive with a Japanese samisan. Travis will be on the Moeller-booked circuit throughout the Orient Jan. 20 through Apr. 25, to be followed by Dickens May 24 through July 18 and Justin Tubb Oct. 4 through Dec. 20. In the bottom shot Dickens is seen during a surprise birthday party where he was given the full "girl-pops-out-of-the-cake" treatment. In this case the pretty girl just happened to be his 10-year old daughter Pamela Jean. Party was staged at Oxnard AFB in Calif., where Jimmy was giving a benefit performance.

Herston Appointed Capitol A&R Producer

HOLLYWOOD—Voyle Gilmore, vice president, Artists and Repertoire, Capitol Records, has announced the appointment of Kelso Herston as the label's Nashville A&R producer. In his new position, Herston will be responsible for all recordings and production in Nashville. He will report to CRI's executive A&R producer, Ken Nelson.

A native of Florence, Alabama, Mr. Herston came to Nashville eight years ago to handle the publishing for Sun Records and Hi-Lo Music. Three years later, he became assistant A&R director, Mercury Records, and in late 1964, he was named to head United Artists, Nashville office, a position he has held until his

present appointment.

Throughout his career, Herston, who is also known as a talented guitarist in the C&W field, produced a number of favorite C&W artists including Del Reeves and Marvin Rainwater. In his new capacity, he will work with a number of Capitol's top-selling C&W artists in the Nashville area.

Assisting Herston will be Billy Graves who has been promoted to associate A&R producer, and manager of Ardmore & Beechwood Publishing in Nashville.

Graves, who came to Capitol's Nashville office four years ago as assistant producer, will report to Herston.

Hickory Off To Swinging '67 Start

NASHVILLE—Hickory Records is pulling out all the stops in its current drive tied to the slogan, "the what's happening now sound." The Nashville label, at present plugging four new early '67 releases, has engaged a number of indie promo men in major markets to supplement the efforts of its own staff. Key trade-ad programs are also in the works, according to W. D. Kilpatrick, merchandising and promo chief for the label.

On the pop singles front, the label reports standout reaction to "Gonna Be My Girl" by Neal Ford and the Fanatics, a promising new Texas group recently signed. Released just three weeks ago, the disc has already hit the number one slot on Houston's two major top-40 stations and local distributors have confirmed very strong sales activity. The firm is also focussing major promo efforts on "Sweet Thang," a novelty side in the now-sound groove by another new group from Louisville, Snoopy and the Others.

Sue Thompson is reportedly making noise with "The Language Of Love," while Bob Luman's "Hardly Any-more," is getting a full promo drive by the Hickory forces as well.

"Pop Goes The Country," Hickory's recently-released LP with The Swingin' Gentry Singers, is generating a good reaction on the easy-listening and good-music front. As a result, plans are being made for a follow-up album, with composer-arranger John Cacavas directing the choral group.



IT'S GONNA BE ROSE-Y—Rose Maddox, a favorite in the hearts of many a country fan recently came out of retirement, to the delight of her strong following. Rose is shown above as she signs an exclusive management-booking contract with General Jack McFadden at the OMAC headquarters in Bakersfield.

Correction

NEW YORK—In the Jan. 7 issue of Cash Box the following songs were incorrectly listed as scheduled to be performed at the San Remo Song Festival on Jan. 26-28: "I Vasia E I Mami," published by Durium, to be sung by Little Tony; "La Voglia Di Vivere," published by RCA Italiana, to be sung by Michele and Milva; "Una Stretta Di Mano," published by Ariston, to be sung by Anna Identici and Audrey; "La Compagnia Del Ra La La La," published by Bellariver to be sung by David and Jonathan; and "Gira Gira," published by Meazzi, to be sung by Anna Marchetti.

Key Inks Price

NASHVILLE—Jimmy Key, president of Key Talent Agency, has announced the signing of Kenny Price to an exclusive booking contract. The deal was negotiated by Dave Olson, executive vice president of the agency, and Bobby Bobo, Price's personal manager.

Price hails from Florence, Kentucky, where he lives with his wife, Donna, and three children. He has been a regular on Cincinnati's Midwestern Hayride for thirteen years, where he appeared as a member of the Hometowners, a vocal and instrumental group, before making personal appearances on his own. He now records for Boone Records, and has had one hit, "Walking On New Grass," already on the charts. His newest release, "Happy Tracks," is also a chart item.

In addition to recording Price is also an accomplished writer. One of his newest songs, "Going In Training," has recently been recorded by Porter Wagoner.

Moeller Talent Skeds Overseas Packages

NASHVILLE—One of Country Music's largest talent agencies, Moeller Talent, will have artists overseas, mostly in the Far East, for at least 30 weeks during 1967.

Capitol recording artist Merle Travis inaugurates the junket with a 13-week tour of Hawaii, Guam, the Philippines, Okinawa, Taiwan, Japan, Thailand, and Viet Nam, extending from January 20 through April 25. Travis' globe-girdling return will include performances in Germany, Italy, and France from May 5 to 21.

Essentially the same Far Eastern itinerary, arranged by agency executive Larry Moeller, will be followed by Little Jimmy Dickens and "The Country Boys," May 24 to July 18. Closing this aspect of Moeller's 1967 activity will be a repeat of the Far East circuit Oct. 4 to Dec. 20 by RCA Victor's Justin Tubb.

DuQuoin State Fair Skeds Two Giant Country Shows

NASHVILLE—The opening two days of the DuQuoin State Fair on Aug. 26 and 27 have been scheduled for a country blockbuster, according to an announcement from the Bob Neal Agency in Nashville, which negotiated the deal for the show with D. M. Hayes, president of the Fair.

Opening night will headline the Johnny Cash Show, Conway Twitty & the Lonely Blue Boys, Little Jimmy Dickens & band, Carl & Pearl Butler, the Statler Brothers, the Carter Family, Mother Maybelle, June Car-

ter, Johnny Darrell and the Tennessee Three.

The second night will feature Stonewall Jackson & the Minute Men, Porter Wagoner & the Wagonmasters, Faron Young & the Deputies, Ray Price & the Cherokees, the Stoneman Family, Norma Jean and Billy Grammer.

"Last year's shows produced two packed grandstands and we're looking forward to even better attendance and turnout this year," stated Hayes. The production details of the package will be handled by the Neal office.

Longhorn Inks Raush

DALLAS—Longhorn Records prexy Dewey Groom has announced the signing of Leon Raush to a recording contract with the label. Formerly a featured vocalist with Bob Wills and the Texas Playboys on Kapp Records, Raush is scheduled for release shortly with his first Longhorn outing, "Brand New World" b/w "You Bring The Worst Out In Me."

LHI Names De Nave PR

NEW YORK—LHI Records recently named Connie De Nave Public Relations to represent the new label in all fields of publicity. LHI, which stands for Lee Hazelwood Industries, is headed by the composer-producer, who has to his credit such disks as Nancy Sinatra's "These Boots Are Made For Walkin'" and "Sugar-town."

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RADIO ACTIVE CHARTS

A survey of key radio stations in all important markets throughout the country to determine by percentage of those reporting which releases are being added to station play lists this week for the first time and also the degree of concentration combining previous reports. Percentage figures on left indicate how many of the stations reporting this week have added the following titles to their play list for the first time. Percentage figures on right include total from left plus the percentage title received in prior week or weeks. (SURVEY COMPLETED TO JANUARY 14, 1967)

Ahmad Jamal Heat Wave

Heat Wave—Ahmad Jamal—LP/LPS 777



Lonesome Traveler—Ray Bryant—LP/LPS 778

WINNERS!



Go Power—Illinois Jacquet—LP/LPS 773



Raising The Roof—Odell Brown—LP/LPS 775

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% OF STATIONS ADDING TITLES TO PROG. SCHED. THIS WEEK	TITLE	ARTIST	LABEL	TOTAL % OF STATIONS TO HAVE ADDED TITLES TO PROG. SCHED. TO DATE
50%	Ruby Tuesday	Rolling Stones—London		50%
42%	Lovin' You	Bobby Darin—Atlantic		65%
40%	All	James Darren—Warner Bros.		46%
34%	Go Where You Wanna Go	5th Dimension—Soul		55%
33%	Then You Can Tell Me Goodbye	Casinos—Fraternity		90%
31%	It Takes Two	Marvin Gaye & Kim Weston—Tamla		39%
30%	Wish You Didn't Have To Go	James & Bobby Purify—Bell		30%
27%	I Wish You Could Be Here	Cyrkle—Columbia		38%
26%	Lady	Jack Jones—Kapp		53%
25%	Ten Commandments	Prince Buster—Philips		25%
23%	Wild Thing	Senator Bobby—Parkway		76%
22%	Sit Down, I Think I Love You	Mojo Men—Reprise		22%
21%	It May Be Winter Outside	Felice Taylor—Mustang		71%
20%	Dis-Advantages	Brass Ring—Dunhill		20%
19%	My Special Prayer	Joe Simon—Sound Stage 7		19%
18%	Let's Spend The Night Together	Rolling Stones—London		18%
17%	You Got To Me	Neil Diamond—Bang		17%
16%	Ride Ride Ride	Brenda Lee—Decca		46%
15%	So You Want To Be A Rock 'n' Roll Star	Byrds—Columbia		15%
14%	The Hunter Gets Captured	Marvelettes—Tamla		14%
13%	Niki Hoeky	P. J. Proby—Liberty		45%
12%	Sweetest One	Metros—RCA		29%
12%	The Tramp	Lowell Fulson—Kent		25%
11%	Mercy, Mercy, Mercy	Cannonball Adderley—Capitol		40%
11%	The Beat Goes On	Sonny & Cher—Atco		43%
10%	Danger She's A Stranger	5 Stairsteps—Windy C		35%
10%	Something Good Is Starting To Happen	Carla Thomas—Stax		31%

LESS THAN 10% BUT MORE THAN 5%

Total % To Date

I Was Only Playing Games Unit 4 Plus 2 (London)	9%	I Can't Please You Jimmy Robbins (Jerhart)	25%	My Cup Runneth Over Ed Ames (RCA)	31%
Walk Tall 2 Of Clubs (Fraternity)	49%	Don't Go Home Shirells (Scepter)	8%	I'll Take Care Of Your Cares Frankie Laine (ABC)	17%
That's The Tune Vogues (Co & Ce)	66%	Sunrise, Sunset Roger Williams (Kapp)	8%	For What It's Worth Buffalo Springfield (Atco)	30%

TWO HOT RECORDS

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MTA 114

RADIO ACTIVE

KELO #1

WAKY #9

WKLO #27

KDWB #31

WEBC #33

KJR #45



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Angel's Melodiya

(Continued from page 8)

recent cantata by Shostakovich, "The Execution Of Stepan Razin," based on a poem by Yevgeni Yevtushenko. Kiril Kondrashin conducts the Moscow Philharmonic in this work and the rarely recorded Ninth Symphony of Shostakovich. Conductor and orchestra are also heard in another album, in the composer's popular Symphony No. 5.

Violin Virtuoso David Oistrakh is featured in three of the first six Melodiya/Angel releases. First, in his customary role, he has recorded the Khachaturian Violin Concerto with the composer conducting the Moscow Radio Symphony. Already known as a skilled conductor through concert accompaniments for his violinist son Oistrakh and others, the elder Oistrakh makes his formal recording debut as conductor in two other Melodiya/Angel albums, both with the Moscow Philharmonic. His recording of Prokofiev's Symphony No. 5 commemorates his life-long association with the late composer. In the Berlioz "Harold In Italy" Oistrakh's viola soloist is Rudolf Barshai, best-known in America as founder and conductor of the Moscow Chamber Orchestra.

Completing the first Melodiya/Angel release is an album of two contemporary chamber works, with ensembles directed by the young conductor of the Bolshoi Symphony, Genady Rozhdestvensky—the Suite from Stravinsky's "L'Histoire du Soldat" and Prokofiev's Quintet for Woodwinds and Strings.

Planning for the new label's first releases began last August when Capitol Records, the manufacturer of Angel Records in the United States, signed a contract with Mezhdun-

Lee Assigned To Command's New York Promo & Pub. Post

NEW YORK—Lanny Lee has been assigned to cover promotion and publicity in the New York area for Command Records. Lee, who has a total of 8 years of experience in the record business, will report directly to Loren Becker, the label's guiding light.

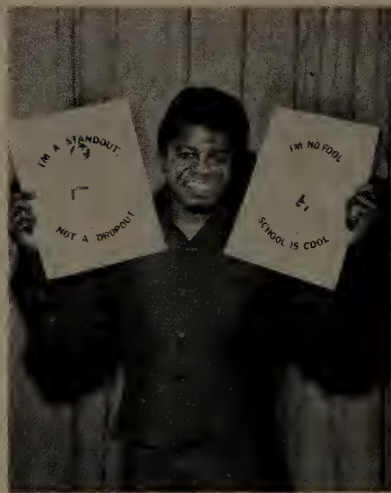
arodnaja Kniga "Mezh-du-na-rod-naya Kneegah") the Soviet department responsible for book and record publishing. The agreement gave Capitol exclusive first rights to manufacture, license, and distribute in the United States and Western Hemisphere all recordings under the Melodiya/Angel label by Soviet artists.

Negotiations began in November 1965, when Capitol's president, Alan W. Livingston, met in Moscow with members of the agency. When the agreement was signed, it marked the first time that the Soviet Government had ever given rights to recordings by all its artists to one American record company.

At the time of the signing, Mr. Livingston announced that Capitol would create a special new label, Melodiya/Angel, for release of the recordings. Melodiya is the Russian label; Angel is the world-famous classical label distributed in the United States by Capitol.

James Brown Chairs 'Stay In School' Drive

NEW YORK—James Brown has accepted the invitation of Vice President Hubert H. Humphrey to be chairman of the recording artists committee of the Government's "Stay-In-School" campaign. The artist's "Don't Be a Dropout" disk on King was a recent chart hit, a fact that the Vice President points to in a letter to Brown: "I am very ap-



JAMES BROWN

preciative of your past cooperation, particularly your recording of "Don't Be a Dropout," and I look forward to working with you on this year's campaign."

The National Association of Radio Announcers, the Vice President also noted, has agreed to serve as the "central committee" to organize and coordinate the efforts of the nation's disk jockeys in support of the President's program. Del Shields, exec vp of NARA, will serve as chairman of the overall effort.

NARM Program Details

(Continued from page 8)

been explored at a NARM Convention. Closing the day's program will be Thomas F. Bartley, General Manager of the Marketing Training Services of the Whirlpool Corporation, who will speak on the subject, "You Have a Business. Is It an Organiza-

UPCOMING EVENTS

A Schedule of Major Industry Events in the Coming Months

EVENT	DATE	PLACE
SAN REMO FESTIVAL	JAN. 26-28	SAN REMO, ITALY
CHESS-CHECKER-CADET CONVENTION	JAN. 27-29	AMERICANA HOTEL SAN JUAN, PUERTO RICO
MIDEM (INT'L RECORD & MUSIC PUBLISHING MARKET)	JAN. 30-FEB. 4	PALACE DES FESTIVALS, CANNES, FRANCE
NARM (RACK JOBBER) CONVENTION	MAR. 5-10	CENTURY PLAZA HOTEL, LOS ANGELES
NARAS GRAMMY AWARDS	MAR. 2	NEW YORK, CHICAGO, LOS ANGELES, NASHVILLE
FRIENDS OF BOB BURTON DINNER-DANCE	MAR 21	AMERICANA HOTEL, N.Y.
NAB (BROADCASTERS) CONVENTION	APRIL 2-5	CONRAD HILTON HOTEL, CHICAGO
NAMM MUSIC SHOW	JUNE 25-29	CONRAD HILTON HOTEL, CHICAGO
COUNTRY MUSIC WEEK	OCT. 19-21	NASHVILLE, TENN.

tion?" Mr. Bartley is a nationally-noted speaker, and a member of the American Management Association.

Tuesday

On Tuesday morning, a program of workshops and seminars is planned for all Regular and Associate Members attending the convention. Following breakfast, at which the convention registrants will meet, two groups of workshops and seminars will be conducted, one group from 9:00 AM to 10:30 AM, and the second group from 10:30 AM—12:00 Noon. Each convention registrant will be able to select one from each of the groups offered, and therefore will attend two workshops in the morning schedule. The workshops will cover the areas of electronic data processing, labor relations, and the tape cartridge. The workshops on Electronic Data Processing will be given by Continental Computer Associates, a consulting firm specializing in all types of electronic data processing equipment and problems. Two company principals, Morton G. Wolpert, president, and Joseph Herbets, vice president, will conduct the workshops. Extensive preliminary preparation has been done by Continental Computer Associates, including a survey of the NARM membership regarding electronic data processing. One of the workshops will be for the company which is not yet in data processing, or just beginning the use of data processing equipment. The second workshop will be geared to the company executives who are already in data processing, and will deal with the problems they face, and the expanded areas which can be realized through the use of electronic data processing equipment.

Allen G. Seigel, will run two workshop sessions on "Handling Labor Relations in Your Business," which will be a further development on a more individual basis, of the general topic he will discuss in the Opening Business Session on Monday. He will deal in specific terms on how to handle various labor problems frequently encountered by the NARM membership. Seigel's workshop will be run twice, so that more people will have an opportunity to attend this one, as well as another of their choice.

"Merchandising the Tape Cartridge" is a workshop session which will be conducted twice, in each of the two groups, by J. A. (Sasch) Rubenstein (Calectron, San Francisco, Calif.). With the use of audio-visual equipment, showing actual installations, methods, and fixtures now in use in the merchandising of the tape cartridge, Rubenstein will bring to the NARM membership an up-to-date and informative presentation of what is actually going on in the field in the sale of tape cartridges.

Chairman in charge of each of the workshop sessions, who will introduce the speakers and direct the question and answer period will include David Press, (D and H Distributing Co., Harrisburg, Pa.) in charge of Introductory Electronic Data Processing;

Cecil H. Steen, (Recordwagon, Inc., Woburn, Mass.) in charge of Advanced Electronic Data Processing; Amos Heilicher (J. L. Marsh Company, Minneapolis, Minn.) and Stanley Cecil H. Steen, (Recordwagon, Inc., Seattle, Wash.) who will each chair one of the sessions on the Merchandising of the Tape Cartridge; and George A. Berry (Modern Record Service, Inc., New Orleans, La.) and Jack J. Geldbart (L and F Record Service, Atlanta, Georgia) who will each chair one of the sessions on Handling Labor Relations Problems in Your Business.

Wednesday

The Business Sessions Program on Wednesday, March 8, will feature recording artists and product. A complete announcement of the recording artists who will participate in the program, and complete details of the various features, will be forthcoming shortly.

Thursday

On Thursday morning, March 9, Harbridge House, one of the leading management consulting firms both nationally and internationally known, will present a workshop session on the subject "Warehousing and Inventory Management." The specific purposes of this workshop session will be to review the members most common warehousing and inventory control problems, and to demonstrate where the problems come from, and what can be done to solve them. This workshop session will run from 9:00 AM to 12:00 Noon, and will be a comprehensive review of the problems our members face in that area. William H. O'Dell of RCA Victor Records will be chairman of this seminar.

Columbia's Odes

(Continued from page 8)

much-sought-after collectors' items. Odyssey has also acquired the rights to the catalog of the Harmonia Mundi label in Austria. Harmonia Mundi specializes in rarities from the Renaissance and Baroque eras. Many of the releases are exclusive première recordings.

From Columbia's vault comes a series of Legendary Performances recordings which are no longer available. Prized and coveted by collectors the world over, these recordings feature such virtuosos as Sir Thomas Beecham, Pablo Casals, Walter Gieseking and Bruno Walter. In cases where performances were originally recorded in monaural only, they will be released on Odyssey in monaural only. Recordings will not be electronically re-channeled for stereo.

To round out the catalog of exciting and diversified Odyssey albums still further the label will record new material, with special emphasis on budding, talented artists and/or repertoire of a highly special nature.

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Kenneth Prod. Bows On Coast

LOS ANGELES—Don Kenneth Productions, a company recently formed by Don Kenneth to produce motion pictures, television and live concert presentations, is set to shoot one-hour back-to-back TV pilots, beginning Jan 17 in Hollywood and various other locales.

Kenneth, songwriter, producer and TV scripter, will produce and direct both pilots: the first, a rock 'n roller, "Don Kenneth Presents Colors of the Rainbow"; the second, a new professional talent showcase, "The Starmakers."

"Rainbow" stars host Bobby Sherman, former "Shindig" performer, and features the Turtles, the Grassroots, Davie Allen and the Arrows, and Donna Gault (the Sincomperner Girl).

"Starmakers" features co-hosts Vic Ames (of the Ames Brothers) and singer Karen Chandler. Show presents seven professional newcomers performing with established stars.

Jack Pleis, former A&R man with Decca Records and currently musical arranger for TV's "My Three Sons" and "Family Affair," will be musical director for both pilots.

Columbia 'Gold' Promo

(Continued from page 8)

consumer may order albums from local dealers placing the ads.

In-store Aids Available

The advertising campaign will be backed up with a set of in-store merchandising aids. Stand-up record racks and portable double-browsers, complete with "Solid Gold" sign posters, will be available to record retailers, along with miniature reproductions of the official RIAA seal for application to featured album jackets. Divider and backer cards, for use in dealers' existing browser bins to separate "Solid Gold" albums from other

stock, will be headed "Solid Gold/A Treasured Collection of Million-Dollar Albums From Columbia Records," followed by a list of the featured product. Kleen-stik streamers advertising Solid Gold product will also be supplied to dealers for use on browsers and as wall banners, window streamers and bumper stickers. A million consumer brochures will be distributed to dealers, along with kleen-stik holders for mounting in high-traffic store areas.

To supplement the above programs, each marketing area will receive sets of gold record libraries, containing all of the label's gold record albums, which may be offered as prizes in local contests.

UA's Hot Line

(Continued from page 7)

lars," also released on UA, was an RCA Victor track disk. According to Goldberg, "Fistful" is second only to "Thunderball," the third James Bond film, in financial success. Another big film-disk success is "A Man & A Woman," a French film which is one of UA's biggest global successes ever and one of the cheapest to produce (\$200,000).

"Fistful," by the way, opened in Toronto's Odeon Theatre Christmas Week and scored largest grosses of any film with the exception of "Goldfinger." It opens in the U.S. later this month. The UA label is represented with a "Fistful" song performed by LeRoy Holmes on a singles release.

As he has done at past UA label sales meets, Goldberg noted that a hit song was "a cheap mention on radio" that was worth "tens of millions of dollars in free publicity."

Picker also brought the importance of film music into focus by declaring, "You don't realize that music can be the deciding factor to go or not to go forward with a production."

Fleming Musical

Looking into the future, Picker said that production would start this summer on a major film musical, "Chitty Chitty Bang Bang," based on

a short story by Ian Fleming, author of the James Bond novel. It will bring together several of the factors who scored in "Mary Poppins," songwriters Bob & Dick Sherman and actor Dick Van Dyke. A femme lead is yet to be chosen. Flick should be ready for release in June, 1963.

Ilya Darling

While observing UA's "inordinate lack of success" on Broadway, Picker said that the situation would be corrected with the musical version of "Never On Sunday," "Ilya Darling." It features "Sunday" star Melina Mercouri and has a score by Manos ("Never On Sunday") Hadjidakis (music) and Joe Darion (lyrics). Jules Dassin will direct, repeating his "Sunday" assignment. Show opened in Philadelphia last Monday (9) and moves on to Toronto, Detroit and New York before its New York opening in April Musical's New York Preview performances have been sold out.

New Releases

Among the new LP's are 15 on the UA label, seven on UA International, four on Solid State, UA's sound line, and four Tale Spinners for children.

UA's line-up includes Al Caiola's "Return Of The Seven," Bobby Goldsboro's "Solid Goldsboro," Jay & the Americans' "Try Some of This!," "The Gurus Are Here," Jimmy Roselli's

Good News For Collectors

Columbia's "Solid Gold" promotion comes, the label pointed out, during the traditionally biggest months of the year for record retailers, January and February. One of the reasons for higher sales during these months is the existence of a large number of new phonograph owners—those who have acquired equipment as Christmas gifts and through end-of-year furniture sales. Beginning record collectors will be able to find the foundation of a record library in Columbia's "Solid Gold" Catalog. Furthermore, a majority of gold records are also available on Columbia four-track stereo tapes and eight-track stereo tape cartridges.

"Sold Out—Carnegie Hall Concert," Shirley Bassey's "And We Were Lovers," George Jones' "George Jones' Golden Hits, Vol. 2," Chucho Avellanet's "Boleros Del Amor," LeRoy Holmes' "Los Violines de Amor," Ike Cole's "The Same Old You," "Best Of Original Soundtracks & Great Themes from the Motion Pictures," Del Reeves' "Struttin' My Stuff," Neal Hefti's "Definitely Hefti," Tito Rodriguez' "Bailando Con Tito" and Jackie Vernon's "A Man & His Watermelon."

From UA International, there's The Blues Busters' "Wings Of A Dove," Gnesta-Kalle's "Nordic Round," The Northern Lights' "Gabrielle," Domenico Modugno's "Dio, Com Vid Mio," Manuel Vargas' "El Flamenco," Richardo Vidal/Brandia's "Tarde De Toros" and Adriano Celentano's "Supremo."

New Solid State product includes: The Kokee Band's "Hawaii & Other Exotic Movie Themes," The Will Bronson Singers' "Best Of Broadway," Ted Sommer's "Percussive Mariachi" and Nelson Riddle's "Music For Wives & Lovers."

From Tale Spinners, there's "Western TV Favorites," "Peter Pan," "Hiawatha" and "Golden Rhymes."

Pop product was introduced by UA's Mike Lipton, Norm Weiser, Bernie Lawrence and Jim Brown. The UA Int'l dates debuted by Ron Eyre.

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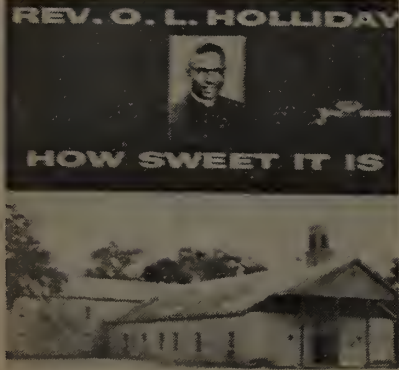
"BLACK OLIVE"
The Bad Boys
Paula 254

"TELL IT LIKE IT IS"
B/W
"PHILLY WALK"
The Boogie Kings
Paula 262

"THINGS YOU DO"
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Epic Confab

(Continued from page 7)

tor Lirn, director of administration. Utilizing Epic's new merchandising slogan, "Bank On Us in '67," the program has been tailored after the label's highly successful incentive program of last year, "The De Ville Run." Distributors will once again compete against each other, earning points based on performance in the sale of records during the contest.

In order that the size of an individual organization does not determine the winner, all distributors will participate equally on the basis of a market-share index, compiled through electronic data processing. To maintain excitement, status reports compiled and printed by computers will be mailed to the distributors every two weeks.

All personnel within each distributorship will participate in the unique program. The three Epic distributors leading the race as of April 29th will win fabulous prizes for all members of their organization. A 1967 Cadillac DeVille convertible will go to the first-place-winner distributor executive or sales manager. The second prize consists of an all-expense-paid, week-long trip for two to Paris, and the third prize includes a week for two in the Caribbean. Prizes to other personnel in the top three organizations include 19" table-model color television sets to each promotion manager and operations manager, as well as to all salesmen. Female members of the office and warehouse staffs will receive a Ronson portable hair dryer and the men a Ronson electric razor.

New Crossroads Push

Continuing to use unusual means for marketing its medium-priced classical label, Crossroads, Epic also revealed a new major merchandising program for the line. The plans were also unveiled by Mort Hoffman.

A comprehensive ad program has been scheduled which will stress that Crossroads Records is a "true, high-quality, medium-priced label which

contains new stereo recordings." The ad carrying the headline, "Update Your Ears" will appear in such publications as the Saturday Review, High Fidelity and Schwann, as well as college newspapers throughout the country. Approaching the campaign with the "don't take our word for it" attitude, Epic has developed a 7-inch 33 $\frac{1}{3}$ stereo sampler record entitled "Hearing Is Believing," which contains excerpts from ten Crossroads albums. The recording, together with the new and complete, illustrated Crossroads catalog, will be offered to consumers free of charge. Eye-appealing counter dispensers designed to hold the records and catalog in record retail outlets invite the consumers to "Update Your Ears—Hearing Is Believing—Take One Of Each—It's Free."

In announcing the new campaign, Hoffman stated: "When Epic launched Crossroads Records six months ago, we were convinced that good classical recordings need not be presented in a stiff, straight-laced manner in order to be successful. We utilized imaginative graphics, a new fresh approach to advertising and merchandising and aimed our product to the fast-moving modern consumer of today. Crossroads Records has been overwhelmingly successful. We're confident that the new "Update Your Ears" program will be met with equal consumer enthusiasm. Don't believe us—watch the sales figures."

Epic Releases 17 Albums

Epic Records has scheduled for release the following 16 albums: "Mellow Yellow," Donovan; "I Were A High School Graduate," written by Kenny Solms and Gail Parent, said to be the first teen comedy LP; "Those Wonderful Girls Of Stage, Screen and Radio;" "Chopin/New Time," the Jazz Vibes of Guy Boyer; "Hits With A Hawaiian Punch," the Coral Reef; "Sunday Guitar," Billy Grammer; "Jivorec: Symphony No. 2 In E-Flat Major/Pichl: Symphony In D Major, 'Mars,'" performed by the Prague Chamber Orchestra; "Honegger: Symphony No. 5, 'Di Tre Re,'" played

by the Czech Philharmonic Orchestra; "Brahms: Quintet In B Minor For Clarinet, Two Violins, Viola And Cello, Op. 115/Mozart: Duo In G Major For Violin And Viola, K. 423," with Vladimir Riha, clarinet, and the Smetana Quartet playing Brahms, and Jiri Novak, violin, and Milan Skampa, viola performing Mozart; "Dvorak: String Quintet In E-Flat Major, Op. 97," featuring the Dvorak Quartet and Josef Kodousek, Viola; "Vivaldi: The Four Seasons, Op. 8," played by the Slovak Chamber Orchestra; "Mozart Piano Concertos, Volume 3," Lili Kraus, piano and the Vienna Festival Orchestra conducted by Stephen Simon; "Bach: The Sonatas For Violin And Harpsichord," Josef Suk, violin and Susannah Ruzickova, harpsichord; "Granados: Twelve Spanish Dances For Piano," Alicia De Larrocha, pianist; "Schumann: Concerto In A Minor For Cello And Orchestra, Op. 129/Bloch: Schelomo—Hebraic Rhapsody For Cello And Orchestra," Andre Navarra, cello and the Czech Philharmonic Orchestra conducted by Karl Ancerl; "Vivaldi: Diverse Concertos," performed by the Baroque Ensemble of Paris.

Also due for release is an LP entitled "The Explosive Little Richard!" The album contains "I Need Love," "I Don't Want To Discuss It," "Land Of A Thousand Dances," and "Well."

As reported above, Epic plans to release "I Were A High School Graduate," by the comedy and writing duo, Kenny Solms and Gail Parent. The Footlight Series LP carries the subtitle "Not Recommended For Adults." Typical tracks are "The Principal And The Homeroom," "The Teachers' Lunchroom," "The Field Trip," "The Guidance Counselor," and "Graduation."

"Those Wonderful Girls Of Stage, Screen And Radio," as noted above, is set for Jan. release. The album includes "Can't Help Lovin' That Man," by Helen Morgan; "I Wonder Where My Easy Rider's Gone," by Mae West; "Moon Song," by Kate Smith; "Jonny," by Marlene Dietrich; and "I Get A Kick Out Of You," by Ethel Merman.

Historic First!



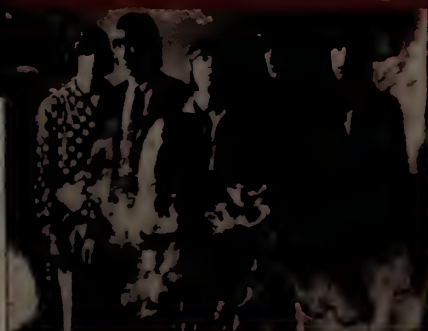
The Blues Magoos

Are going on a Chartered Flying Tour to these Cities

FRIDAY, JAN. 20	NYC to Boston, Mass. (entire day)	FRIDAY, JAN. 27	St. Louis (all day) (overnight)
SATURDAY, JAN. 21	Boston to Baltimore—Washington DC area	SATURDAY, JAN. 28	To De Moines (hops at nite) (travel to St. Paul)
SUNDAY, JAN. 22	Baltimore-Washington area	SUNDAY, JAN. 29	St. Paul/Minneapolis (2-4 p.m. show) (overnight)
MONDAY, JAN. 23	To Pittsburgh, Pa. (overnight)	MONDAY, JAN. 30	To Milwaukee (all day) (overnight)
TUESDAY, JAN. 24	To Columbus, Ohio (stops only) On to Dayton, Ohio (overnight)	TUESDAY, JAN. 31	To Toledo (all day) (overnight)
WEDNESDAY, JAN. 25	To Cincinnati, Ohio (overnight)	WEDNESDAY, FEB. 1	To Erie—Buffalo (overnight)
THURSDAY, JAN. 26	To Louisville, Ky. (stops) On to St. Louis, Mo. (overnight)	THURSDAY, FEB. 2	To Syracuse-Rochester (overnight)
		FRIDAY, FEB. 3	To Hartford



Their current hit album
PSYCHEDELIC LOLLIPOP
MG21096/SR61096



Hit single from the album
(WE AIN'T GOT) NOTHIN' YET
72622





THE GREAT

BONNIE GUITAR

WITH A TWO-SIDED SMASH

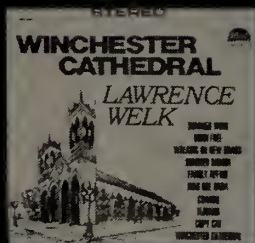
ONLY I ^{B/W} THE KICKIN' TREE

#16987

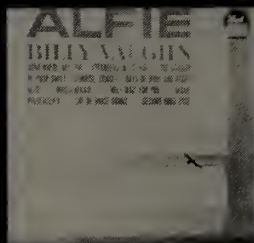
PRODUCER: RANDY WOOD • ARRANGER: ERNIE FREEMAN



DOT BEST SELLING ALBUMS



WINCHESTER CATHEDRAL
Lawrence Welk DLP 3774



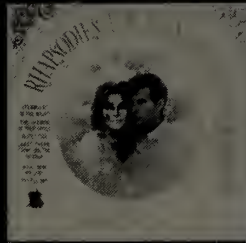
ALFIE
Billy Vaughn DLP 3751



WISH YOU WERE HERE, BUDDY
Pat Boone DLP 3764



MISS BONNIE GUITAR
Bonnie Guitar DLP 3737



RHAPSODIES FOR YOUNG LOVERS
Midnight String Quartet V 6001



HI HO EVERYBODY
Rudy Vallee V 6005

THE GREATEST TALENT ON RECORDS!





TOP 100 Albums

JANUARY 21, 1967

Pos.	Last Week	Album	Pos.	Last Week	Album	Pos.	Last Week	Album	Pos.	Last Week	Album
1		THE MONKEES (Calgems COM/COS 101)	26		GOING PLACES Herb Alpert & Tijuana Brass (A & M LP 112/SP 4112)	51		I DO! I DO! Original Broadway Cast (RCA Victor LOC/LSO 1218)	76		LOOKING BACK Four Seasons (Philips PHM 200-222/PHS 600-222)
2		S.R.O. Herb Alpert & The Tijuana Brass (A&M LP 119/SP 4119)	27		GOLDEN GREATS OF GARY LEWIS (Liberty LRP 3468/LST 7468)	52	●	SIDE BY SIDE Sandler & Young (Capitol T/ST 2598)	77		THE NEW FIRST FAMILY Rob Booker & George Foster (Verve V/V6-15054)
3		DR. ZHIVAGO Soundtrack (MGM E/SE 6 ST)	28		RHAPSODIES FOR YOUNG LOVERS Midnight String Quartet (Viva V/VS 6001)	53		STRANGERS IN THE NIGHT Frank Sinatra (Reprise F/FS 1017)	78		BIG HITS (HIGH TIDE AND GREEN GRASS) Rolling Stones (London NP-1/NPS-1)
4		GOT LIVE IF YOU WANT IT Rolling Stones (London LL 3493/PS 493)	29		ANIMALISM The Animals (MGM E/SE 4414)	54		MORE GREAT HITS Dove Clark Five (Epic LN 24221/BN 26221)	79		EAST-WEST Paul Butterfield Blues Band (Elektra ELK 315/EKS 7315)
5	●	SOUND OF MUSIC Soundtrack (RCA Victor LOCD/LSOD 2005)	30		WHIPPED CREAM AND OTHER DELIGHTS Herb Alpert & Tijuana Brass (A & M LP/SP 110)	55		A TIME FOR LOVE Tony Bennett (Columbia CL 2569/CS 9369)	80		DOWN TO EARTH Stevie Wonder (Tamla TM/TS 272)
6		WINCHESTER CATHEDRAL New Vaudeville Band (Fontana MGF 27560/SRF 67560)	31		GALLANT MEN Senator Everett Dirksen (Capitol T/ST 2634)	56		LOU RAWLS LIVE (Capitol T/ST 2459)	81		NATURALLY Nancy Wilson (Capitol T/ST 2634)
7		BORN FREE Roger Williams (Kapp KL 1501/KS 3501)	32		RENAISSANCE Association (Vallant VLM/VBS 5004)	57		FACE TO FACE Kinks (Reprise R/RS 6228)	82		BREAK OUT Mitch Ryder & The Detroit Wheels (New Voice M/S 2002)
8		THAT'S LIFE Frank Sinatra (Reprise F/FS 1020)	33		LOU RAWLS SOULIN' (Capitol T/ST 2566)	58	●	IN THE ARMS OF LOVE Andy Williams (Columbia CL 2533/CS 9333)	83		WISH ME A RAINBOW Gunter Kallmann (4 Corners SCL/SCS 4235)
9		JE M'APPELLE BARBRA Barbra Streisand (Columbia CL 2547/CS 9347)	34		SERGIO MENDES & BRASIL '66 (A & M LP 116/SP 4116)	59		MAN OF LA MANCHA Original Cast (Kapp KRL 450S/KRS 550S)	84		SOMEBODY LIKE ME Eddy Arnold (RCA Victor LPM/LSP 3715)
10	●	WINCHESTER CATHEDRAL Lawrence Welk (Dot DLP 3774/DLP 25774)	35		BORN FREE Soundtrack (MGM E/SE 4368)	60		IN MY LIFE Judy Collins (Elektra ELK 320/EKS 7320)	85		COLLECTIONS Young Rascals (Atlantic M/S 8134)
11	●	THE TEMPTATIONS GREATEST HITS (Gordy GM/GS 919)	36		CABARET Original Cast (Columbia KOS 3040/KOL 6640)	61	●	CARRYIN' ON Lou Rawls (Capitol T/ST 2632)	86		AND THEN . . . ALONG COMES THE ASSOCIATION (Valiant VLM/VLS 5002)
12		HUMS OF THE LOVIN' SPOONFUL (Kama Sutra KLP/KLPS 8054)	37		AWAY WE GO GO Smiley Robinson & The Miracles (Tamla TM/TS 271)	62		BILL COSBY IS A VERY FUNNY FELLOW, RIGHT! (Werner Bros. W/WS 1518)	87		ART LINKLETTER NARRATES THE BIBLE (20th Century Fox M/S 3187)
13		WHAT NOW MY LOVE Herb Alpert & Tijuana Brass (A & M LP 114/SP 4114)	38		A MAN AND HIS WOMAN Soundtrack (United Artists UAL 4147/UAS 5147)	63		JOHNNY RIVERS GOLDEN HITS (Imperial LPM 9324/LPS 12324)	88		HI HO EVERYBODY Rudy Vallee (Viva 600S/3600S)
14	4	WONDERFULNESS Bill Cosby (Warner Bros. W/WS 1634)	39		JACK JONES SINGS (Kapp KL 1500/KS 3500)	64		TINY BUBBLES Don Ho (Reprise R/RS 6232)	89	●	JAY AND THE AMERICANS GREATEST HITS, VOL. 2 (United Artists UAL 355S/UAS 655S)
15		THE MAMAS & THE PAPAS (Dunhill D/D5 50010)	40		96 TEARS ? Question Mark & Mysterians (Cameo C/CS 2004)	65		TERRY KNIGHT AND THE PACK (Lucky Eleven LE/SLE 8000)	90		BUDDY RICH: SWINGIN' NEW BIG BAND (Pacific Jazz PJ 10113/ST 20113)
16	●	SPIRIT OF '67 Paul Revere & The Raiders (Columbia CL 2595/CS 9395)	41		PSYCHEDELIC LOLLIPOP Blues Magoos (Mercury MG 21096/SR 61096)	66		MR. MUSIC Mantovani (London LL 3474/PS 474)	91		WATCHOUT Martha & Vandellas (Gordy GM/GS 920)
17		THE BEST OF HERMAN'S HERMITS, VOL. 2 (MGM E/SE 4416)	42		REVOLVER Beatles (Capitol T/ST 2576)	67		THIS IS LOVE Al Martino (Capitol T/ST 2592)	92		DICTIONARY OF SOUL Otis Redding (Volt M/S 415)
18		DEAN MARTIN TV SHOW Reprise R/RS 6233)	43		CHANGES Johnny Rivers (Imperial LPM 9334/LPS 12334)	68		PROJECTIONS Blues Project (Verve Folkways FT/FTS 3008)	93		BOOTS WITH STRINGS Boots Randolph (Monument MPM/SLP 8066)
19		SUPREMES A GO-GO (Motown MM/MS 649)	44		BEST OF THE LETTERMEN (Capitol T/ST 2554)	69		WHY IS THERE AIR? Bill Cosby (Warner Bros. W/WS 1606)	94		THE APPLE TREE Original Cast (Columbia KOL 6620/KOS 3020)
20		PARSLEY, SAGE, ROSEMARY & THYME Simon & Garfunkel (Columbia CL 2563/CS 9363)	45		GREATEST HITS OF ALL TIMES Gene Pitney (Musicor MM 2102/MS 3102)	70		COMING ON STRONG Brenda Lee (Decca DL 482S/DLS 7482S)	95		WARM Lettermen (Capitol T/ST 2633)
21		2nd GOLD VAULT OF HITS Four Seasons (Philips PHM 200-221/PHS 600-221)	46		FIDDLER ON THE ROOF Original Cast (RCA Victor LOC/LSO 1093)	71		TRINI LOPEZ GREATEST HITS (Reprise R/RS 6226)	96		ART AND SOUL Arthur Prysock (Verve V/V-6 5009)
22	●	FOUR TOPS LIVE! (Motown MM/MS 654)	47		GUANTANAMERA Sandpipers (A&M LP 177/SP 4177)	72		TIME AFTER TIME Chris Montez (A&M LP 120/SP 4120)	97		THE WICKED PICKETT Wilson Pickett (Atlantic M/S 8183)
23		SOMEWHERE MY LOVE Ray Conniff Singers (Columbia CL 2519/CS 9319)	48		MAME Original Cast (Columbia KOL 6600/KOS 3000)	73		MUSIC OF HAWAII Henry Mancini (RCA Victor LPM/LSP 3713)	98		DOUBLE DYNAMITE Sam & Dave (Stax 712)
24		SPINOUT Elvis Presley (RCA Victor LPM/LSP 3702)	49		JIM NABORS SINGS LOVE ME WITH ALL YOUR HEART (Columbia CL 2558/CS 9358)	74		HERE WHERE THERE IS LOVE Dionne Warwick (Scepter SRM/STS 555)	99		IF I WERE A CARPENTER Bobby Darin (Atlantic M/S 8135)
25		THE WILD ANGELS Soundtrack (Tower T/ST 5043)	50		WATCH OUT Baja Marimba Band (A&M LP 178/SP 4118)	75		SO NICE Johnny Mathis (Mercury MG 21091/SR 61091)	100		I CAN MAKE IT WITH YOU Poza Seco Singers (Columbia CL 2600/CS 9400)
101		WACK WACK Young Holt Trio (Brunswick BL 54121/BL 754121)	110		LONELY BULL Herb Alpert & Tijuana Brass (A & M LP/SP 101)	120		COMMAND PERFORMANCE Doc Severinson (Command 904)	130		UP AND AWAY Kingsmen (Wand WDM/WDS 675)
102		ALFIE Billy Vaughn (Dot DLP 3751/DLP 25751)	111		ROUGH 'N' TUMBLE Stanley Turrentine (Bluenote BLP 4240/BST 84240)	121		WHISPERS Jackie Wilson (Brunswick DLM 54122/DLS 754122)	131		THE HARDLY WORTH REPORT The Hardly Worthit Players featuring Senator Bobby (Cameo MP/SP 7053)
103		MINE EYES HAVE SEEN THE GLORY Anita Bryant (Columbia CL 2573/CS 9373)	112		GAMES THAT LOVERS PLAY Eddie Fisher (RCA Victor LPM/LSP 3726)	122		HAWAII Soundtrack (United Artists UAL 4143/UAS 5143)	132		BEATLE COUNTRY Charles River Valley Boys (Elektra EKL 4006/EKS 74006)
104		OPEN UP YOUR HEART Buck Owens & His Buckaroos (Capitol T/ST 2640)	113		LATIN PULSE Nancy Ames (Epic LN 24189/BN 26189)	123		MISTY Richard 'Groove' Holmes (Prestige PRM 748S/PRST 78S)	133		SPANISH STRINGS Enoch Light and the Light Brigade (Project 3-PR 5000SD)
105		THE BEST OF MANCINI VOL. II (RCA Victor LPM/LPS 3557)	114		KERT KAEMPFFERT'S GREATEST HITS (Decca DLM 4810/DLS 74810)	124		FROM RIO WITH LOVE Walter Wanderly (Tower T/ST 5047)	134		IT'S ONLY LOVE Tommy James & Shondells (Roulette R/S 25344)
106		A SYMPHONY FOR SUSAN Arbors (Date TEM 3003/TE5 4003)	115		THE SEEDS (Crescendo GNP/GNPS 2023)	125		WILD THINGS! Ventures (Dofton BLP 2047/BST 8047)	135		HOW SWEET IT IS Jackie Gleason (Capitol SW 2583)
107		BEST OF DEAN MARTIN (Capitol T/ST 2601)	116		A MAN AND A WOMAN Ferrante & Teicher (United Artists UAL 3572/UAS 6572)	126		BIBLE Soundtrack (20th Century Fox TFM 3184/TFS 4184)	136		WALKING HAPPY Original Cast (Capitol SVAS 2631)
108		TURN ON THE MUSIC MACHINE (Original Sound OSM 5015/ORS 8875)	117		BIG MAYBELLE GOT A BRAND NEW BAG (Rojac 1000)	127		SPELLBINDER Gabor Szabo (Impulse A/AS 9123)	137		PERRY COMO IN ITALY (RCA Victor LPM/LSP 3608)
109		SPAGHETTI SAUCE AND OTHER DELIGHTS Pat Cooper (United Artists UAL 3548//UAS 6548)	118		BEST OF PIAF Edith Piaf (Capitol T/ST 2616)	128		SEE REVERSE SIDE FOR TITLE Jim Kweskin & Jug Band (Vanguard VRS 9234/VSD 79234)	138		LITTLE MILTON SINGS THE BLUES (Checker LP/LPS 3002)
			119		PETER AND GORDON SING AND PLAY THE HITS OF NASHVILLE (Capitol T/ST 2430)	129		YOU AIN'T WOMAN ENOUGH Loretta Lynn (Decca/DL 4783/DL 478)	139		CONTACT HIGH WITH THE GODZ (ESP 1036)
									140		RAIN FOREST Walter Wanderly (Verve V/V-6 8658)

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.

CADET

James Moody	Moody's Mood For Love	613	
Ahmad Jamal	But Not For Me	628	628S
James Moody	Last Train From Overbrook	637	637S
Ahmad Jamal	Jamal At The Penthouse	646	646S
Sonny Stitt	Burnin'	661	661S
Ahmad Jamal	Happy Moods	662	662S
Ramsey Lewis	Stretching Out	665	665S
The Jazztet	Big City Sounds	672	672S
Ramsey Lewis	More Music From The Soil	680	680S
Ahmad Jamal	Alhambra	685	685S
Ramsey Lewis	Never On Sunday	686	686S
Ramsey Lewis	Sound of Spring	693	693S
Gene Ammons	Just Jug	698	698S
Ramsey Lewis	Country Meets The Blues	701	701S
Ahmad Jamal	At The Blackhawk	703	703S
Frank Foster	Basie Is Our Boss	717	717S
Ahmad Jamal	Poinciana	719	719S
Illinois Jacquet	The Message	722	722S
Ramsey Lewis	Barefoot Sunday Blues	723	723S
Ramsey Lewis	Back To The Blues	732	732S
Lou Donaldson	Signifyin'	724	724S
Ramsey Lewis	At The Bohemian Caverns	741	741S
Ahmad Jamal	The Roar Of The Greasepaint	751	751S
Bunky Green	Testifyin' Time	753	753S
James Moody	Cookin' The Blues	756	756S
Ramsey Lewis	The In Crowd	757	757S
Ramsey Lewis	Hang On	761	761S
Ahmad Jamal	Rhapsody	764	764S
Ray Bryant	Gotta Travel On	767	767S
Kenny Burrell	Man At Work	769	769S
Ramsey Lewis	Swingin'	771	771S
Kenny Burrell	The Tender Gender	772	772S
Ramsey Lewis	Wade In The Water	774	774S

CADET "4000 SERIES"

Etta James	At Last	4003	4003S
Etta James	The Second Time Around	4011	4011S
Etta James	Etta	4013	4013S
Etta James	Top Ten	4025	4025S
Etta James	Rocks The House	4032	4032S
Three Souls	Dangerous Dan Express	4036	4036S
Jean Dushon	Make Way For DuShon	4039	4039S
Bob Hope	On The Road To Vietnam	4046	No Stereo
Art Blakey	Tough	4049	4049S

CHECKER

Bo Diddley	Have Guitar, Will Travel	2974	N/A
Bo Diddley	Bo Diddley Is A Gunslinger	2977	N/A
Bo Diddley	Bo Diddley Is A Lover	2980	N/A
Bo Diddley	Bo Diddley & Company	2985	N/A
Bo Diddley	16 All Time Greatest Hits	2989	N/A
Bo Diddley	Go Bo Diddley	3006	3006S
Bo Diddley	Bossman	3007	3007S
Bo Diddley & Chuck Berry	Two Great Guitars	2991	2991S
Fontella Bass	The New Look	2997	2997S
Little Milton	We're Gonna Make It	2995	2995S
Little Milton	Big Blues	3002	3002S
Bobby Moore	Searching For My Love	3000	3000S

CHECKER SPIRITUALS

The Belles of Joy	The Bells of Joy	10001	
Aretha Franklin	Songs of Faith	10009	
Little Stevie Hawkins	The Spiritual Soul of a Child	10010	
The Violinaires	Stand By Me	10011	
The Soul Stirrers	The Best of The Soul Stirrers	10015	10015S

CHESS

Chuck Berry	After School Session	1426	
Chuck Berry	One Dozen Berries	1432	
Chuck Berry	Rockin' At The Hops	1448	
Chuck Berry	Chuck Berry's Greatest Hits	1485	
Chuck Berry	Fresh Berry's	1498	1498S
Moms Mabley	The Funniest Woman In The World	1447	

CHESS (Cont'd.)

Moms Mabley	Moms Mabley At Geneva Conference	1463	
Moms Mabley	Moms Mabley Breaks It Up	1472	
Moms Mabley	I Got Somethin' To Tell You	1479	
Moms Mabley	The Funny Sides Of Moms Mabley	1482	
Moms Mabley	The Best Of Moms and Pigmeat	1487	
Pigmeat Markham	The Trial	1451	
Pigmeat Markham	The World's Greatest Clown	1475	
Pigmeat Markham	Open The Door Richard	1484	
Muddy Waters	The Best of Muddy Waters	1427	
Muddy Waters	Muddy Waters at Newport	1449	
Muddy Waters	Folk Singer	1483	
Muddy Waters	The Real Folk Blues	1501	1501S
Howlin' Wolf	Moanin' In the Moonlight	1434	
Howlin' Wolf	Howlin' Wolf	1469	
Howlin' Wolf	The Real Folk Blues	1502	1502S
Billy Stewart	Summertime	1499	1499S
Sonny Boy Williamson	The Real Folk Blues	1503	
Pigmeat Markham	Anything Goes	1467	
Muddy Waters	Brass & The Blues	1507	1507S
Sonny Boy Williamson	Down & Out Blues	1437	

CHESS SERMONS

Rev. C. L. Franklin	The Twenty-Third Psalm	CS21	
Rev. C. L. Franklin	The Prodigal Son	CS23	
Rev. C. L. Franklin	Two Fish & Five Loaves of Bread	CS28	
Rev. C. L. Franklin	The Barren Fig Tree	CS32	
Rev. C. L. Franklin	The Inner Conflict	CS43	
Rev. C. L. Franklin	The Rich Young Ruler	CS49	
Rev. C. L. Franklin	Fishermen Drop Your Nets	CS59	

COLUMBIA

Tony Bennett	I Left My Heart In San Francisco	CL 1869/CS 8669	
Tony Bennett	Tony's Greatest Hits Vol. 3	CL 2373/CS 9173	
Dave Brubeck	Time Out	CL 1397/CS 8192	
Byrds	Tambourine Man	CL 2372/CS 9172	
Byrds	Turn! Turn! Turn!	CL 2454/CS 9254	
Johnny Cash	Ring of Fire	CL 2053/CS 8853	
Johnny Cash	I Walk The Line	CL 2190/CS 8990	
Christy Minstrels	Ramblin'	CL 2055/CS 8855	
Ray Coniff	Invisible Tears	CL 2264/CS 9064	
Ray Coniff	Music from "Mary Poppins"	CL 2366/CS 9166	
Miles Davis	Ray Coniff World Of Hits	CL 2500/CS 9300	
Doris Day	Sketches of Spain	CL 1480/CS 8271	
Bob Dylan	Doris Day's Greatest Hits	CL 1210/CS 8635	
Bob Dylan	Subterranean Homesick Blues	CL 2328/CS 9128	
Percy Faith	Highway 61 Revisited	CL 2389/CS 9189	
Percy Faith	Viva—The Music of Mexico	CL 1075/CS 8038	
Eydie Gorme	Themes For Young Lovers	CL 2023/CS 8823	
Gorme/Los Panchos	Softly As I Leave You	CL 2594/CS 9394	
Robert Goulet	Amor	CL 2203/CS 9003	
Robert Goulet	My Love Forgive Me	CL 2296/CS 9096	
Robert Goulet	On Broadway	CL 2418/CS 9218	
Robert Goulet	On Broadway Vol. II	CL 2586/CS 9386	
Ken Griffin	You Can't Be True	CL 907/CS 8790	
Andre Kostelanetz	Johnny Horton's Greatest Hits	CL 1596/CS 8396	
Mathis	Mahalia Jackson's Greatest Hits	CL 2004/CS 8804	
Pozo Seco Singers	Shadow Of Your Smile	CL 2467/CS 9267	
Revere & Raiders	Johnny's Greatest Hits	CL 1133/CS 8634	
Marty Robbins	Patti Page's Greatest Hits	CL 2526/CS 9358	
Pete Seeger	I Can Make It With You	CL 2600/CS 9400	
Simon & Garfunkel	The Spirit Of '67	CL 2595/CS 9395	
Barbra Streisand	Gunfighter Ballads	CL 1349/CS 8158	
Streisand	We Shall Overcome	CL 2101/CS 8901	
Streisand	Sounds of Silence	CL 2469/CS 9269	
Jerry Vale	Sinatra's Greatest Hits Early Years	CL 2474/CS 9274	
Andy Williams	People	CL 2215/CS 9015	
Andy Williams	My Name Is Barbra	CL 2336/CS 9136	
Andy Williams	My Name Is Barbra, Two . . .	CL 2409/CS 9209	
Andy Williams	Have You Looked Into Your Heart	CL 2313/CS 9113	
Andy Williams	In The Arms Of Love	CL 2533/CS 9333	
Andy Williams	Moon River	CL 1809/CS 8609	
Andy Williams	Days Of Wine and Roses	CL 2015/CS 8815	
Andy Williams	Dear Heart	CL 2338/CS 9138	
Jerry Vale	The Impossible Dream	CL 2583/CS 9383	

EPIC

TOTAL LOCATION INVENTORY

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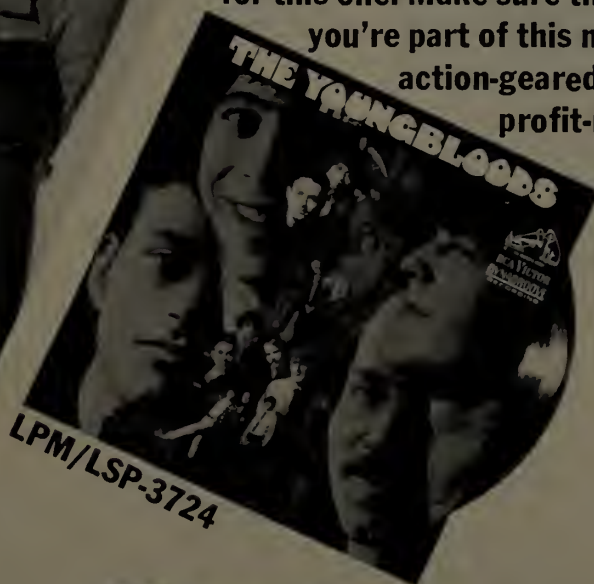


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COUNTRY ROUNDUP

1966 made many pages of Music City history, but the attitude of most Record Row personalities is to make 1967 even bigger. Among the numerous New Year's resolutions that have been made are those of Stu Phillips and Billy Walker to increase their international activities during '67 and of Dr. Paul Moore to use his second year in show business as THE big rung in the ladder to the top.

Chet Atkins has resolved to read Volume II of "How To Make Money" (it might come in handy) and Archie Campbell plans to combine his interests by painting the portrait of a singing golfer with a guitar-pickin' caddy.

Jack Clement is aiming for a BMI award that he won't have to return. Connie Smith wants the whole world to hear her new band this year, Pop Stoneman wants the world to see his autoharp, and Hank Williams, Jr., is hoping for a little more time to hunt and fish.

Jack Stapp is determined to sign the next Roger Miller who comes along as a Tree writer and Little Jimmy Dickens wants to add a rabbit to his "record zoo" (for his cabbage patch down at the bank).

The Duke of Paducah and Lucky Moeller have witnessed a tremendous growth in Nashville's entertainment industry and are resolved to help it reach new heights.

Bill Denny is shooting for a major hit on Cedarwood's Dollie label and Dottie and Bill West are boosting the career of their 4-year-old son Dale. Carl Smith, practical as usual, has spoken for Chet's book as soon as "Mr. Music" finishes it.



MOVING WITH THE HEARD—Balladeers Johnny Dollar and Van Trevor, both of whom have begun to make a name for themselves since joining manager Dick Heard, take time out during a concert in Doylestown, Pa. for some fun with Heard, who claims he was swept off his feet by the show. Trevor is currently making big noise on the country charts with his "Our Side" ditty on Band Box, while Dollar makes another chart bid with his just-released Dot single, "Your Hands," both of which were produced by their man-

ager. Another of Dick's productions, "Grain Of Salt" by Penny Starr, is also making chart noise with country fans.

A stroke in 1963 temporarily curtailed one of country music's most well-known booking careers, but the misfortune of Oscar Davis, the "Baron of the Box Office," met the support of Music City.

An annual party to benefit the "Oscar Davis Rehabilitation Fund," which helps defray medical costs, has become a regular part of the Nashville calendar and this year's party added \$1,965 to the fund. Oscar expressed his sincere gratitude to all responsible and added information that everyone has been eager for: his health is making steady improvements.

Moneen Carpenter, Bill Anderson's long-suffering secretary, is pretty much accustomed to her boss calling her from unusual places at unusual times, but she was surprised when he called her from a Nashville hospital at 2:00 a.m. Anderson was taking his periodic rest-relaxation break at the clinic and Moneen thought it would be an amusing gesture if she sent her boss a floral arrangement built around a plastic ukelele. Bill thought it was equally amusing to call Moneen at the early hour to tell her that he had just composed a song on the toy ukelele and that he wanted her to hear it. Although the song was written as a prank, Decca A&R director Owen Bradley heard it and liked it. As a result, Bill's next single (which follows up his "I Get The Fever" success), is "Get While The Gettin's Good," the same tune he warbled over the phone from his hospital bed. Bill, who left the hospital in mid-October, recorded the new one at Nashville's Columbia Studios.

The most recent addition to the growing writers' roster at the Tree pubbery is long-time Country favorite Onie Wheeler, according to vp Buddy Killen. Also widely known as a singer, showman, and harmonica virtuoso, Wheeler's past song productivity has ranged from novelty and straight Country to inspirational.

Looks like Buck Owens will be leaving a day early on his planned tour of the Far East. While he's over there, Buck will visit Wakayama, which is the Japanese sister city to his native Bakersfield (or is Buckersfield) and will bring gifts from his mayor and Chamber of Commerce to their Japanese counterparts. The Tiger and his crew have just finished taping TV segments for three days in Oklahoma City, immediately followed by shows at Enid, Okla. (Jan. 12), the Diamond Ballroom in Oklahoma City (13) and the Fairgrounds in Tulsa (14). This week he heads for the great Northwest where he will appear at the Sales Pavilion in Edmonton, Alberta (19), the Seattle Opera House (20), the Oriental Theatre in Portland (21), the Queen Elizabeth Theatre in Vancouver (22), Vandenburg AFB (27) and the Dream Bowl in Napa, Calif (28). After a two day rest, it's off for the land of fish heads and rice.

Charlie Pride, who's currently moving well with his first chart single, "Just Between You And Me," has just completed more Victor recording sessions this month (9 & 10). Produced under the wing of Jack Clement, the sessions involve a new single and his second album. His initial LP, "Country Charlie Pride," is also a chart item. . . . Connie Smith has also just been in the studio where she cut a couple of new singles. The pretty gal wasted no time kicking off the New Year, with the session taking place on the first working day of '67 (Jan. 3).



TOP COUNTRY ALBUMS

1	THE BEST OF SONNY JAMES (Capitol T/ST 2615)	1	16	WE FOUND HEAVEN RIGHT HERE ON EARTH AT 4033 George Jones (Musicor MM 2106/MS 3106)	10
2	BORN TO SING Connie Smith (RCA Victor LPM/LSP 3628)	2	17	BIG BEN STRIKES AGAIN Ben Colder (MGM E/SE 4421)	19
3	YOU AIN'T WOMAN ENOUGH Loretta Lynn (Decca DL 4783/7 4783)	3	18	LEAVIN' TOWN Waylon Jennings (RCA Victor LPM/LSP 3620)	13
4	YOURS SINCERELY Jim Reeves (RCA Victor LPM 3709/LSP 3709 E.)	7	19	GREAT COUNTRY SONGS Don Gibson (RCA Victor LPM/LSP 3680)	25
5	SWINGIN' DOORS Merle Haggard (Capitol T/ST 2585)	4	20	OPEN UP YOUR HEART Buck Owens (Capitol T/ST 2640)	28
6	SOMEBODY LIKE ME Eddy Arnold (RCA Victor LPM/LSP 3715)	8	21	COUNTRY CHARLIE PRIDE (RCA Victor LPM/LSP 3645)	21
7	NAT STUCKEY SINGS (Paula LP 2192)	5	22	THE LAST WORD IN LONESOME Eddy Arnold (RCA Victor LPM/LSP 3622)	18
8	THERE GOES MY EVERYTHING Jack Greene (Decca DL 4845/7 4845)	9	23	THE SEELY STYLE Jeannie Seely (Monument MLP 8057/SLP 18057)	22
9	ANOTHER BRIDGE TO BURN Ray Price (Columbia CL 2528/CS 9328)	11	24	THE DRIFTER Marty Robbins (Columbia CL 2527/CS 9327)	20
10	ALL'S FAIR IN LOVE AND WAR Stonewall Jackson (Columbia CL 2509/CS 9309)	12	25	NASHVILLE REBEL Waylon Jennings (RCA Victor LPM/LSP 3736)	30
11	ALMOST PERSUADED David Houston (Epic LN 24213/BN 26213)	6	26	IF THE WHOLE WORLD STOPPED LOVIN' Roy Drusky (Mercury MG 21097/SR 61097)	27
12	FREE AND EASY Dave Dudley (Mercury MG 21098/SR 61098)	14	27	LIVE CONCERT Willie Nelson (RCA Victor LPM/LSP 3659)	26
13	I'LL TAKE THE DOG Jean Shepard & Roy Pillow (Capitol ST/T 2537)	17	28	SONGS OF TWO CITIES Frank Ifield (Hickory 136)	29
14	HAPPINESS IS YOU Johnny Cash (Columbia CL 2537/CS 9337)	16	29	NORMA JEAN SURGS A TRIBUTE TO KITTY WELLS (RCA Victor LPM/LSP 3664)	—
15	WHERE IS THE CIRCUS Hank Thompson (Warner Bros. W/WS 1664)	15	30	OUR KIND OF COUNTRY Browns (RCA Victor LPM/LSP 3668)	—

Lehrke Named To Head Loretta Lynn Rodeos

NASHVILLE — The Loretta Lynn Championship Rodeo, operating out of Nashville and Hurricane Mills, Tenn., has rodeo specialist Bruce Lehrke to direct its entire international rodeo activities. Formerly of Mukwonago and Waukesha, Wis., Lehrke took over his new spot on Jan. 3 and will be booking the performances out of the Nashville-based Wil-Helm Agency, which also handles personal bookings for Loretta Lynn.

No newcomer to the rodeo scene, Lehrke began in the field while working for ranches in Wyoming, Montana and Texas, and began competing as a rodeo contestant at the age of 15 in calf roping contests. He has operated Wisconsin's biggest rodeo at Mukwonago for 9 years, and headed Lehrke-Chapman Rodeo Productions Inc. for four years. In 1965 the latter firm was named "Rodeo Producer Of The Year" by the International Rodeo Association.

For the past seven years Lehrke has announced professional rodeos throughout the eastern two thirds of

the nation. Before going into full time rodeo production and promotion he was employed for over 2 years in the promotion and advertising departments at daily newspapers.

Although Loretta and her husband Mooney maintain a large ranch at Hurricane Mills, Tenn., arrangements are being made with several rodeo stock contractors in strategic areas of the U.S. to top their herds for Loretta Lynn rodeos in their area. The LL rodeo concern will handle the entire production at all Loretta Lynn rodeos with the programs scheduling all six major competition events sanctioned by the International Rodeo Association. A set of professional contract performers, such as trick ropers and clowns will split the competition events and a star-studded country music show will top each performance.

Scheduling of the 1967 rodeo circuit has not yet been completed, but the plotting of major 1968 circuits has already begun at the agency. The rodeo will play in many of the metropolitan Wilburn Brothers TV markets.

Joining The Jamboree

The WWVA Jamboree, which boasts a long line of country favorites has expanded its roster with the addition of two more well-known country names, Leon Ashley (left) and Margie Singleton (center). Looking on happily as the two sign up is Jamboree director Lee Sutton.



A GREAT NEW LP!

JOHNNY WRIGHT'S

"COUNTRY
MUSIC
SPECIAL"



DECCA DL 4770



COUNTRY REVIEWS

B+ very good
B good

C+ fair
C mediocre

THE CASH BOX BULLSEYE



YOU CAN HAVE HER (2:48) [Big Billy, BMI—Cook]

IF YOU WERE MINE, MARY (2:11) [Ridge, BMI—Taylor]

JIM EDWARD BROWN (RCA Victor 9077)

Jim Edward Brown switches from his usual smooth balladizing and offers a catchy hand-clapper called "You Can Have Her." The rolling, building effect of this one should be greeted with enthusiastic response. Lots of promise pop-wise. Flip, "If You Were Mine, Mary," is a real pretty item done up with the velvet touch.

DRIFTING APART (2:30) [Page Boy, SESAC—Gurnee]

WHEN WE'RE ALONE AT NIGHT (2:37)
[Page Boy, SESAC—McPherson]

WARNER MACK (Decca 32082)

Warner Mack has wasted no time in following up his recent "It Takes A Lot Of Money" smash with "Drifting Apart," another sure-fire winner. This one is strong, easy-paced heartbreaker that should take no time in scoring with deejays. "When We're Alone At Night" is a tender romance tune.

I DIDN'T JUMP THE FENCE (2:45) [Southtown, BMI—Chrysler]

DON'T LET MY GLASS RUN DRY (2:08) [Starday, BMI—Hill, Sovine]

RED SOVINE (Starday 794)

Veteran Red Sovine may zoom real high once again as a result of "I Didn't Jump The Fence." Songster admits to playing around, but claims he wasn't the responsible party. Looks like a biggie. "Don't Let My Glass Run Dry" is a bouncing tale of woe.

HEART, WE DID ALL WE COULD (2:36) [Central Songs, BMI—Miller]

MY MOMMA DIDN'T RAISE NO FOOLS (2:02)
[Tuckahoe, BMI—Logan, Snoddy]

JEAN SHEPARD (Capitol 5822)

Currently scoring in her "Mr. Do-It-Yourself" duet with Ray Pillow, Jean Shepard goes the solo route on this offering called "Heart, We Did All We Could." The low-down effort should be rewarded with a good bit of acceptance. "My Momma Didn't Raise No Fools" is a pleasant thumper.

ONLY I (2:45) [Sun-Vine, BMI—Antonio, Guitar]

THE KICKIN' TREE (2:05) [Sun-Vine, BMI—Antonio, Guitar]

BONNIE GUITAR (Dot 16987)

Bonnie Guitar should soon be decorating the high spots in the charts with this superfine effort tagged "Only I." Both country and pop fans could dig the deck, which is an exceptionally lovely ballad beautifully done. "The Kickin' Tree" is a lowdown moaner.

(Continued on page 70)



HEAD 'EM UP, MOVE 'EM OUT—RCA Victor's own wagonmaster, Porter Wagoner (second from right), and a background of Victor officials (including Felton Jarvis, Bob Ferguson, and Jim Malloy) are shown above as they "spirit" away the "hot" cargo of Wagoner's latest rush-release single, "The Cold Hard Facts Of Life." According to Ferguson, the session from whence the deck comes was so closed that "even the Wagonmasters were bonded."

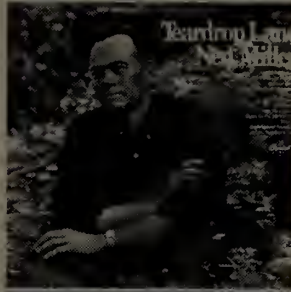


COUNTRY LP REVIEWS



RECORDED ALMOST LIVE—Don Bowman—RCA Victor LPM/LSP 3646

Victor funnyman Don Bowman should keep a lot of people in smiles with this latest performance. A lot of well known ditties get the usual butchering a la Bowman, including "What Kind Of Fool Am I" and "She Thinks I Don't Care." Comic fans should get a boot out of this fun-filled effort.



TEARDROP LANE—Ned Miller—Capitol T/ST 2586

Heading up this selection with his recent noisemaker, "Teardrop Lane," Ned Miller offers a strong selection of self-penned numbers, making this performance a good bet for healthy sales action. Appealing tunes are enhanced by a very attractive vocal effort on the part of the multi-talented Miller. Among the top tracks are "Snowflakes" and another while-back noisemaker, "Summer Roses."



COUNTRY DOZEN—Janet McBride & Vern Stovall—Longhorn LPM 005

After several chart successes in the singles line, Longhorn makes its LP debut with this package by Janet McBride and Vern Stovall. The two highlight the set with their recent noisemaker single, "I'm Wild Bill Tonight," and include several other duet as well as a batch of solo tracks for each. Grooves include "Funny Sense Of Humor" (Vern Stovall) and "Yodelin' Jan" (Janet McBride), among others.

ATLANTA — Dot recording artist "Little" Jimmy Dempsey has just opened a full-time independent record production and publishing company with offices located in Atlanta, Ga. The firm will be headquartered at LeFevre's Sing Recording Studios, 1314 Ellsworth Industrial Dr., N.W.

The first four productions from the firm are due out in Jan. and Feb., with the initial offering featuring a

Tower deck by WPLO-Atlanta deejay Mac Curtis. The second release will be a Dot single by Dempsey himself, followed by singles by Tammy Taylor and JoAnn Johnson.

Dempsey will also release two of his own guitar albums, one called "Mr. Gospel Guitar" on Gloryland for Jan., and the second, set for Feb. is a Hillside LP called "Guitar Nashville Style."

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COUNTRY TOP 50

		Pos. Last Week		Pos. Last Week	
1	THERE GOES MY EVERYTHING (Bluecrest—BMI) Jack Greene (Decca 32023)	1	●	GREEN RIVER (Wilderness—BMI) Waylon Jennings (RCA Victor 9025)	38
2	DON'T COME HOME A-DRINKIN' (With Lovin' On Your Mind) (Sure Fire—BMI) Loretta Lynn (Decca 32045)	3	●	RIDE, RIDE, RIDE (Yanah—BMI) Lynn Anderson (Chart 1375)	32
3	SOMEBODY LIKE ME (Barton—BMI) Eddy Arnold (RCA Victor 8869)	2	28	YOU BEAT ALL I EVER SAW (Southwind—BMI) Johnny Cash (Columbia)	29
4	THE HURTIN'S ALL OVER (Wilderness—BMI) Connie Smith (RCA Victor 8964)	4	●	WHAT'S COME OVER MY BABY (Tree—BMI) Dottie West (RCA Victor 9011)	35
5	MR. SHORTY (Mariposa—BMI) Marty Robbins (Columbia 43870)	7	●	SOMEONE TOLD MY STORY (Blue Book—BMI) Merle Haggard (Capitol 5903)	37
6	UNMITIGATED GALL (Cedarwood—BMI) Faron Young (Mercury 72617)	6	31	TEARS WILL BE THE CHASER FOR YOUR WINE (Tree—BMI) Wanda Jackson (Capitol)	33
7	TOUCH MY HEART (Mayhew—BMI) Ray Price (Columbia 43795)	5	32	JUST BETWEEN YOU AND ME (Jack—BMI) Charlie Pride (RCA Victor 9000)	34
8	STAND BESIDE ME (Glaser—BMI) Jimmy Dean (RCA Victor 8971)	8	33	ANOTHER STORY, ANOTHER TIME, ANOTHER PLACE (Marson—BMI) Ernest Tubb (Decca 32022)	17
●	ONCE (Harbar—SESAC) Ferlin Husky (Capitol 5775)	13	34	A WANDERIN' MAN (Pamper—BMI) Jeannie Seely (Monument 987)	36
10	FUNNY, FAMILIAR, FORGOTTEN FEELING (Acuff-Rose—BMI) Don Gibson (RCA Victor 8975)	9	35	BURNING BRIDGES (Sage & Sand—SESAC) Glen Campbell (Capitol 5773)	39
●	HURT HER ONCE FOR ME (Sure Fire—BMI) Wilburn Bros. (Decca 32038)	18	●	HAPPY TRACKS (Pamper—BMI) Kenny Price (Boone 1051)	43
12	MOTEL TIME AGAIN (Central Songs—BMI) Johnny Paycheck (Little Darlin' 0016)	14	●	WHERE DOES THE GOOD TIMES GO (Blue Book—BMI) Buck Owens (Capitol 5811)	47
●	LOSER'S CATHEDRAL (Al Gallico—BMI) David Houston (Epic 10102)	16	38	SEVEN DAYS OF CRYING (MAKES ONE WEAK) (Southtown—BMI) Harden Trio (Columbia 43844)	30
14	BEAR WITH ME A LITTLE LONGER (Hill & Range—BMI) Billy Walker (Monument 980)	15	39	SAD FACE (Acuff-Rose—BMI) Ernie Ashworth (Hickory 1428)	44
15	HOW LONG HAS IT BEEN (Southtown—BMI) Bobby Lewis (United Artists 50067)	10	40	WHERE'D YOU STAY LAST NIGHT (Pamper—BMI) Webb Pierce (Decca 32033)	19
16	MISTY BLUE (Talmant—BMI) Wilma Burgess (Decca 32027)	11	41	THE REAL THING (Newkeys—BMI) Billy Grammer (Epic 10703)	42
17	WIFE OF THE PARTY (Yanah, Greenback—BMI) Liz Anderson (RCA Victor 8999)	21	42	WHERE IS THE CIRCUS (Brazos Valley—BMI) Hank Thompson (Warner Bros. 5858)	20
18	GAMES OF TRIANGLES (Delmore—ASCAP) Bobby Bare, Norma Jean & Liz Anderson (RCA Victor 8963)	12	43	THE FIRST WORD (Vintage—BMI) Eddy Arnold (RCA Victor 9027)	40
19	OUR SIDE (Bumper—BMI) Van Trevor (Band Box 371)	22	44	COUNTRY BOY'S DREAM (Cedarwood—BMI) Carl Perkins (Dollie 505)	45
●	HULA LOVE (Man—BMI) Hank Snow (RCA Victor 9012)	28	45	THAT'LL BE THE DAY (Southwind—BMI) Statler Brothers (Columbia 43868)	46
21	IF THE WHOLE WORLD STOPPED LOVING (Fingerlake—BMI) Roy Drusky (Mercury 72627)	24	46	OH! WOMAN (Stuckey—BMI) Nat Stuckey (Paula 257)	52
22	I NEVER HAD THE ONE I WANTED (Vano—BMI) Claude Gray (Decca 32039)	25	47	LITTLE THINGS THAT EVERY GIRL SHOULD KNOW (King—BMI) Claude King (Columbia 43867)	48
23	FUGITIVE (Four Star—BMI) Merle Haggard (Capitol 5803)	27	48	THE KIND OF WOMAN I GOT (Sure Fire—BMI) Osborne Bros. (Decca 32052)	49
24	DON'T LET THAT DOORKNOB HIT YOU (Acclaim—BMI) Norma Jean (RCA Victor 8989)	23	49	YOU BETTER BE BETTER TO ME (Acclaim—BMI) Carl Smith (Columbia 43866)	50
●	MR. DO-IT-YOURSELF (Central—BMI) Ray Pillow & Jean Shepard (Capitol 5769)	31	50	ONE DREAM (Cedarwood—BMI) Slim Whitman (Imperial 66212)	51
51	OFF AND ON Charlie Louvin (Capitol 5791)		56	STRANDED Jim Nesbit (Chart 1410)	
52	I CAN'T TAKE IT NO LONGER Hank Williams Jr. (MGM 13640)		57	DUMB BLONDE Dolly Parton (Monument 982)	
53	HEART FULL OF LOVE Johnny Dallas (Little Darlin' 0013)		58	DON'T PUT YOUR HANDS ON ME Lorene Mann (RCA Victor 9045)	
54	DIESEL SMOKE, DANGEROUS CURVES Red Simpson (Capitol 5783)		59	A GRAIN OF SALT Penny Starr (Band Box 372)	
55	MAMA'S LITTLE JEWEL Johnny Wright (Decca 32061)		60	ALL OF ME Dick Curless (Tower 306)	

*HOW DO YOU FOLLOW A
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"I GET THE FEVER"*



*RELEASE A BRAND NEW BILL ANDERSON SMASH:
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HUBERT LONG TALENT AGENCY/NASHVILLE, TENNESSEE



COUNTRY REVIEWS

B+ very good
B good

C+ fair
C mediocre

YOUR HANDS (2:00) [Yonah, BMI—Dollar, Ross, Milburn]

DON'T TAKE MY FUTURE FROM ME (2:33)

[Clay, Stonestrow, Johnny Dollar, BMI—Dollar, Ross, Milburn]

JOHNNY \$ DOLLAR (Dot 16990)

Johnny Dollar stands to equal or better the success of his smash "Stop The Start" with his version of "Your Hands." This one is a tender ballad that could get big acceptance. "Don't Take My Future From Me" is a thumpin', mid-tempo heart-tugger.

Newcomer Picks

FISHIN' ON THE MISSISSIPPI (2:13) [Blue Book, BMI—Morris]

A LITTLE BIT OF YOU (2:19) [Blue Book, BMI—Morris]

BOB MORRIS (Tower 307)

Look for newcomer Bob Morris to get lots of attention with this Tower debut called "Fishin' On The Mississippi." Reminiscent of "Battle Of New Orleans," the tune is a lively session with lots of fiddles and a contagious sound. "A Little Bit Of You" is a slowed down woeser.

I COME HOME A-DRINKIN' (To A Worn-Out Wife Like You) (2:18)
[Sure-Fire, BMI—Wilburn, Lynn, Wells]

SINCE YOU MADE A WRECK OUT OF ME (2:29)
[Sure-Fire, BMI—Webb]

JACK WEBB (Decca 32027)

Jack Webb stands a good chance to drag in big air action and net lots of coin with his followup to Loretta Lynn's "Don't Come Home A-Drinkin'," which he dubs "I Come Home A-Drinkin' (To A Worn-Out Wife Like You)." Certainly bears watching. "Since You Made A Wreck Out Of Me" is a loping item with a cute sound.

KITTY HAWKINS (Capa 136)

(B+) FORGETTING YOU (2:41)
[Law, BMI—Allen] Here's a real attractive weeper from Kitty Hawkins that could easily find favor with a good many country deejays and consumers. Give it a listen.

(B) YOU GET WHAT YOU PAY FOR (2:03) [Law, BMI—Hawkins] The mid-tempo flip is also liberally laced with teardrops.

DR. PAUL MOORE (Dollie 506)

(B+) THAT LONG LEGGED BIRD (2:04) [Cedarwood, BMI—Schneider, Southall] The singing dentist is gaining more and more popularity and may well hit paydirt with this fun-filled Dollie debut about a new dad. A cutie.

(B) IT SEEMED LIKE A GOOD IDEA AT THE TIME (2:23) [Cedarwood, BMI—Whitehead] Trouble and woe on the flip.

BILL MONROE (Decca 32075)

(B+) WHEN MY BLUE MOON TURNS TO GOLD AGAIN (2:34) [Peer Int'l, BMI—Walker, Sullivan] The original Bluegrass King, Bill Monroe offers a wild grass treatment of this standard. Fans should dig it.

(B) PRETTY FAIR MAIDEN IN THE GARDEN (2:45) [Bill Monroe, BMI—Monroe] Another nice outing on the Monroe-penned flip.

BOB GARMON (World Wide 4016)

(B+) MY PRIVATE WORLD (2:16) [Margie, BMI—Garmon] Bob Garmon tells a certain gal that there's only one thing missing from his life. His woes may be the basis for good activity.

(B) LUMBER CITY (1:54) [Lowery, BMI—Garmon] Here's an appealing side about a man with well-calloused hands.

NORM TESTER (Tester 0001)

(B+) TIL' TRUE LOVE'S BACK IN STYLE (2:54) [Four Star Sales, BMI—Belew] Norm Tester could score well in country circles with this slow-paced tear-tugger. Nice vocal effort.

(B) DON'T HURT THE HURT (2:06) [Millard, BMI—Tester, Reams] Undercut is another blueser, but more uptempo.

DONNA FARGO (Ramco 1982)

(B+) WOULD YOU BELIEVE A LIFETIME? (2:28) [Terran, BMI—Fargo] Could be plenty of spins and sales in store for this tear-stained ode by Donna Fargo. Pretty sound.

(B) YOU MAKE ME FEEL LIKE A WOMAN (2:25) [Terran, BMI—Fargo] Flip tells of a gal who's gonna quit her cheatin' ways.

A Great New DECCA Country Star

JACK WEBB

"I COME HOME A-DRINKIN'" (TO A WORN OUT WIFE LIKE YOU)

32027

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Cash Box



January 21, 1967

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MARTY WARGO
ADMINISTRATIVE MANAGER, LONDON RECORDS

Our cover this week features the leading personalities who will be in London to attend the 20th anniversary celebrations of London Records Inc. to be hosted by Sir Edward Lewis, Chairman of Decca Ltd. this week (15-20).

From

ELVIS

And RCA Victor on Elvis' Birthday, January 8, 1967
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Indescribably Blue / Fools Fall in Love



Coming Soon! Elvis' new Sacred LP Album "How Great Thou Art"

#9056

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RiFi Buys Carosone's Studios; Disk Exec Moving To Hollywood

MILAN—RiFi Records has purchased Renato Carosone's Stereo Records, and Studios, according to Giovanbattista Ansoldi, managing director of RiFi. Carosone formed the label when he left EMI Italiana. Later, he opened his own recording studio with custom facilities, which became one of the most used studios in Milan. Two years ago, he built a new headquarters, opening three new studios on

the ground floor.

Reason for the sale of his operation is that he will make his home in the U.S., residing in Los Angeles.

With the purchase of Carosone's set-up, RiFi has completed its reorganization, making it one of the leading firms on the Italian disk scene. The studio can record on a number of tracks plus on 35mm film.

EMI Italiana Gets Command, RiFi Receives Monument, Vox

MILAN—EMI Italiana has announced that it will distribute in Italy from the first of January the repertoires of Command and Grand Award. Both labels specialize in stereo production. Among the artists recording for the firms, and already known on the Italian market, are Ray Charles Singers, Fats Domino, Enoch Light, George Hamilton, Tony Mottola and so on. In the classical field, there are three orchestra conductors to be mentioned: Dervaux, Van Der

Noot, Steinberg.

Cash Box has also been informed that RiFi has obtained the distribution in Italy of the pop label, Monument Records, and of the classical line Vox.

Both repertoires will be released in Italy under their original labels. The signature of the agreements marks the end of the negotiation conducted in New York by the RiFi's rep, Richard Roemer.

UK Logo For Stax, Volt Labels

LONDON—Frank Fenter, label manager for Atlantic Records in this country, just back from New York where he had discussions with the label's Ahmet and Nesuhi Ertegun and Jerry Wexler. He also had meetings with the Otis Reading Management in Macon, Georgia and Jim Stewart of Stax-Volt Records (distributed by Atlantic) to finalize plans for Stax-Volt to be released on its own label in this

country as from March 1st. Stax-Volt artists include Otis Reading, Sam and Dave, Booker T, Eddie Floyd etc. All these artists will be coming to England (together with Atlantic star Percy Sledge) for nation-wide tours to coincide with the first release of Stax-Volt. A promotional LP, "Hit The Road Stax," featuring the label's artists will be released together with their latest singles.

MMM Tunes Cover Latin Markets

SAN JUAN, PUERTO RICO—Mike Vasquez, MusicMusicMusicInc.'s Latin representative, announces the release of two new records: "La Comay" on the Tioly label, written by Johnny Catala and Mike Vasquez, and recorded by artist Tommy Olivencia; and "Peregrina Navidena" on the Borinquen label, written by Mike Vasquez and recorded by Mario

Ortez and Chico Rivera.

Mike is also recording three new self-penned MMM tunes here this week, "Peregrina Boogaloo," "Peijala" and "Plana Bomba Peregrina."

Next stop on his current tour for MMM is Panama City for the February carnivals in search of new material for the pubbery.

Peer-Southern's Ward To Barcelona

LONDON—Tom Ward Jr. European director of Peer-Southern Organization recently flew to Barcelona for meetings with Manuel Salinger of

Southern's Spanish office. Discussions centered around the recent Spanish law relating to foreign participation in publishing concerns.

Denmark's Best Sellers

This Week	Last Week	Weeks On Charts	Title	Label
1	1	3	Oh, Oh What A Kiss (Uber Die Wellen) (Rocking Ghosts/Metronome)	Multitone A/S, Denmark
2	2	6	En Tusindfyrd I Min Hånd (En Præstkrage I Min Hand) (Keld & Donkeys/HMV)	Imudico A/S, Denmark
3	3	3	*Jeg Har Aldrig Fået Noget (Defenders/Sonet)	No publisher
4	4	2	No Milk Today (Herman's Hermits/Columbia)	Reg Connelly, Musik-Forlag A/S, Denmark
5	5	19	*Ved Landsbyens Gadekaer (Keld & Donkeys/HMV)	Warny Music, Denmark
6	7	2	*Sådan Var Det Ikke I Halvfemserne (Matadorerne/Metronome)	No publisher
7	6	11	Traed An Ved Makronerne (Hitmakers/Philips)	Selection of songs—no publisher
8	8	2	Marianne (Bjøn Tidmand/Odeon)	Polar Music AB, Sweden
9	9	6	*Der Er Lys I Lygten (Defenders/Sonet)	Wilhelm Hansen, Musik-Forlag, Denmark
10	10	7	I Can't Control Myself (Troggs/Fontana)	Multitone A/S, Denmark

Entertaining Itinerary Awaits Delegation Attending London's 20th Birthday Fest

LONDON—A warm welcome awaits the delegation of executives, distributors and wives of London Records when they arrive in Britain to attend the 20th anniversary celebrations of London Records from 15th to 20th January 1967. This will be the second time that Sir Edward Lewis, Chairman of Decca Ltd. has hosted such a convention. The last occasion was in 1964 when the guests numbered 80. This year the number has increased to 140 which includes 60 wives. The 1964 gathering was so successful that London Records has been anxious to arrange a follow-up meeting even since. Some idea of the impression the earlier meeting left on the visitors can be gained from the following extract which appeared in Cash Box report on the convention: "Never has there been a sales convention that can even come close to this absolutely sensational manufacturer-distributer meet staged by London Records." This was said time and time again by London Records American and Canadian distributors who were invited by London Records last week to the home of its parent company (British) Decca Ltd. in England to hear and see the company's new product and sales programme for London's first 1964 package release. But the reactions to and the effect of the visit with Sir Edward Lewis, Chairman of the Board of Decca, and his huge record operation in England, were so overwhelming that everyone of the London label's American distributors returned home with a new found respect and admiration for the label they had been handling in the U.S. for as many as seventeen years.



SIR EDWARD LEWIS

The Itinerary

Once again an elaborate itinerary of business and social engagements has been arranged as follows:

- Sunday, January 15th
- Arrive London Airport.
- Monday, January 16th
- 12:30 Buffet lunch for Distributors and London Records personnel at Decca House.
- 12:30 Introductory buffet luncheon for wives in the Lansdowne Suite at the Mayfair Hotel.
- 6:15 Visitors leave Mayfair Hotel for a tour of the Houses of Parliament followed by drinks and dinner in the Members' Dining Room of the House of Commons.

- Tuesday, January 17th
- 9:30 Distributors and London Records personnel leave for a day long product meeting at the Decca studios.
- 12:00 Wives leave for a trip to Cambridge. Lunch on the train. A tour of Cambridge including Trinity College where Prince Charles is going this year.
- 7:15 Dinner at the Dorchester Hotel hosted by Decca artists.
- Wednesday, January 18th
- 10:45 Sight-seeing tour of London including Changing of the Guard, Westminster Cathedral, St. Pauls, Tower of London (Crown Jewels) etc.
- 12:45 Lunch at Decca House.
- 7:15 Dinner and entertainment at the Elizabethan Rooms of the Gore Hotel.
- 10:45 Leave Elizabethan Rooms for the Phone Booth Discotheque.
- Thursday, January 19th
- 11:00 Leave hotel for lunch at the Compleat Angler at Marlow
- 1:30 Leave for a tour of State Apartments of Windsor Castle
- 3:30 Short visit to Eton College
- 3:45 Leave for London returning to hotel by 5:00 p.m.
- 7:45 Sir Edward and Lady Lewis' banquet at the Savoy Hotel.
- Friday, January 20th
- Free
- Saturday, January 21st
- Free
- Sunday, January 22nd
- 9:15 Leave for London Airport.



THESE MEN are the top management team of London Records who will be present at this week's celebration of the label's 20th anniversary in London. They are (left to right): Walt Maguire, Marty Wargo, D. H. Toller-Bond and Herb Goldfarb.

Los Brincos Recording Schedule In London

MADRID—Joaquin Marino, international manager for Zafiro Records, Spain recently visited London setting up recording sessions for the label's top group Los Brincos on January 23rd/24th/25th in Spanish and Eng-

lish. The group will then leave to appear at the MIDEM exhibition in Cannes. The label's top female star Marisol is currently enjoying chart success in France and Japan where her disks are released by Decca. Marino reports that Zafiro's publishing company launched a year ago is already enjoying considerable success both with local and international copyrights.



GREAT BRITAIN

Pye Records are planning a blues and soul week from Jan. 30th to Feb. 4th. Releases for the week will be entirely devoted to blues and soul material by artists such as Chuck Jackson, Maxine Brown, James Brown, Jimmy Rushing, the Uniques, Nina Simone, Chuck Berry, Muddy Waters, Sonny Boy Williamson, John Lee Hooker, Gino Washington, Billy Stewart, etc. 19 LPs, 6 EPs and 12 singles will be released on the Pye, Chess, Golden Guinea and Marble Arch labels. Pye are currently enjoying chart success with Gino Washington's Piccadilly album "Hand Clapping, Foot Stomping, Funky But Live" as a result of which the company's managing director Louis Benjamin is confident that this special blues and soul week will give an added boost to the growing demand for this type of music in the U.K. The campaign will be backed by special window displays, etc. Coincidental with the campaign personal appearances will be made by Gino Washington, Jimmy James Vagabonds, Chuck Berry and Billy Stewart.

Independent producer Robert Stigwood recently returned from Germany where he set up a new company with Lawrence Yaskiel to be known as Stigwood Yaskiel International Ltd. The company—which will be based in Hamburg—has six primary functions: record production by German and foreign artists for release in Germany and other markets; release in Germany of selected material from various record catalogs; radio, TV and press promotion for all artists and catalogs handled by Stigwood Yaskiel International; the promotional department will also be at the service of overseas record companies and music publishers. They will also acquire foreign record catalogs for their clients. An artists/management agency will be set up and, as the company owns the Reaction label in Britain, this will facilitate English releases for German artists. Finally, Stigwood Yaskiel International has formed two music publishing companies together with Rudi Slezak (late of Aberbach). The two companies will be known as Slezak Music and Auf Wiedersehen Music with Rudi Slezak as managing director.

The Song Writers Guild report that during the six months January to June, 1966, 73,842 items of popular and light music were broadcast by the BBC, 59,216 by the Popular Music Department and 14,626 by the Light Music Unit. The overall British proportion was 39.04% in January to March, and 39.46% in April to June. Of the 59,216 items broadcast by the Popular Music Department, 19,773 were British, 34,646 American and 4,797 Foreign. Of the 14,626 items broadcast by the Light Music Unit 9,210 were British, 964 American and 4,452 Foreign. It is notable that the British proportion is lowest in the non-current section of the Popular Music Department's output. In the current section there were 9,139 British items against 10,109 American and 1,455 Foreign items. In the non-current section, the figures were: British, 10,634 items, American, 24,537, and other foreign items 3,342. This situation probably stems from the existence of a vast mass of good film and theatre music imported in films and plays from America.

After only one week of release, the Monkees single "I'm A Believer" has sold over 300,000 copies for RCA aided and abetted by their current BBC TV series. They already have three Gold Records—one for their million-selling "Last Train To Clarksville," one for "I'm A Believer" which has sold over 2,500,000 and one for "The Monkees" album (to be released here shortly by British Decca) which has sold over 3,000,000 in America. The Monkees are quickly emulating the Beatles in popularity in America where their second album has just been released to an advance of 1,000,000 copies.

Great Britain's Best Sellers

This Week	Last Week	Weeks On Chart	Title	Artist
1	1	9	Green Green Grass Of Home	Tom Jones (Decca) Burlington
2	2	5	*Sunshine Superman	Donovan (Pye) Southern
3	9	4	*Happy Jack	The Who (Reaction) Fabulous
4	3	6	Morningtown Ride	The Seekers (Columbia) Compass
5	5	5	*Save Me	Dave Dee, Dozy, Beaky, Mick & Tich (Fontana) Lynn
6	13	3	*Anyway You Want Me	The Troggs (Page One) Dick James
7	10	4	*In The Country	Cliff Richard (Columbia) Shadam
8	4	9	*What Would I Be	Val Doonican (Decca) Barren
9	7	7	*Dead End Street	The Kinks (Pye) Davray
10	6	6	You Keep Me Hanging On	The Supremes (Tamla Motown) Carlin
11	12	11	Good Vibrations	The Beach Boys (Capitol) Immediate
12	18	2	*Sitting In The Park	Georgie Fame (Columbia) Jewel
13	—	1	I'm A Believer	The Monkees (RCA) Screen Gems
14	8	7	What Becomes Of The Brokenhearted	Jimmy Ruffin (Tamla Motown) Belinda
15	11	7	Friday On My Mind	The Easybeats (United Artists) U.A.
16	15	8	*My Mind's Eye	The Small Faces (Decca) Robbins
17	16	2	*Under New Management	Barron Knights (Columbia) West One
18	20	2	*Pamela Pamela	Wayne Fontana (Fontana) Hournew
19	—	1	Call Her Your Sweetheart	Frank Ifield (Columbia) Acuff Rose
20	—	1	I Know I'm Losing You	The Temptations (Tamla Motown) Carlin

*British compositions

Top Ten LP's

1	Sound Of Music—Soundtrack (RCA)	6	A Quick One—The Who (Reaction)
2	Best Of The Beach Boys—The Beach Boys (Capitol)	7	A Collection Of Beatles Oldies—The Beatles (Parlophone)
3	Come The Day—The Seekers (Columbia)	8	Big Hits—The Rolling Stones—(Decca)
4	Gentle Shades Of Val Doonican—Val Doonican (Decca)	9	Pet Sounds—The Beach Boys—(Capitol)
5	Distant Drums—Jim Reeves (RCA)	10	Finders Keepers—Cliff Richard (Columbia)



HOLLAND

Bovema's new Monument label hit the stands this week with an initial promotion-campaign for 8 albums and 5 singles. Among the albums are Roy Orbison's "Greatest Hits," "Early Orbison" and "Orbisongs," as well as two items by Boots Randolph whose "The Shadow of Your Smile" hit the single list, together with Jeannie Seely's "A Wanderin' Man" and Billy Walker's Top-40-special "Bear With Me A Little Longer." Detailed press reviews and sales-letters dealing with the Monument-Gramophonehouse-entry have been sent out in the meantime. HMV-artist Max Tailleu, after selling hit "Doofpot" club in Amsterdam last year, is now on a nationwide tour. Many Dutch emigrants are already looking forward to Tailleu's planned trip to Manila, Singapore, Hongkong, Australia and New Zealand in April and May next.

Harry Castle of Pye records is meeting Negrin/Delta's Robert Oeges and Hans I. Kellerman to discuss the promotion and sales possibilities of the Marble Arch and Piccadilly recordings. At the moment Negrin/Delta is rather happy with two Pye singles in the Dutch Top Ten: "Dear Mrs. Applebee" and "Dead End Street." Robert Oeges recently visited Ariola/Eurodisc in Gütersloh, Germany where he discussed with Dr. Werner Vogelsang and Mr. George Ehmke the outstanding sales of the Ariola labels last year. The total sales of Ariola/Eurodisc/Hansa redoubled last year those of 1965. The operetta repertory especially booked an astonishing advance. Further promotion is planned for the Hansa label in 1967.

As the N.C.R.V.-TV will transmit a new Frank Sinatra show, big sales are expected from the "That's Life" single and LP. Also the "Young At Heart" longplay is doing well on account of the film from the same name on TV some weeks ago.

On Havoc, Motions lead singer Rudy Bennett will probably have a Top Ten hit with the Tim Hardin song "Hang On To A Dream." Local Radio Veronica pushed this record into the Top Forty. Also the Motions single, "It's the Same Old Song," is still selling strong, while another LP of the excellent Dutch beat group will be recorded within a few months.

Scepter records is paying special attention to the R&B repertory by releasing four EP's by Bobby Bland, Roscoe Robinson, Chuck Jackson and Buddy Ace. On Vogue, releases are announced of the new great Francoise Hardy longplay and of the new song of French Cleo "Les Fauves." On Deutsche Vogue, Andy Fischers' "Mr. Cannibal" is still doing well. Delta released a longplay of famous Dutch pianist Hans Ninaber: "Piano Cocktail."

A recent survey of Holland's weekly Top 40, as provided by Radio Veronica, showed the extreme popularity of the Outsiders. The local beat group, for the third time in the Top Twenty with their own song "Touch," was voted Number One, gaining the most points. With growing international fame, especially in France where they appeared several times in 1966, the next Outsiders disk—"Monkey On Your Back" backed with "What's Wrong With You"—could easily become both a national and an international success. It will be released in Holland on the Relax label.

Now, in New York is Silvio Samama, president of the Iramac Recording Company, to get contacts with American record firms and to buy masters. He's negotiating with Calla Records and Jubilee Records, among others. He's also seeking the best distributor for Iramac records, including the best-selling (Dutch) Outsiders records. In a few weeks' time, Iramac, Holland's growing independent record company, will introduce its first Calla records on the Dutch market. Releases by Doris Troy, the Orlons, the Drippers and many others are destined for big rhythm & blues selling.

CBS recently issued a new Louis van Dyke single from his latest album, entitled "We'll Stick Together." Items are: "What Now My Love (Et maintenant)" c/w "Temolo For Three." Undoubtedly, the Louis van Dyke Trio is one of the hottest jazz groups in the low countries, and already sales prove to run parallel with their popularity.

Brian Epstein is to spend over £5,000 on modernizing the Saville Theatre where he recently presented the highly successful Georgie Fame-Julie Felix season. Plans are already in hand for the installation of cinematograph equipment in readiness for a season of midnight matinees for specialist films, classics, etc., scheduled to commence in March. Forthcoming attractions at the Saville include the Tahitian Song and Dance Company Iaora Tahaiti for a four-week season commencing Jan. 18th, Ballets Afrikaans and Fats Domino. Future Sunday concerts include the Who (Jan. 29th), the Cream and Billy Stewart (Feb. 5th), Chuck Berry (Feb. 19th), Edwin Starr and Garnett Mimms (Feb. 26th), Lee Dorsey (March 5th) and the Impressions (April 16th).

Rehearsals are in progress for the London opening of "Fiddler On The Roof" at Her Majesty's Theatre on Feb. 17th starring Topol, Miriam Karlin and Rosemary Nichols. A smash hit in the States now playing its third year on Broadway, the show has also been produced with considerable success in Finland, Israel and Holland. The music by Jerry Bock and Sheldon Harnick is published by Valando Music (a subsidiary of Chappells). Main titles from the show are "Sunrise Sunset" recorded by Robert Goulet (CBS) and Paul Anka (RCA); "Matchmaker, Matchmaker" has been cut by Eydie Gorme with the original cast album on RCA and British show cast album on CBS.

The much-publicized model Twiggy, tipped as 1967's successor to "The Shrimp," has been signed to a recording contract by Jeffrey Kruger of Ember Records. Her debut disk released this week—"Beautiful Dreams" penned and produced by Tommy Scott—is published by Yorke Music. Kruger reports that the disk is scheduled for worldwide release.

Record '67, a trade fair staged specially for the record industry and organized by Trades Exhibitions Ltd., will take place at the Royal Horticultural Society's New Hall, Westminster from Feb. 12th to 17th. The fair will be actively supported by The Gramophone Record Retailers Association and one of the important events will be the GRRRA's 6th annual two-day conference to be held in the Conference Hall of the Fair on Feb. 12th and 13th.

Spencer Davis' Fontana recording of "Gimme Some Lovin'" now issued in the States by United Artists is already on the verge of success. His new British single "I Am A Man" also from the pen of lead singer Stevie Winwood is published by Island Music.

Peter Knight, Jr., has resigned from the International Department of Pye Records effective Jan. 27th. His duties will be taken over by Cyril Stapleton in addition to his duties as A&R Controller.

Vera Lynn has her first U.S. single release for two years on United Artists with a Jack Gold composition "It Hurts To Say Goodbye" produced in Britain by Harry Lewis where the deck is issued by EMI on the HMV label.

Indie American record producer, Fred Marshall, based in London is putting the finishing touches to his new 4-track tape package featuring the Jet Setters, a musical spectacular with 40 original songs. This package is being prepared for premiere presentation for the world market at M.I.D.E.M. at Cannes and features the Michel Hauser Swingtet, the Kings and Queens vocal group, Rolf Erikson and his brass choir with Merrit Henningsen and Joao Meriell and his Copa Five.



GERMANY

Last week, the good news came ending the fight between the GVL representing the recording artists and manufacturers and the ARD representing the radio-TV stations. The conditions are similar to the past as 35 hours a week are allowed for record broadcasts as in the past. Of course, the radio stations will now have to pay more than in the past so it is expected that each station will plan their own budget. Whether new releases in the singles sector will get the necessary exposure or not remains to be seen. The fact remains that the singles market was drastically hurt by the fight and especially the German singles productions sold very little product during the battle. No new artists in Germany were able to land hits, and foreign records dominated the charts. 1967 should get things back to normal with radio exposure producing sales for the platters once again.

Vogue is swinging hard with the David Garrick platter "Dear Mrs. Applebee" which looks like a top hit here. Mrs. Daniela Holubowsky has left her position as promotion gal for the firm.

Udo Jurgens looks like his international fame will increase in 1967. The young star is so popular that offers for the first 3 months of the year would mean that he would do 43 TV shows including 11 shows of his own, 35 radio shows and 279 appearances in cities in Europe, Japan and South America. Whew!

An old friend of the German production business is back and swinging. Nils Nobach, who left Electrola in 1963 for a new A&R slot at Ariola and left the firm a year later and then disappeared from the music business in Germany, has signed a new contract as A&R man for Electrola.

Public relations and press gal Dietlind Rieth has left CBS for a new job as housewife. Her successor is Herbert Muller who will also take over the CBS concert bureau of April Music, the CBS publishing arm.

Larry Yaskiel who left Vogue recently has now formed Stigwood Yaskiel International with main offices in Hamburg. The firm will produce and handle concert appearances of artists.

The German music library in Berlin celebrated their 15th anniversary recently. The library has a copy of all records which have ever been released in Germany numbering 27,900 in all. The library is financed from donations from interested parties.

Radio Luxemburg will increase their German language programming. The program will now run from 6:15 to 9:00 A.M. and from 12:00 to 7:30 P.M.

Philips is having a TV hay-day with the top pop program "My Melody" bringing their artists Heidi Bruhl, Inge Bruck, Herve Vilard, Dave Dee & Co., the Horst Jankowski Choir and the Dutch Swing College Band all in one show.

Gilbert Becaud is set for a new German tour in February and March when he will give concerts in Berlin, Hamburg, Kiel, Hannover, Dusseldorf, Nurnberg, Munich, Mannheim, Stuttgart, Freiburg, Frankfurt and Bonn. The Electrola artist is already an LP best seller here.

Artist promotion chief Bert Varel has left Philips for the PR top slot by Miller International. Hans Podel, former D.J. for Frankfurt radio, has left the Alpha Production group and will soon begin his career as record producer by a major firm.

That's it for this week in Germany.

GERMANY—BEST SELLERS OVER THE PAST 8 WEEKS

(Courtesy "Music")

This Week	Last Week	Weeks On Chart	Record
1	1	8	*Eine Handvoll Reis (A Hand Full of Rice)—Freddy—Polydor—Edition Esplanade
2	2	11	Bend It—Dave Dee, Dozy, Beaky, Mick & Tich—Star Club—Minerva Music/R. Von Der Dovenmuhle
3	3	11	Little Man—Sonny & Cher—Atlantic—Edition Intro/P. Meisel
4	4	11	I Can't Control Myself—The Troggs—Hansa Rolf Budde Music
5	5	11	*Dunja Du—Ronny—Telefunken—Idee Music
6	6	8	Have You Seen Your Mother Baby, Standing In The Shadow—The Rolling Stones—Decca—Hans Gerig Music
7	7	6	*Du Allein (You Alone)—Franz Beckenbauer—Polydor—Radio Music Int.
8	8	11	*Sag Mir Wie (Tell Me How)—Udo Juergens—Vogue—Montana Music/H. R. Beierlein
9	9	6	*Moderne Romanzen (Modern Romances)—Peter Alexander—Ariola—Hans Gerig Music
10	10	8	Sunshine Superman—Donovan—Epic—Peer Music/T. Seeger

GERMANY—JUKE BOX-RADIO-SALES FAVORITES

(Courtesy "Automatenmarkt")

This Week	Last Week	Weeks On Chart	Record
1	—	1	*Good Night My Love—Roy Black—Polydor—August Seith Music
2	2	5	*Moderne Romanzen (Modern Romances)—Peter Alexander—Ariola—Hans Gerig Music
3	1	5	*Eine Handvoll Reis (A Hand Full Of Rice)—Freddy—Polydor—Edition Esplanade
4	—	1	*Frech Gekuesst, Ist Halb Gewonnen—Siv Malmkvist—Metronome—Minerva Music/R. Von Der Dovenmuhle
5	—	1	*Wer Hat Ihn Gesehn (Who Has Seen Him)—Wencke Myhre—Polydor—Aberbach Music
6	4	5	Augen Wie Zwei Sterne (That's Nice)—Rex Gildo—Ariola—Edition Belmont
8	—	1	Dandy—The Kinks—Vogue—Herman's Hermits—Columbia—Aberbach Music
9	—	1	*Ich Hab' Einen Guten Freund Gehabt (I Had A Good Friend)—Marion—Hansa—Edition Intro/P. Meisel
10	5	10	*Wenn Du Einsam Bist (When You Are Lonely)—Ronny—Telefunken—Edition Marbot *Original German Copyright

Norway's Best Sellers

This Week	Last Week	Weeks On Charts	Record
1	1	8	No Milk Today (Herman's Hermits/Columbia) Reg Connelly, Musik-Forlag A/S, Denmark
2	4	2	Green, Green Grass Of Home (Tom Jones/Decca)
3	9	3	Dead End Street (Kinks/Pye)
4	2	7	Good Vibrations (Beach Boys/Capitol) Sweden Music AB, Sweden
5	3	9	Edelweiss (Julie Andrews/RCA Victor) Thore Ehrling Musik AB, Sweden
6	6	16	Little Man (Sonny & Cher/Atlantic) Edition Odeon, Sweden
7	10	10	I Natt Jag Drömde (Last Night I Had A Strangest Dream) (Hep Stars/Olga) Musikförlaget Essex AB, Sweden
8	5	2	Semi-Detached Suburban Mr. Jones (Manfred Mann/Fontana) Southern Music AB, Sweden
9	—	1	What Becomes Of The Broken-Hearted (Jimmy Ruffin/Tamla-Motown) Belinda (Scandinavia) AB, Sweden
10	7	11	I Can't Control Myself (Troggs/Fontana) Sonora Musikförlags AB, Sweden

Sweden's Best Sellers

This Week	Last Week	Weeks On Charts	Record
1	1	11	*Consolation (Hep Stars/Olga) Hep House AB, Sweden
2	3	5	Alex Is The Man (Ola & Janglers/Gazell) Sonet Music AB, Sweden
3	2	10	*Vid Din Sida (Sven Ingvars/Svensk-American) Seven Brothers Music Inc./Edition Odeon, Sweden
4	4	6	No Milk Today (Herman's Hermits/Columbia) Ehrling & Löfvenholm AB, Sweden
5	5	5	Puff The Magic Dragon (Fabulous Four/Hep House) Gehrmans, Sweden
6	6	3	Mellow Yellow (Donovan/Epic) Southern Music AB, Sweden
7	—	13	I Natt Jag Drömde (Last Night I Had A Strangest Dream) (Hep Stars/Olga) Musikförlaget Essex AB, Sweden
8	10	2	*Miss McBaren (Tages/Platina) Tagemusik/Edition Odeon, Sweden
9	8	4	Bad Boy (Beatles/Parlophone) Sonora Musikförlags AB, Sweden
10	9	7	Good Vibrations (Beach Boys/Capitol) Sweden Music AB, Sweden *Local copyright

Holland's Best Sellers

This Week	Last Week	Record
1	2	Green Green Grass Of Home (Tom Jones/Decca) (Altona/Amsterdam)
2	1	Friday On My Mind (Easybeats/U.A.) (U.A. Music-Altona/Amsterdam)
3	3	Dead End Street (Kinks/Pye) (Belinda/Amsterdam)
4	9	Dear Mrs. Applebee (David Garrick/Pye) (Ed. Gospel Music/Amsterdam)
5	—	I'm A Believer (Monkees/RCA) (Internationale Muziek Co./Amsterdam)
6	4	Gimme Some Lovin' (Spencer Davis Group/Fontana) (Essex-Basart/Amsterdam)
7	6	No Milk Today (Herman's Hermits/Columbia) (Connolly-Basart N.V./Amsterdam)
8	5	It's The Same Old Song (Motions/Havoc) (Belinda Amsterdam)
9	—	Happy Jack (The Who/Polydor) (Essex-Basart/Amsterdam)
10	8	Sammy (Ramses Shaffy/Philips) (Basart/Amsterdam)

French EP TOP TEN

1	Paris Brûle T'il (Mireille Mathieu) Barclay
2	Les Playboys (Jacques Dutronc) Vogue; Alfa
3	Viens Dans Ma Rue (Mireille Mathieu) Barclay
4	L'Heure De La Sortie (Sheila) Philips; Carrère-Breton
5	Incendie A Rio (Sacha Distel) EMI; Prosadis
6	J'ai Peur (Enrico Macias) EMI; Cirta
7	J'travaille A L'Usine (Claude François) Philips
8	Sous Quelle étoile Suis Je Né (Michel Polnareff) AZ; SEMI
9	La Chanson De Lara (Les Compagnons De La Chanson) CBS; France-Mélie
10	En Bandoulière (Adamo) EMI; Pathé Marconi



ON THE DOTTED LINE?—Donovan (right) looks as though he is about to put pen to paper in this photo of the artist's recent signing with Southern Music Ltd. in London. Bob Kingston, managing director of the Southern pub-berly looks on attentively from the left.



AUSTRALIA

It is interesting to note that the biggest records from both England and America did very little business in this country last year. The fact that these discs don't do too well here is further proof that Australian pop consumers are now formulating their own tastes rather than accept what has been popular overseas. This is an excellent trend and one that should serve the local industry well, but it will doubtless bring some headaches to companies who have big overseas hits that miss the market here. There have been many other overseas hits that have failed to make the grade here over the past twelve months. There are several reasons for this, not the least being that so much locally-produced product has been taking valuable air-time at the expense of English and American hits.

Decca Records of England have secured world rights, excluding Australia and New Zealand, to Johnny Young's Clarion label release "Step Back" which has been such a fantastic smasher throughout Australia for the young television performer. The deal was announced recently by Frederick C. Marks, executive director of Festival Records, who distribute the record locally. Johnny Young recently received a gold record to indicate sales of over 50,000 for "Step Back." Johnny's new single has just been issued here. It carries "When Will I Be Loved" and "Kiss Me Now," and advance orders indicate another big one for the relatively new Clarion label, which is owned in Perth (Western Australia) by Martin Clarke.

Australian girl Lynne Randell recently returned home after spending a couple of months overseas, principally in America and England. During her time in the United States, Lynne cut some sides for Epic and they are expected to be released next month.

Publishing house of Edwin H. Morris & Co., Ltd., have issued the sheet copy on "That's Life," the current American smash for Frank Sinatra. Chappell & Co. are out with the sheet on "Cabaret," the title song from the hit Broadway musical.

W&G Records have on their hands one of the most spectacular-selling albums the industry has ever known with their low-priced set "The Seekers Sing Their Best Hits." The album had been on the market for quite a while and had scored heavily in sales and interest was beginning to wane. Then, a television spectacular featuring the Seekers was given a re-run, and the album took off like a smash single. Ron Gillespie, chief executive of W&G Records, says the Company has never seen anything like it in album sales. One leading record retailer told Cash Box recently it was "the biggest album we have ever handled."

The Monkees are on the way to their best disc success yet in this country with "I'm A Believer" which is catching a terrific amount of air-time nationally and should become a top ten item for sure. The record is released by RCA, and publishing rights in this territory are held by Tu-Con Music, through the Leeds organisation.

Young local artist Tony Barber has joined Phono-Vox records and has taken charge of their local production division which has embarked on an ambitious program of development. Tony Tromeros, head of the Phono-Vox operation, tells Cash Box that he has organized a talent quest with the teenage paper "Go Set" which will run for the month of February. Phono-Vox will record the winning talent from the contest. Meanwhile, local artists, the Clefs, have their first release on the label with "A Boy Like Me" and "Bring It To Jerome," and the hot property from France in Antoine is represented with "Before The Good Thing" coupled with "An Elephant."

RCA have embarked on a campaign of record advertising in some of the leading daily newspapers in Australia. This fact alone is worth reporting because it isn't very often we see a record company advertising its regular releases (as against club issues) in the expensive daily press. The artists concerned in the advertising are John Gary, Montserrat Caballe, Benny Goodman, Peter Nero, Los Indios Tabajaras, and a group of C&W artists on an album "Big Country Hits, Vol. 1."

Australia's Best Sellers

- 1 Ooh La La (Normie Rowe—Sunshine) Southern Music.
- 2 Friday On My Mind (The Easybeats—Parlophone) J. Albert & Son.
- 3* The Loved Ones (E.P.) (The Loved Ones—W & G) Woomera Music.
- 4 Good Vibrations (The Beach Boys—Capitol) J. Albert & Son.
- 5 No Milk Today (Herman's Hermits—Columbia) Reg Connelly Music.
- 6* Let It Be Me (E.P.) (Johnny Young—Clarion) Various Publishers.
- 7 I'm A Boy (The Who—Philips) Essex Music.
- 8 It's Not Easy (Normie Rowe—Sunshine).
- 9* Spicks And Specks (The Bee Gees—Spin) Belinda Music.
- 10 Winchester Cathedral (New Vaudeville Band—Philips) Southern Music.



SCANDINAVIA

NORWAY

New at the charts here this week is "What Becomes Of The Broken-Hearted" with Jimmy Ruffin on Tamla-Motown, now debuting at ninth spot. Belinda (Scandinavia) AB is Scandinavian publisher. Moving up very fast here is "Friday On My Mind" with Easybeats on United Artists.

Triola recording artist Kirsti Sparboe mentioned for the M.I.D.E.M. event in Cannes in end of January. Another Triola recording artist, Erna Mørch just had her "En Norsk Soldat" (A Norwegian Soldier) at the market. This is a Norwegian version of "The Ballad Of The Green Berets."

SWEDEN

Coming up very strong here is Donovan on Epic with "Mellow Yellow." Back at the charts again is Hep Stars on Olga with their Swedish version of "Last Night I Had A Strangest Dream." The latter seems to face another period as top seller since SBC has okayed the recording. The Swedish lyrics were written by Cornelis Vreeswijk, but at the time the record was released, he was in a dispute with STIM (Sweden's Performing Rights Society), and actually none of his tunes were aired. With this dispute coming to an end some weeks ago, his records and tunes, including this one, were aired again, and it resulted in an immediate return at the charts.

Stig Anderson of Sweden Music AB back from a business visit in Helsinki. Back in Sstockholm he was visited by Belgian producer and music publisher Peter Plum.

Sture Borgedahl and Eddie Landqvist of AB Philips-Sonora are leaving Stockholm for the Italian San Remo Festival on Jan. 23rd. From San Remo they are headed directly to the M.I.D.E.M. event in Cannes.



CANADA

Bob Burns tells CB that "His Girl" by the Guess Who is charted at #33 in Great Britain. This will tie in nicely with the group's European tour, set for the latter part of February. Meanwhile the Quality release heads for the top of most Canadian playlists. The Johnny Cowell-penned item could well be the biggest international hit the group has ever had. Already Manager Burns is talking in terms of the group's next single; it too will be a Cowell composition.

The year is off to a great start in so far as Canadian records are concerned. Two on Yorkville, "Just In Case" by the Ugly Ducklings and "Gotta Get You Into My Life" by the Stich 'n Tyme, are both showing well on several Canadian playlists. Gordon Lightfoot has a smash with his latest on U.A., "Go Go Round." "His Girl" is getting played by Canadian jocks and bought by Canadian record fans just as if it was an American release, and Larry Lee and the Leesures are making some chart noise in several areas with their Columbia updating of "I Left My Heart In San Francisco." The Eternals from Winnipeg are getting mid-west airplay on their Quality outing, "Girl In The Window." Another Winnipeg-based group, the Shondells have been highly successful in their immediate area with their Columbia outing, "I Take It Back." Barry Allen has his strongest chart entry yet on Capitol with a good ballad, "Arm Full Of Teddy Bears." Kids dig the message and are buying the disc.

Other good prospects include a Don Wayne production on his fledgling Dinosaur label. The Montreal-based firm, with product distributed in Canada by Allied, and released in the U.S. on Diamond, has offered initially a strong R&B pairing by the Hot Tamales entitled, "Out Of Sight." The Painted Ship on London, a Vancouver-based musical aggregation, is winning a lot of west coast deejay attention with a pairing that is splitting air play between "Little White Lies" and "Frustration." C-FUN is reportedly on the latter, with good chart listings as the result.

Two left field items have Al Mair pretty excited. "Tiny Bubbles" by Don Ho on Reprise has started to move after a lengthy sojourn on the chart sidelines. The artist's new LP, bearing the same title is also well underway. "All" by James Darren is beginning to show a bit of sales life, thanks to consistent play on the Warners outing from good music and middle of the road programmers.

Record biz vet Dave Grief is the new sales topper in Sparton's Montreal and Maritime division. He'll be in charge of sales for the firm throughout Quebec and points east of Montreal. Dave has been involved with one aspect or another of the record business for 19 years.

Former Canadian deejay, Vik Armen, now holding down afternoons at WPRO, Providence, R.I., has a new record on the market. It's on the Yorkshire label. Plug side appears to be, "Torn Between Two Lovers." Vic worked in Edmonton, Ottawa and Toronto during his Canadian spin 'em days.

It's no secret anymore, the second rock station on the Toronto scene is CKFH. They debuted their new sound (12). So far there are two new faces in the personality lineup at the Toronto outlet, Don Daynard and Glenn "Big G" Walters. Tim Fulton remains at CKFH.

Frank Gould, Music Director at CFOX, Montreal, confirms C.B. report that the outlet has debuted its round-the-clock rock sound. Frank reports much phone action on a pair of sides, "Kind Of A Drag" by the Buckingham and "Hey Joe" by Tim Rose. Frank says demand on the latter is terrific. He reports that the outlet is off and swinging on the new Monkees LP, all twelve tracks are must play items at CFOX. They report extensive action on the flip side of "Sugar Town" by Nancy Sinatra, "Summer Wine."

Hottest side out of Quality's mid-west branch is the MGM smasher onie by Spyder Turner, "Stand By Me." The bluesie item is all over the airwaves in the "Peg" and at the Canadian Lakehead, with numerous other Canadian centres following suit. Chuck Porter reports that the side by the Guess Who, "His Girl," is far and away the hottest single out of his branch.

Michel Constantineau at Musique Service Inc., in Montreal reports that "Mellow Yellow" is the biggest English-language single his firm is currently dealing with in the Province of Quebec where 100,000 sales on a single are not uncommon. The biggest French-language item is a Pathe release by Dick Rivers, "Viens Me Faire Oublier." Biggest C&W side in the Province of Quebec reflects national action on the Decca outing by Jack Greene, "You're My Everything."

Japan's Best Sellers

		INTERNATIONAL	
This Week	Last Week		
1	1	Yuhi Ga Naiteiru (Sad Sunset)—The Spiders (Philips Publisher/Shinko)	
2	2	Oltrela 'Notte—Sound Track (Fontana) Sub-Publisher/Suisei-Sha	
3	4	Omode No Nagisa—The Wild Ones (Capitol) Publisher/Watanabe	
4	6	In My Room—Walker Brothers (Philips) Sub-Publisher/EMP	
5	3	Gone The Rainbow—Peter, Paul & Mary (Warner Bros.) Sub-Publisher/Nichi-On	
6	10	Moscow—The Spotniks (Polydor) Sub-Publisher/Fuji	
7	5	Kono Tenohira-Ni Aio—The Savages (Philips) Publisher/Shinko	
8	9	Just Freckle-Faced Soldier—Coleen Lovett (Dot) Sub-Publisher/—	
9	12	Izuko-E—The Blue Comets (CBS) Sub-Publisher/—	
10	7	Last Train To Clarksville—The Monkees (RCA Victor) Sub-Publisher/—	
11	13	Good Vibrations—The Beach Boys (Capitol) Sub-Publisher/Friend-Ship	
12	—	Driftin'—The Shadows (Odeon) Sub-Publisher/Aberback Tokyo	
13	8	Have You Seen Your Mother, Baby, Standing In The Shadow? The Rolling Stones (London) Sub-Publisher/Shinko	
14	15	Mellow Yellow—Donovan (Epic) Sub-Publisher/—	
15	—	C. C. Dider—The Animals (London) Sub-Publisher/—	
		LOCAL	
1	2	Konya Wa Odoroh—Ichiro Araki (Victor)	
2	1	Yozora-O Aoi De—Yuzo Kayama (Toshiba)	
3	6	Mada-Minu Koibito—Yuzo Kayama (Toshiba)	
4	5	Koibito Julie—Akira Mita (Victor)	
5	3	Kobore-Bana—Yujiro Ishihara (Teichiku)	
6	8	Hatsukoi Ni Yoroshiku—Teruhiko Saigo (Crown)	
7	4	Muhyo—Yukio Hashi (Victor)	
8	9	Blue Trumpet—Kazuo Funaki (Columbia)	
9	—	Futari No Ginza (Ginza Light)—M. Izumi & K. Yamauchi (Toshiba)	
10	7	Yume Wa Yoru Hiraku—Mari Sono (Polydor)	
		ALBUM	
1	1	Andy Williams Deluxe—Andy Williams (CBS)	
2	2	Brothers Four Deluxe Album—The Brothers Four (CBS)	
3	3	New Holiday In Japan—Werner Muller (London)	
4	4	Best Of Peter, Paul & Mary—Peter, Paul & Mary (Warner Bros.)	
5	5	All About Alfred House—Alferd House (Polydor)	



MEXICO



JAPAN

Total sales of records in México during 1966 are listed below with information given by the recording companies for the first nine months and an average of the last three months calculated by us. The figures are of records sold in 78 rpm, 45 singles and extended play and 33 1/3 in standard, economy and imported albums:

- 78 rpm singles 430,506
- 45 rpm singles 3,908,004
- 45 rpm extended plays 5,047,583
- 33 rpm economy records 2,056,810
- 33 rpm standard records 3,034,233
- 33 rpm imported records 192,026

Among the latest releases from Tizoc Records, is the latest Herb Alpert album "S.R.O." Also released is "Time After Time" with Chris Montez. Third album cut was by Jan and Dean and named "With The Soul Surfer." Another Tizoc release is "Cast Your Fate To The Wind" with sensational Shelby Flint.

From DUSA comes a long play with young singer (13 years) Evita Muñoz, entitled "Para Mis Amiguitos." On the Philips label, this company released the long play "The Best Of The Best" with the Four Seasons. The extended plays that are selling best at the moment are "Winchester Cathedral" with the New Vaudeville Band, "Sunny" with Bobby Hebb, "Hold Tight" with Dave Dee, Dozy, Beaky, Mick and Tich and "I've Got You Under My Skin" with the Four Seasons.

Capitol Records is introducing the new voice of Carlos Lico, singing Armando Manzanero's new song "No." This song also has been recorded at Musart Records by Gloria Lasso.

RCA released the first album with the Mama's and the Papa's including "California Dreamin'," "Monday, Monday," "Do You Wanna Dance?," etc. Other new RCA release is a long play with La Estudiantina Femenina (a female college chorus), where they sing traditional Mexican songs.

A series of children songs, most of them inspired by Mexican composers, were recorded at CBS by the group of Los Espias, supervised by Milissa Sierra. These songs were treated in a go-go style.

Peerless Records released a recording on the Palacio label that is selling very well in its first week. The theme is "La Chispita" and is played by Hugo Blanco.

Gamma Records released an extended play with the Kinks, including "Dandy," "Session Man," "Dead End Street" and "Big Black Smoke."

It is the general opinion among record manufacturers here that the month of December has probably been the best in our history of record business. Pressing machines had to work overtime to keep up with orders.

Unofficial information from record companies indicate that many changes in executive positions are anticipated early in 1967.

Ramiro Garzo, previously A&R man of Radio Centro, is now A&R chief of Discos Cisne. He is a partner of this company and has recently created PRISA (Productions and Ideas, S.A.).

RCA announces as new artist the beautiful green-eyed Imelda Miller, formerly on Orfeon Records. Her first recording is scheduled for release any day now.

Agustín Hernández, advertising and promotion manager of DUSA, has high hopes of bringing the Bert Kaempfert show to perform in a night club and the National Auditorium. Needless to say, we all look forward with great anticipation for a successful conclusion to negotiations.

Mexico's Best Sellers

- 1 Winchester Cathedral—John Smith (Gamma)—New Vaudeville Band (Philips)—Marcos Lizama (Capitol)—The New Happiness (CBS)—Los Rockin Devils (Orfeon)—Los Aragón (Musart)—Abril (Peerless)
- 2 Guantamamera—Digno García (Veltro)—Sandpipers (Tizoc)—Enrique Guzmán (CBS)—Manolo Muñoz (Musart)—Libertad Lamarque (RCA)—Chuck Anderson (CBS)
- 3 Brasilia—Tony Mottola (Gamma)—Herb Alpert (Tizoc)—Los Aragón (Musart)—Chuck Anderson (CBS)—Polo (Peerless)
- 4 Batijugando—Sonia López (CBS)
- 5 Teresa—Los Yaki (Capitol)—Gianni Aless (RVV)—Enrique Guzmán (CBS)—Aergio Endrigo (Gamma)—Torrebruno (Musart)
- 6 Strangers In The Night (Extraños En La Noche)—Frank Sinatra (Reprise)—Marco A. Muñoz (RCA)—Alberto Vázquez (Musart)—Archibald y Tim (Tizoc)—Los Dominic (Polydor)—Perry Salinas (Capitol)—Irma Dorantes (Orfeon)—Los Aragón (Musart)—Hnas. Aguila (Orfeon)—Los Picolinos (CBS)—Chuck Anderson (CBS)—Orquesta Tampico (CBS)
- 7 Me Da Verguenza—Sonora Santanera (CBS)
- 8 Sonia—Los Yaki (Capitol)—Manolo Muñoz (Musart)—Marty Manning (CBS)—Bobby Hebb (Philips)—Chris Montes (Tizoc)
- 9 Chicharos Dulces (Sweet Pea)—Los Rockin Devils (Orfeon)—Tommy Roe (Gamma)
- 10 The Devil In Her Heart (El Diablo En Su Corazón)—The Beatles (Capitol)—Los Americans (Orfeon)



SIGNING, DOWN UNDER—Gita Rivera is shown signing a 5-year recording contract with Ron Wills (right) A&R manager of RCA Records of Australia. The 19-year-old lark has appeared in many Australian TV's and an Australian flick entitled "They're A Weird Mob," since emigrating to that country from her native Yugoslavia.

Nippon Grammophon, who customarily gives awards to honor the smash hits of the year, held the awarding ceremony on Dec. 29 at Tokyo Takanawa Hotel where golden awards were given to "Sentimental Guitar" by the Spotnicks, "You And Me" and "Like A Rose (Bara Ga Saita)" by Johnny Tillotson, selected from among many pops released last year.

Philips Department of Nippon Victor came out with a release of "Winchester Cathedral"/"Wait For Me, Baby" by New Vaudeville Band on Dec. 25 last year. Nippon Columbia, King Records, and RCA are reportedly urgent to release their versions so great competition for its sales are anticipated.

The Spiders, recently returned from tour in Europe, cut "Nantonaku, Nantonaku"/"Bun Bun" which were released Dec. 25 on Philips. The former tune is unique, borrowed from the new rhythm of New Vaudeville Band.

Nippon Columbia is releasing ten LPs of Eugene Ormandy and Philadelphia Orchestra on Mar. 10 and on April 10 with a strong push to honor their tour in Japan, (scheduled in May) through the main cities of Japan. Among the releases, "Beethoven's Symphony No. 5," "Swan Lake," "Hungarian Rhapsody."

Nippon Grammophon's best-sold pop singles of Dec. are "Moscow" by Spotnicks, "The Ace of Sorrow," "Li'l Red Riding Hood" by Sam the Sham & Pharaohs, "Summer In The City" by Lovin' Spoonfull and "Stop The Music" by Hit Makers.

Toshiba Records came out with an extraordinary release of "In My Room" on Capitol with Verrdelle Smith on Jan. 5. The lark was already well introduced here with "Tar And Cement."

Toshiba Records has reportedly received many orders for local records from Capitol among which "Fascinating Guitar Sound/Shoji Yokouchi And All Stars," "Melody Of Japan/Hachidai Nakamura And New Sound Orch.," "Koigokoro/Fubuki Koshiji," "Yoimachi-Gusa/Kiyoshi Igarashi" are outstanding.

Katsumi Sigeru, exclusive singer on Toshiba, flew to America on Dec. 28 to record Japanese original "Endless Love" at Capitol Records. The tune was written and composed by Domei Suzuki. Moreover, the recording will be in English lyrics.

King Records will release "This Is The Tijuana Brass, Vol. 5" and "Tijuana Brass Golden Album" on March 10 to honor their first tour here. They are coming at the invitation of Kyodo Kikaku and will have four days of performances here.

The much-awaited performance of Joan Baez will be held for the first time in Japan Jan. 12-Jan. 29 at main cities in Japan. Anniversary releases were put into the market Jan. 10 with the title "Queen Of Folk Songs" which consists of five volumes of LP.

Stanley Black, who will pay his second visit here Feb. 20 after an absence of five months, will have a 20-day tour throughout Japan. Anniversary releases are "Stanley Black/Japanese Locals" which was released on Jan. 15 and "All Of Latin Piano/Stanley Black" scheduled for Feb. 1.

News of the break-up of the Beatles has created various kinds of reaction here in Japan causing some pop edities to opine the Rolling Stones as their successors. In that sense, "Have You Seen Your Mother, Baby, Standing In The Shadows" on London is expected to become a smash hit here. In wake of the Rolling Stones, Small Faces and the Who are strongly expected here to be on their heels. The Who especially are coming into popularity here with "I'm A Boy" (Polydor) attracting the attention of both critics and fans. The tune is surely destined to become a smash hit. Among folk rock groups, Sonny & Cher's "Little Man" on Atlantic, though quite similar to recent hit, "Bang Bang," will be a big hit with strong recommendation of the critics. Mamas & Papas are also very popular here and their new release "Look Through The Window" on RCA is already moving well. "Time/I Can Make It With You" on CBS is one of the high topics among critics, most of whom recommended it with great praise. Among the original folk songs, the Wild Ones' "Omoide No Nagisa" (or Memorable Beach) is also attracting attention. This was released on Capitol. "Coming On Strong" on Decca which is also released on LP "Coming on Strong/Brenda Lee" is another chart-bidder.

Among the new releases for February, Nippon Columbia schedules "My Name Is Andy" as the 7th release of "My Name . . ." series, in wake of Barbra Streisand, Tony Bennett, Frank Sinatra, Johnny Mathis, Doris Day, and Mel Torme. Andy Williams is extremely popular here, as seen in both fine sales achievement of records and high visible and audible percentage of his TV show.

Among Nippon Victor's new releases, "Annie, Get Your Gun" on RCA (the recording of the performance held at Lincoln Center last summer) is keenly recommended by critics here. Another is the "Hank Snow Story" two-set album.

Rambling Vermins made their debut on Teichiku Records singing original folk songs. The first release is scheduled in March with "Osanai Hi" or "Young Days."

U.S. British Release For Drafi Deutcher

BERLIN—German star Drafi Deutcher who records for Peter Meisel's Hansa Record Company in Berlin this week gets simultaneous release in Britain and America for his latest English single "I Wanna Take You Home" issued in the U.K. on Decca and U.S. on London. Although Drafi Deutcher's first transatlantic release, "Marble Breaks And Iron Bends," notched up healthy sales without reaching chart status Peter Meisel is confident that his latest single will establish him firmly in the charts on both sides of the Atlantic. Meisel also reports that as of this month all recordings by British group The Hollies will be released in Germany by Hansa.

MIDEM
IS COMING

CANNES

30 JAN. 1967—4 FEB. 1967



BRAZIL

Teen idol Roberto Carlos (CBS) was in Italy for a week where he cut two numbers in Italian for the San Remo Festival album. He will return to that country at the time of the Fest and once again project a Brazilian artist internationally.

Companhia Brasileira De Discos is proud of its place in the teen-music scene. Wayne Fontana's "Gina" is having a lot of chart success. The company also has "Winchester Cathedral" with the New Vaudeville Band, "Sunny" with Bobby Hebb, "How Does That Grab You, Darling" by Nancy Sinatra, and "I've Got You Under My Skin" with the 4 Seasons. Doing very well also is the new recording by the Som Bateau Orchestra, which is Volume 2 of the "Top Hits" series. With the release of the film "Born Free," Philips is releasing the represented label MGM's disc by Matt Monro. A new series of "double-compacts" is being launched by the Philips label with four hits, each called "4 Hits For The Teens." The first includes "96 Tears," "See You In September," "Last Train To Clarksville" and "Cherry Cherry," all of the U.S. charts. Teen chantage Maritza Fabiani is being represented in Rio in a short film in which she sings hit number "Bang Bang". Her single of that number for the Polydor label is having good sales success.

From the Fermata Group comes a new release by U.S. chart group "Count Five" on represented "Double Shot" label in single form. Now with the group the successful Disques Az label from France, with another release of top French chanter Christophe with a double compact. Italian canter-composer Domenico Modugno appears with a recording of another label (usually here through Carosello) Fonit. Fermata also has something for the coming Carnival season with an album featuring top artists as Waldemar Roberto, Isaura Garcia, Helio Sindo, Germano Matias, Raul Gil, Carlos Augusto, Arrelia & Vianna, Jr., Roberto Amaral, Wilson Sandoli, Leo Romano.

From RCA Victor (through Liberty Records) comes a new teen music group called the Gants. Another represented label is Colgems with another teen group, the Monkees, with top hit "Last Train To Clarksville."

WE PREDICT THAT . . . this year will be of the greatest importance for the internationalization of Brazilian pop music, partly due to the promotion of the local national and international festivals and partly due to the fact that local companies are conscious of world-wide promo importance.

Brazil's Best Sellers

This Week	Last Week	
1	5	*A Carta (Fermata) Erasmo Carlos/RGE
2	1	Lara's Theme (Todamerica) Al Korvin/Fermata; The Jordans/Copacabana
3	3	The More I See You (Todamerica) Chris Montez/A&M (Fermata)
4	2	*Disparada (Ed. Porta-Estandarte) Jair Rodrigues/Philips; Ely Camargo/Chantecler; Geraldo Vandré/RCA Victor
5	6	*Ebrío De Amor (Edições RCA) Lindomar Castilho/Continental
6	7	Monday, Monday (Vitale) Mama's & Papa's/Dunhill (RCA)
7	9	Yellow Submarine/Submarino Amarelo (Fermata) Beatles/Odeon; Vips/Continental
8	4	*A Banda (Fermata) Chico Buarque/RGE; Nara Leão/Philips; Pequenos Cantores de São Paulo/AU; Altamiro Carrilho/Copacabana
9	8	Esqueça/Forget Him (Vitale) Roberto Carlos/CBS; Gary Lewis/RCA Victor
10	11	*Agora É Tarde (Fermata) Marcos Roberto/Continental
11	13	*O Adeus (Fermata) Ary Sanches/Continental
12	10	Meu Bem/Girl (Fermata) Ronnie Von/Polydor (CBD); Beatles/Odeon
13	12	Pare O Casamento (Aberbach) Wanderléa/CBS
14	17	A Boneca Que Diz Não/La Poupée Qui Fait Non (n.p.) Bobby de Carlo/Mocambo Michel Polnareff/Disques AZ (Fermata)
15	16	Não Te Perdoarei (n.p.) Morgana/Continental
16	19	Chapeuzinho Vermelho/Little Red Riding Hood (Fermata) Jet Blacks/Chantecler; Sam The Sham & The Pharaohs/MGM (CBD)
17	—	Somebody My Love (Fermata) Ray Conniff/CBS
18	20	Até O Fim (Fermata) Renato & Seus Blue Caps/CBS
19	18	*Não Vá Embora (Fermata) Barros de Alencar/Chantecler
20	15	*A Partida (Edições RCA) Os Iguais/RCA Victor
21	—	Pedestra (n.p.) Nerino Silva/Continental
22	—	Gina (Ed. RCA) Wayne Fontana/Philips; José Ricardo/RCA Victor
23	—	*Goiabão (Ed. RCA) Eduardo Araújo/Odeon
24	—	See You In September (Fermata) The Happenings/Kapp (Mocambo—FDR)
25	—	Guantanamera (Fermata) The Sandpipers/Fermata

Brazil's Top Twelve LP's

This Week	Last Week	
1	1	Roberto Carlos, Vol. 6—Roberto Carlos/CBS
2	2	Revolver—The Beatles/Odeon
3	3	Dr. Zhivago—Original Soundtrack/MGM (CBD)
4	4	O Sorriso De Jair—Jair Rodrigues/Philips (CBD)
5	9	Um Embalo—Renato & Seus Blue Caps/CBS
6	7	As 14 Mais, Vol. 18—Several Brazilian Artists/CBS
7	5	Viva O Festival—Several Brazilian Artists/AU (FDR)
8	8	Chapeuzinho Vermelho—The Jet Black's/Chantecler
9	6	A Banda—Chico Buarque de Hollanda/RGE
10	—	Joelma—Joelma/Chantecler
11	12	Cass, John, Michelle, Dannie—Mama's & Papa's/Dunhill (RCA)
12	—	Sinto Que Te Amo—Altemar Dutra/Odeon

Top Six Double Compacts

This Week	Last Week	
1	1	Love Me Please Love Me—Michel Polnareff/Disques AZ (Fermata)
2	2	Dr. Zhivago—Frank Pourcel/Odeon
3	3	California Dreamin'—Mama's & Papa's/Dunhill (RCA)
4	5	Lara's Theme—Roger Williams/Kapp (Mocambo—FDR)
5	4	Pare O Casamento—Wanderléa/CBS
6	—	As Tears Go By—The Rolling Stones/London (Odeon)



ARGENTINA

Adolfo Pino of RCA reported to Cash Box the details of the reorganization of this diskery. Pino will be in charge of the Artistic Direction, Advertising and International Planning, while Johnnie Camacho will handle Relay, RCA's publishing house, and Tomas Farrell is the new sales manager. RCA recently arranged a Record Sales Convention for its people at the Savoy Hotel covering salesmen, promotion and repertoire people, A&R and finance. The gathering was opened by RCA's president, Bob Cook, who explained the policy of the company and the idea of the meeting, which has been considered "very successful" by those who were present at it.

Nestor Selasco, Sicamericana's president, promised this CB rep exciting news during 1967. The diskery is planning strong commercialization plans, starting with a so-called "Operativo Sicamericana X-23." Plans of Selasco's diskery are to reach the 120 million pesos monthly sales volume (about \$5 million) with strong action in both the regular and budget-priced fields. Sicamericana's "Operation Friendship" which allowed dealers 10 free Difusion Musical albums for every hundred purchased—has been considered very effective.

Disc Jockey is launching this week the first records by instrumental artist Richard Bonano under the "Sport" banner. There is a mono and stereo album by this artist with a selection of evergreens and also a single with two songs culled from the big deck. DJ is also working on a Sono Radio of Peru artist Manolo Corrales specialized in "flamenco-pop" music. Titles are "Flight 502" and "Estoy de Rodriguez," two songs especially appreciated at night-clubs and discotheques.

Speaking of discotheques, the top night spot of Buenos Aires, "Mau Mau," has just released its second exclusive record, this time with Odeon. The deck features a selection of artists including several "pop-Flamenco" tracks, and will be sold exclusively at "Mau Mau." Some months ago it sold completely the first LP of this series produced by Philips.

Odeon is releasing a new Compact 33 by Las Ardillas with four new Chipmunk songs. There is also another version of "Winchester Cathedral" by Los Tahures, and a London single by new artist Giorgio: "Stop." The diskery has also released a new album by Gary Lewis and the Playboys who are finding a good market in this country.

Microfon's Nestor Fabian is finishing the recording of his second LP with the orchestra directed by Atilio Stampono. Kaminsky's diskery has made a major effort with Fabian's first try and plans to continue its campaign both in Argentina and abroad. The artist already has several contracts for TV and will probably tour some countries soon.

Fermata reports that both "Un Homme Et Une Femme" and "La Banda" are becoming big hits both from the record sales and the paper music points of view. Besides, the pubbery is working on "La Paloma," a song penned by Isidro Benitez and now recorded by Los Manakenses for CBS. On the Producciones side, the album "14 with Tango Music" will be released in Uruguay, Peru and Colombia, through the same Fermata, Decibel and Sonolux.

Dial reports the release of an album cut by Billy May and His Orchestra, as well as another tagged "Bossa Novo Plus Soul" and one by Carmen Mc Rae titled "Carmen at the Sugar Hill." Sue Allen's version of "Lara's Theme," from the film "Doctor Zhivago," should be included also in the best seller lists.

Julio Korn Publishers report the inking of Mexican song "Volvi La Espalda," a recent hit by Los Panchos scheduled to visit Argentina soon. Another release is "Enamorado," recorded in the States by Andy Russell for Capitol and now appearing in Argentina through Music Hall in the Ray Barreto version. Also coming from JK are "Cento Giorni" cut by Caterina Caselli, and "Sabati E Domenicue," recorded in Italy by Mina.

Argentina's Best Sellers

This Week	Last Week	
1	1	Funeral Del Labrador Barbara & Dick (RCA); Odette Lara (Trova)
2	2	Un Homme Et Une Femme (Fermata) Soundtrack (CBS); Eddie Barclay, Mireille Mathieu (Disc Jockey); Frank Pourcel (Odeon); Los Elegantes (Music Hall); Los Tahures (Odeon Pops)
3	3	Winchester Cathedral (Edami) New Happiness (CBS); New Vaudeville Band (Philips); Bull Dogs, Juan Ramon (RCA); Gus (Music Hall)
4	4	La Banda (Fermata) Chico Buarque, Mario Zan (Fermata); Juan Ramon (RCA); Los Garotos (Odeon Pops)
5	6	Mes Mains Sur Tes Hanches (Korn) Adamo (Odeon)
6	5	Strangers In The Night (Fermata) Frank Sinatra (Reprise-Music Hall); Jose Feliciano, Living Brass, Vicky (RCA); Bert Kaempfert, Elio Roca (Polydor); Luis Dimas, Marito Gonzalez (Music Hall); Dalida, Lucio Milena (Disc Jockey); Bud Shank (Trova); Andre (Philips); Los Tahures (Odeon Pops)
7	7	Il Diritto D'Amare (Ricordi) Wilma Goich (CBS)
8	9	Tutta La Gente (Ricordi) Ornella Vanoni (CBS)
9	8	Merci Cherie (Relay) Caravelli (CBS); Frank Pourcel (Odeon); Udo Jürgens (Vogel)
10	11	Lara's Theme (Neumann) Soundtrack, Singing Strings (MGM); Roger Williams (Kapp-Music Hall); Frank Pourcel (Odeon); Michael Monot, Lucio Milena (Disc Jockey); Ray Conniff (CBS); Al Korvin (Prodisa); Bud Shank (Trova)
11	10	*El Equipo De Jose Carlos Argentino (Ala-Nicky)
12	13	Olvida (Esqueca) Roberto Carlos (CBS); Juan Ramon (RCA)
13	12	Yellow Submarine (Northern-Fermata) Beatles, Shakers, Maurice Chevalier (Odeon Pops); The VIP's (Ala-Nicky); Los Claudios (Polydor); The Knacks (Philips); Johnny Allon (Microfon)
14	14	*Siempre Te Recordare (Korn) Yaco Monti (Odeon Pops)
15	16	Bang Bang Sheila (Philips); Nancy Sinatra (Reprise-Music Hall); Eddie Barclay, Dalida (Disc Jockey)
16	15	How Does That Grab You, Darling? Nancy Sinatra (Reprise-Music Hall)
16	19	Vuelo 502 (Melograf) Los Cinco del Ritmo (Microfon); Manolo Corrales (Disc Jockey)
17	18	Hambre (Korn) Vicky Valdivia (Music Hall); Blanca Rosa Gil (Quinto); Roberto Yanes (CBS)
18	17	Sin Fe (Korn) José Feliciano (RCA)
19	20	Navidad De Los Pobres Los Wawanco (Odeon Pops)
20	—	Dos Años Pepito Perez (Disc Jockey)

*Local product



ON TOP OF THE WORLD
**STANDING
IN THE
SHADOWS
OF
LOVE**

MOTOWN, LTD.

**MOTOWN
RECORD CORP.**

The Shaft of Richard Roundtree



Service — the Power Behind the Sale

Salesmanship on the part of the coin machine distributor and his showroom personnel is as necessary as are claws on a tiger for survival (no pun intended). But all the glib talk and financial deals in the world become wasted energy if that sales force isn't backed up by the boys in the shop—the service personnel who uncrate, dust off and plug in the new equipment, recondition the used machines and go out in the field to get a customer's dead location moving again.

This wrench and screwdriver army serves the distributor like an ordinance corps behind the sales expediter and his legion of operator-customers on the front line. Many of our distributors have been in business for 30 years or more—many have come and gone out of business. One of the primary reasons why can be found in the distributor's attitude in providing his operators with first-class machines and just as important, access to skilled servicemen to keep that equipment functioning. In addition, the quality and popularity of each distributor's used inventory is directly attributable to the concentration and attention of the "boys in the back".

We're not encouraging operators to depend solely upon distributor service personnel to replace every

blown tube and broken back glass—this is, after all, part of his job in normal maintenance. We are encouraging distributors, tho, to dig into the capabilities of the men in their own shop. If business is falling off, especially in used merchandise, he'll know one place to look for the reasons why. If sales are picking up, again take a second look and see who joined the service force or who's spending more time on his knees with a screwdriver. If business has been consistently good, go in and pat the service manager on the back and crack a joke or two with his men.

Granted, qualified but unemployed servicemen aren't easy to find these days, although men like Denver's Jack Moran and New York's Rolf Bjornsen are doing their best to fill the gap. Likewise, the service sessions the phono and games factories conduct help the shop team bone up on the latest mechanical procedures.

These distributor servicemen, like their brothers in the operating end, are the surgeons in our industry, keeping the turntables turning and the bumpers bumping. It's to them we offer a pat on the back. Come by the office later and we'll swap a few jokes.

Midway At Plate With 'Fun Ball'



Midway FUN BALL

CHICAGO—Annually one of the major production highlights, generally during the month of January or early February, Midway Manufacturing Company, in Schiller Park, Illinois, debuts a feature sparked baseball amusement game for the coin machine trade. In keeping with this sport filled tradition Mark (Iggy) Wolverton, president; and Henry (Hank) Ross, vice president, who are definitely considered ranked among the top designing and engineering "pros" in the coin machine league, proudly proclaim the release to the farflung

industry markets of Midway's "Fun Ball" baseball amusement game.

To greatly implement the 'fun' in "Fun Ball" there are many extra ball features to please the coin-operated baseball buff. The player earns a replay if during the course of the game he spells out the word 'S-T-A-R' by hitting the targets on the appropriately illustrated playfield.

A feature that is acclaimed by Midway executives and sales people is the exciting, new 'Spinning Reel' feature on the playfield. To underline the cabinet appointments there are durable formica side rails and other proven Midway features.

"Fun Ball" baseball, which is available in regular, replay and extended play models, is now in full production in the far western suburban plant. Ross advised that sample shipments are being rushed out to the Midway distributors throughout this country for demonstration and display in their showrooms.

Hockman New Wurlitzer N.E. Sales Mgr.

NORTH TONAWANDA — Nathan Hockman was named regional sales manager for the Northeastern United States effective January 1, it was announced last week by Robert H. Bear, Wurlitzer manager of sales.

"Nat," as he is best known in the trade, has been associated with coin-operated music games and vending since 1946 when he first owned and operated Uneeda Vending Service, Inc. in New York City. He continued this business until 1963 when he joined the Seeburg distributor organization in a sales capacity and has, for the past three years, been located in various areas as vending sales manager.

Bob Bear, in announcing Hockman's appointment stated that "the experience and background that Nat brings to the organization will be a decided asset to the sales department, and we urge distributors in his assigned area to take full advantage of his business



NATHAN HOCKMAN

counsel." Bear added that Wurlitzer now has "an experienced Regional Sales Manager in every major trade area of the United States, and we invite operators and distributors to contact these men."

The Hockman family, "Nat," his wife, Miriam, and two children, Stuart and Gail, now reside in Los Angeles, California, but look forward to returning to Westchester County in the very near future. "That area," says Hockman, "was home for so many years, we wouldn't think of moving (Continued on page 31)

THE HOT BOX

this week's big stories

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Midway Bows 'Fun Ball'	P. 80
Rosen: Cinejukebox Books Open	Cover 3
Hockman For Wurlitzer N.E.	P. 80

How long can this go on?

Five years guaranteed. Probably a lot more. It's the magnetic pick-up with twin diamond styli in Seeburg's Stereo Showcase. It's made to our specifications by Pickering, one of the original developers of the high fidelity magnetic cartridge.

Here are a few of the reasons it's standard equipment in the Seeburg Stereo Showcase:

- 1.** The double styli are diamond, the hardest substance known. They'll last about ten times longer than styli made from anything else.
- 2.** This low-mass cartridge cuts tracking weight in half—down to 2 grams. That means the tone arm rides easier in the groove. There's less skipping and the sound is truer.
- 3.** Because Seeburg's diamond styli have 30% smaller tips, they ride lower in the grooves. This minimizes surface noise, gives better stereo separation, and produces a truer sound.
- 4.** Replacement is easy. Simply snap out the cartridge, slip in the new styli and snap the cartridge back in. No tools, no wiring.

In the phonographs that earn your bread and butter, why settle for anything less than a trouble-proof cartridge that's guaranteed to go on, and on, and on...?

SEEBURG Growth through continuous innovation

The Seeburg Sales Corporation
International Headquarters Chicago 60622



MOA Takes Strong Stand on Section 116

CHICAGO — The MOA legislative committee met here last week, Thursday and Friday, to outline the association's strategy for the anticipated jukebox royalty debate in the 90th Congress. The final statement from MOA centers on two points: a demand for public hearings on Section 116 of last year's copyright bill, and

the 2 cent record royalty increase advocated last year by MOA as "the most equitable and sensible solution to the problem." No mention is made of compromise.

Attending the meeting were chairman of the board John Wallace, president James Tolisano, treasurer Howard Ellis, secretary Bill Cannon, managing director Fred Granger, counselor Nicholas Allan and board member J. Harry Snodgrass. Two other board members, Clint Pierce and Lou Casola, were unable to attend due to illness.

William Adair and Edward Claffey, representing the Seeburg Corporation and Fred Pollak and Paul Huebsch, representing Rowe AMI also attended the session.

Wallace thanked the phonograph manufacturers for attending, saying

that the association relied on them for their advice and counsel.

Granger reported that the committee immediately went to work in their suite at the Ambassador Hotel, winding up at three in the morning with the new outline of tactics. Granger summed up the conference as "one of the best and most important meetings ever held."

On the following Monday the four phonograph manufacturers held a meeting to which MOA was invited; Granger and Allen attended. David C. Rockola, founder of the firm bearing his name, R. C. Rolphing, president of the Wurlitzer Company Morris Bristol, Wurlitzer counsel Marvin Chapin, Paul Huebsch and Harold Bragden of Rowe, William Adair and Edward Claffey of Seeburg attended. Perry S. Patterson, manufacturers' counsel, was also present.

All four phonograph manufacturers endorsed the MOA position.

It is expected that Rep. Emmanuel Celler (D., N.Y.) will introduce a duplicate of his last year's bill or a slightly amended version and ask that it be passed by the House and Senate without debate.

The full text of the MOA declaration follows:

MOA's Position on Jukebox Royalty Question As Developed by Legislative Committee Jan. 6th

1. As soon as possible, request a hearing on Section 116 before the House Judiciary Committee reports it out, on the ground that the Subcommittee did not give out industry an opportunity to be heard on it.

2. Object to Section 116 on the grounds that (a) a new jukebox royalty has not been justified, economically or in principle, and unless and until this is done, the exemption for playing music on coin-operated machines should be retained; and (b) the Subcommittee's royalty-on-inventory proposal is prohibitively burdensome and unworkable in its registration, book-keeping and reporting requirements, and is exorbitant and unreasonable in the rate and amount or royalties that would be imposed.

3. If the Committee and the Congress, nevertheless, conclude that a new jukebox royalty is justified, that this be done by a royalty-on-purchase-of-records, as MOA has proposed, because this is the fairest and most practical solution of the problem.

4. At an appropriate later time, request a hearing before the Senate Judiciary Subcommittee and urge (a) retention of the exemption unless and until a new jukebox royalty is justified and (b) acceptance of the MOA proposal as the best solution.

NOTICE

The finest used games in America, each and every one of them, no matter how cheap, beautifully refinished and made like new.

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MAYFAIR, 2-pl.	\$385.00
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A GO GO, 4-pl.	490.00
8-B'LL, 2-pl.	395.00
SAN FRANCISCO, 2-pl.	210.00
SOCCER	140.00
KISMET, 4-pl.	140.00
OH BOY, 2-pl.	150.00
Chicago Coin	
KICKER 285 (used 2 weeks)	285.00
ROYAL FLASH, 2-pl.	145.00
HULA HULA	330.00
Bally	
STAR-JET	190.00
GOLD RUSH	260.00

Also the best bingos available anywhere, FOLIES BERGERE BEAUTY BEACH, BORDER BEAUTY, LIDO, TWIST, BAHAMA BEACH and others. Write, wire or call if interested.

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Schneller Researches Coin-A-Copy Market

AMITYVILLE, LONG ISLAND—Len Schneller, general sales manager at U.S. Billiards, Inc., is currently in the midst of preparing a market research program to determine those types of locations which provide the most lucrative return for operators of the firm's recently introduced U.S. Coin-A-Copy photocopy unit.

The determination is based upon the first few months' collection receipts reported by operators to Schneller's office here.

"The reason for this research," said Schneller, "is that U.S. Billiards has orders right now for 'X' amount of machines but can only deliver 'Y'—the demand is that great. We want to supply each operator through his distributor, with a list breakdown on those best locations to place his limited number of photo machines."

Continued Schneller, "we have that rare machine here—one that's low-priced but offers top-notch quality.



LEN SCHNELLER

The resultant demand for these units has been like a snowball and the plant can't supply enough. When the production does catch up with the demand," the U.S. Billiards exec stated, "this breakdown should still be of great benefit to Coin-A-Copy operators."

Schneller compared the operation of photocopy units to that of Auto-Photo studios and said the two units have been found to make an "ideal location match".

"Most of our attention, however, has not been devoted to amusement and music operators at this stage but to those who are essentially vending people," Schneller advised.

"The coin-operated photocopy business is still in its infancy," he said, adding, "and those 'lush locations' of the future are for the most part wide open today. We know the smart operators will snap them up."

Hockman For Wurlitzer

(Continued from page 80)

back East without trying to get back in the New York area... especially Westchester County where we have so many friends."

He will be responsible for factory representation to the following distributor areas: New York City, Wilkes-Barre, Philadelphia, Pittsburgh, Erie, Buffalo, Syracuse, Albany and Boston.

Valley DEMANDS ONE STANDARD

Excellence

6 POCKET POOL and Exclusive BUMPER POOL

CREATORS OF THE NEW 2 1/4" MAGNETIC CUE BALL

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BUY **Bally** FOR TOP EARNINGS IN EVERY TYPE OF LOCATION EVERYWHERE

ACTIVE'S the choice for THE LOWEST PRICES and BEST EQUIPMENT ALWAYS

Exclusive Gottlieb, Rock-Ola, Fisher and Chicago Coin Distributor for Eastern Pennsylvania, South Jersey and Delaware

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Ets. RENE PIERRE Automatic Games Manufacturer 39 Ranchot, Jura, France



FOOT-BALL DERBY

Competition Lux Standard Tam-Tam Billiards American Golf



'Round the Route



EASTERN FLASHES

NEW YORK UJA SWINGS IN—Last Wed. evening (Jan. 11th) at the 58th St. UJA headquarter, the executive committee of the metropolitan coin division met for the first time. The first meeting's business is always crammed with topics ranging from the selection of Man of the Year for the 1967 campaign, the drive chairman, a time and place to hold a victory dinner and of course a review of the success or failure of the 1966 fund drive. MONY attorney Teddy Blatt sat in for ailing chairman emeritus Al Denver but relinquished his seat after the unanimous reelection of Gil Sonin as chairman. At the close of the meeting, the committee was still undecided on the selection of Guest of Honor and Sonin asked all to think on the subject and bring up their suggestions at the next meeting (called for Mon. night, Jan. 23, at 58th St.). The group was pretty well decided on holding the victory dinner again this June in the Statler Hilton Hotel but the possibility of hiring a cruise boat up the Hudson is being explored. Those committee members present included: Gil Sonin, Teddy Blatt, Ben Chicofsky, George Nemzoff, Sam Morrison, Harold Kaufman, Carl Pavesi, Mike Mulqueen, Bill Kobler, Irv Holzman, Max Klein, Meyer Parkoff, Aaron Sternfeld, Max Weiss, Henry Frankenberg, Ed Adlum, and Abe Lipsky.

MAR-TAB EXPANDS—Sol Tabb, president of Mar-Tab Vending, recently bought two more routes, in Cocoa Beach, Fla. One, the Island Music Company, was previously owned by Bill Baker and Herb Wagner. The other, the Lunar Music Company, was owned by Rowe AMI. Sol says that by putting these two routes together, he'll have another fine operation and predicts in the long run it will be one of their best out-of-town operating routes. Tabb feels the area around Cocoa Beach offers excellent income potential if exploited correctly. With the annexation of these routes, Tabb's operation (outside of his base in Miami) now includes Daytona, Ocala and Fort Meyers. "We honestly feel that operating 100 to 300 miles away from our base can work successfully and we're looking forward to purchasing more operations around the state," Sol advises.

HERR OSTERFELD COMES WEST—Wilhelm Osterfeld, Wurlitzer's European and Middle Eastern service representative, dropped in on the N. Tonawanda factory recently as part of his world tour, ultimately to cover several continents. Wilhelm has conducted numerous service sessions for Wurlitzer organs and phonos in Europe and Asia during his five years with Wurlitzer Overseas AG. While in N. Tonawanda, he worked with our own service wizard C. B. Ross on the mechanics of the new Americana juke. After Buffalo, Wilhelm was scheduled to visit the firm's Chicago offices and plants in DeKalb, Ill.—then on to Tokyo, Osaka, Hong Kong, Sydney, Brisbane, Melbourne, Adelaide and Perth. The next leg of the journey will take him to Singapore and then Hanover, Germany. He will also visit the Wurlitzer installation in Hüllhorst while in Germany before returning to Zug, Switzerland, headquarters for the Wurlitzer overseas operation.

FROM DOWN UNDER—Received a note from Australian pen pal Maurice Tanner last week detailing an immense spaceship ride his firm built for Peters Playland in Tallebudgera. Maurice, whose Testo Productions Pty. Ltd. is Australia's largest kiddie ride manufacturer, calls the craft the "Australis" and says he got the idea for it while on a trip Stateside last year. The rocket ride measures

42 ft. in length and can carry up to 30 passengers on a single "ride" On the flight, the captain gives details while operating the side and front scanners which show the objects you just might come across on a real space flight.

HERE AND THERE—MOA's legislative committee has drafted plans for the royalty exemption fight which should be of vital interest to operators (see text on news page). . . New York State operators, most of which have been holding funds in a suspense account in lieu of pending sales tax resolution, might get their final answer shortly with the test case coming back to the fore in February. . . Ace hitpickers Tom and Jim up at Tarrantelli's one-stop in Syracuse put this week's finger on: 'Wild Thing' by Sen. Bobby on Park label and 'Over the Waves' by Pete Fountain on Coral. Number one on their juke box popularity list this week is 'I'm a Believer' by the Monkees on Colgems. . . Royal receipts comin' from Gottlieb's new 'King of Dimonds' pin, say Active Amusement sales staffers Marty Brownstein, Frank Ash and Morris Schein.

CHICAGO CHATTER

During a visit at Williams Electronic Mfg. Corp. last week we noticed that everyone was on hand in the plant. Among the execs we chatted with were Prexy Sam Stern, Buddy Lurie, Bill DeSelm, Herb Oettinger and Jack Mittel. Looks like Williams is getting ready to "pop" with some exciting, new pieces as we head into the pre-spring season—and, we'll surely keep our eyes peeled in that vicinity. . . While most of the Rock-Ola execs are in the huge plant complex steering their departments for heaviest pre-spring action executive vice prexy Edward G. Doris, Les Rieck and Hugh Gorman took to the road to call on the trade. In, at present, are David C. Rockola, George Hincker, Dr. David R. Rockola, Erv Kaufman, Art Janacek, and others.

January, 1967 is shaping up well for Midway Mfg. Co. as the firm's annual baseball amusement game—"Fun Ball"—steps up to bat in high collection returns. We joshed Mark (Iggy) Wolverton, Hank Ross and Art Rapacz about their excellent timing. A mere scanning of the Windy City newspapers' sports pages quickly reveals that the Chicago White Sox and Chicago Cubs baseball clubs are initiating their pre-season "hot stove league" publicity campaigns on a statewide basis with a series of luncheons and banquets "Fun Ball," we're informed, is loaded with play inducing and money making features, and should be a hot item for the Midway brass. . . Jack Harper, prexy of Rowe AC Mfg. Corp., is back in his spacious Mart office this week and fairly elated over the prospects for Rowe-AMI's "Music Mart" phono, the dollar bill acceptor and the "PhonoVue" audio-video adaptor during the next business period.

The big action of late at Empire Distributors is definitely on the handsome Rock-Ola trio of phonos and Midway's new "Fun Ball" baseball amusement game, and Gil Kitt and Joe Robbins eagerly anticipate a fine year at Empire. . . We had an enlightening chat with Manfred "Spin" Spindel, prexy of Spindel Insurance Co., who handles a lot of heavy insurance with coin machine distributors and operators all over these United States. "Spin" feels very strongly that those operators who are not fully protected in-

(Continued on page 87)



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3750 RIVER ROAD • SCHILLER PARK, ILL.
(A SUBURB OF CHICAGO)

THE ARCADE SEASON IS NOW APPROACHING
PLEASE PLACE YOUR ORDERS NOW TO INSURE PROMPT DELIVERY

Arizona Gun . . . \$250	Ex. Space Age . . . 175	Metal Typer . . .	Midway Red Ball . . . 125
Atomic Bomber . . . 125	Genco Grandma . . . 195	Standard . . . 225	Midway Skee Fun . . . 195
Bally Fun Fone . . . 95	Genco Motorama . . . 165	Midway Carnival . . . 225	Midway Target . . . 195
Bally Golf Champ . . . 150	Genco Quarterback . . . 175	Midway Raceway . . . 245	Midway Winner . . . 245
Bally Periscope . . . 175	Hi-Fly Baseball . . . 125	WE NEED	
Bally Undersea Raider . . . 175	Hole-in-One . . . 145	BUCKAROO, NORTH STAR, RACK-A-BALL, WORLD FAIR, KINGS & QUEENS, BANK-A-BALL, BOWL-A-RAMA, C.C. RAY GUNS, SEEBURG COON GUNS, A.M.I. models H, I, J & K-200.	
Capitol Auto Test . . . 475	Horseshoe Vendors . . . 125	CLEVELAND COIN	
C.C. Basketball . . . 125	Ingo Floor Grip . . . 50	<i>International</i>	
C.C. Champ . . . 125	Jet Pilot . . . 175	2029 PROSPECT AVE CLEVELAND 15 OHIO	
C.C. Drop Ball . . . 125	Key Hockey . . . 165	All Phones: Tower 16715	
C.C. Par Golf . . . 495	Kayo Champ Boxer . . . 195		
C.C. Goalee . . . 145	Kiddle Color Cartoon . . . 175		
C.C. Pro Basketball . . . 250	License Bureau . . . 95		
C.C. Pro Hockey . . . 250	Little Pro Golf Game . . . 250		
Card Vendors 2 col. . . 675	Love Meters . . . 95		
Color Comic Peek w/sound . . . 125	F.I. Model . . . 95		
Dale Auto Driver . . . 795	Maclay Foot . . . 125		
Evans Bat-A-Score . . . 175	Vibrator . . . 125		
Ex. Hi-Ball . . . 125	Mercury Floor Grip . . . 125		
	Metal Typer, Harvard 225		

Fischer's
"New," Truly Balanced Smaller, Precision Weight Cue Ball

31/1000 difference

OLD STYLE Cue Ball*
*app. scaled down sizes shown

New Modern Cue Ball*
Same Weight as Object Ball

FISCHER'S New Cue Ball Strikes Object Ball 31/1000 Above Center For Much Better Play and Skill

When You Think Billiards . . . Think Fischer — That's Quality!
Fischer Mfg. Co., Inc. Tipton, Mo.

Paul Himgurg Back At Old Royal Stand

CINCINNATI—Clint Shockey, general manager of Royal Distributing Company, in this city, announced this past week that longtime coin machine veteran Paul Himgurg returned to his old post at Royal after an absence of several years.

Shockey also reported that Royal Distributing Company enjoyed its very best sales year in 1966, and looks forward to an even better accomplishment in 1967. He attributes much of the success Royal is enjoying to the "Americana" coin-operated phonograph which was introduced to the trade during the latter part of last year.

"There was a tremendous rise in sales here just when the new Wurlitzer 'Americana' phono was showcased in our showrooms," Shockey said.

"And now here's an oldie for you" says the radio announcer and forthwith the speakers emit a nostalgic and often horrendous mingling of fuzzy saxophones, neo-Benny Goodman guitars and high-pitched tenors fresh out of a New Jersey quire.

Such programming, he it called "oldies but goodies" or "blasts from the past" is apparently popular enough to be given at least four hours a day on the major New York stations and some surprising memories turn up. Of course there are sides that sound comically dated but there are performances by groups and single artists that stand up amazingly well. They also serve to remind the audience of the roots of the current hippy-hippy scene. Almost anything early by Elvis Presley, Chuck Berry or Little Richard will stand up, despite the passing of years.

A list of "oldies" is usually posted on the wall of the operator's local one-stop and includes such gems as *Could This Be Magic, Maybe, Every Beat Of My Heart, Roll Over Bee-*

Those Oldies But Goodies

thoven, Get A Job and many more. If jukebox operators have ignored them then it is a shame, for they are potentially profitable.

Take a mythical bar and grille in the Greater New York area. Into this spa come young men and women who were teenagers at the time these records first appeared and they probably sing them a cappella on the way home. A Harlem location will probably find *Get A Job* just as relevant now as it was in 1958.

A discotheque filled with hippies knows that Chuck Berry is one of the Fathers of Rock and they will not only dance to his *Roll Over Beethoven* or *Sweet Little Sixteen*, they will sit and listen to it.

"Oldies" is a deceptive term. There is no real time limit on them; some sides billed as classics of yore are no more than six months old. Consider also that there is a trend today to cut several different versions of a tune and have a delayed reaction on one of them; a tune that was popular by a rock group eight months ago may re-appear as an orchestration tomorrow and go back on the charts.

What programming oldies really means is an understanding of a location's audience. Some locations, by demand of the patrons or the preference of the bartender, have pulled records out of a jukebox and stuffed their personal choices in. It does no good to load a jukebox with eighty or

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"Show Me" Say Mo. Ops And Advance Dist. Does

ST. LOUIS, MO.—Advance Distributing Company, located in this city, reportedly enjoyed excellent attendance Wednesday evening, January 4, in the Rowe AC Manufacturing distributor's showrooms during a service school session featuring Rowe-AMI's "Music Merchant" coin-operated phonograph, the exciting, new "Phono-Vue" audio-visual adaptor, and the Rowe dollar bill acceptor. Billy Keel, of Rowe AC Mfg. Corp.'s field service engineering staff, conducted the class instructions and trouble shooting work.

Representing Advance Dist. Co. were Pete Entringer, Elmer Jansen, Hank Schaefer, Roger Price, Bill Russell, Jim Wade and Bill McKenny.

Among the operators who were on hand were: Sid and Walter Morris, of J. S. Morris Music Co.; Harry Siegal, Acme Novelty Co.; Bob O'Brien, Adisco; Alvin Nissenbaum, Wonder Novelty Co.; Harold Mozier, Harold's Phonograph Co.; Ken Sequa, ABC Vending Co.; Bill Turnbough, A & B Entertainment Co.; P. D. Knicker, Cook Music Co.; Babe Elz, Advance Amusements Co.; Lloyd Grice, United Distributors; and Paul Crail, of Bill's Novelty Co. Announcement of the next service school class at Advance Distributing Co. will be made just as soon as it is scheduled, according to Entringer.

Cash Box VENDING NEWS

Nat'l. Vendors Creates Navend Ltd. In Canada

ST. LOUIS—Navend Industries Limited, a new corporation, has been established to serve as the exclusive distributor in Canada of vending machines and parts made by National Vendors, St. Louis, Mo.

Navend's headquarters are at 2 Thorncliffe Park Drive, Toronto. The firm is a subsidiary of UMC Industries, Inc., St. Louis, of which National Vendors is a division.

E. H. (Ted) Grand, who had been Canadian representative of National Vendors since 1963, is vice president and general manager of Navend. Grand has been associated with vending in Canada since 1954. He was active in the formation of the Canadian Automatic Merchandising Association and was its president from 1956 until 1958.

A. F. Diederich, president of National Vendors, said the Canadian distributor not only is maintaining an inventory of machines and replacement parts, but also is staffed with factory-trained service personnel for schooling operators in the installation and operation of all models.

The new distribution arrangement is designed to provide improved service to Canadian customers and reflects the rapid expansion of the Canadian market, Diederich said.

Hiller To Veep At Wometco of Tenn.

MIAMI—H. Richard Hiller, general manager of Wometco Vending of Tennessee, Inc. has been elected a vice president of the firm, according to Van Myers, senior vice president in charge of vending operations for Wometco Enterprises, Inc., the parent company.

Hiller additionally was made a member of the executive committee of Wometco's Vending Division. As a member of this committee, he will participate in a wide range of overall management responsibilities for Wometco Vending operations throughout the country.

Wometco Vending of Tennessee, headquartered in Nashville, provides full line automatic food and refreshment services.

Hiller has been general manager of Wometco Vending of Tennessee since the company first was formed as a division of Wometco Enterprises, Inc., in February, 1965. Prior to his present position, he held executive sales positions in the soft drink bottling business in Nashville and Louisville, Ky.

Wometco Enterprises, Inc. also provides automatic vending industrial food service throughout Florida, Georgia, South Carolina, Washington, D.C., Maryland, Virginia, Panama Canal Zone and the Bahamas.

Dalton Top Plant Man for N.R.I. In Ark.

ST. LOUIS—Joseph L. Dalton has been appointed plant manager of the National Rejectors, Inc., plant at Hot Springs, Arkansas, it was announced by Eric L. Sokol, executive vice-president of the company.

Dalton will be responsible for manufacturing and related operations at the Hot Springs plant. He replaces Daniel F. Breeden who resigned recently.

Dalton joined NRI as assistant to the plant manager in mid-1966. He has a B.S.M.E. and M.B.A. degree from Tulane University. He was em-

ployed by American Bosch Arms Corporation for nine years as engineer, engineering administrator, and as superintendent of manufacturing, Mississippi Division.

Sokol said, "Joe Dalton's background and extensive knowledge of manufacturing operations qualifies him to maintain the high level of performance attained by the Hot Springs plant."

Production at the Hot Springs plant began in February, 1961 with some 50 employees. The plant's current payroll totals over 375 employees.

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tory course in his senior year. It may sound silly and far-out but it works. The phrase "darling, they're playing our song" may be joked at, but everyone has *their* song and they will probably pay to hear it if it's readily available on their friendly neighborhood jukebox.

It should be mentioned that some record companies are now combing their files for original masters and putting twelve or sixteen of them on LP series, billing them as "The Great Hits" and selling them. If some operators doubt the power of the oldies then consider that Elvis Presley, who no longer performs live, is still making more than a comfortable living on the releases of his movies and soundtrack albums. A year ago Presley was Number Four on the Cash Box charts with *Crying In The Chapel*, a single lifted from an LP that had been on the market for at least three years.

If there are still doubts about nostalgic nitty-gritty and how it applies, then those operators who attended the floor show Sunday night of the last MOA convention will remember the appearance of Eddie Fisher and the rousing hand he received, not so much for the record he had on the charts at that time, but because he had several chart records several years ago. There were yells from the audience for him to sing some of his old hits, but time did not permit.

Time does permit the operator to go to his one-stop, get a handful of oldies after carefully scouting his locations, put them on the machine and then wait to see what happens. Who knows? They may bring some sweet operating memories.

a hundred singles simply to fill it up. There are always at least ten of them that never get played—so why not replace the ten duds with a representative sampling of oldies?

What is the magic appeal of oldies and why should they sell? Because the strains of, for example, *Could This Be Magic*, may remind a twenty-eight year old patron of a Brooklyn bar and grille, who now has two kids and four payments to go on his car, that he was once nineteen and care-free, had a girl friend named Myra with a sallow complexion, that he and his pals ducked outside the school auditorium at the spring dance to sneak a drink of beer and that he came close to flunking his World His-

Leo Pacanowski Appointed Assistant Credit Head: Wurlitzer



LEO PACANOWSKI

NORTH TONAWANDA—The appointment of Leo Pacanowski as assistant credit manager at the Wurlitzer North Tonawanda Division was announced January 4, 1967 by Amile Addy, credit manager for the division. Pacanowski joined Wurlitzer in June, 1966 as a field auditor, covering parts of the Midwest, Southeast and South.

Prior to joining the company, Pacanowski was employed by Associates Commercial Finance Company in Buffalo, New York as a sales representative. His additional experience in the finance and credit field included six years as branch manager in East Orange, New Jersey for Appliance Buyers Credit Corporation and six years as assistant manager for G.F.C. in the Buffalo-Niagara Frontier area.



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.

MUSIC TO WATCH GIRLS BY
Bob Crewe Generation (DynaVoice 229)

BRING IT UP
James Brown (King 6071)

HEY, LEROY, YOUR MAMA'S CALLING YOU
Jimmy Castor (Smash 2069)

TINY BUBBLES
Don Ho (Reprise 507)

OH YEAH!
Joe Cuba Sextet (Tico 490)

AT THE PARTY
Hector Rivera (Barry 1010)

BEND IT
Dave, Dee, Dozy, Beaky, Mick & Tich (Fontana 1559)

WILD THING
Senator Bobby (Parkway P-127 A)

WALK WITH FAITH IN YOUR HEART
Bachelors (London 20018)

GRIZZLY BEAR
Youngbloods (RCA Victor 9015)

KNIGHT IN RUSTY ARMOUR
Peter & Gordon (Capitol 5808)

98.6
Keith (Mercury 72639)

SNOOPY VS. THE RED BARON
Royal Guardsmen (Laurie 3366)

LET THE GOOD TIMES IN
Dean Martin (Reprise 538)

GOODNIGHT MY LOVE
Happenings (B. T. Puppy 523)

BLUE AUTUMN
Bobby Goldsboro (UA 50087)

COMING HOME SOLDIER
Bobby Vinton (Epic 10090)

COLOR MY WORLD
Petula Clark (Warner Bros. 5882)

WACK WACK
Young Holt Trio (Brunswick 55305)

SHADOW OF YOUR SMILE
Boots Randolph (Monument 976)

LOOK WHAT YOU'VE DONE
Poza Seco Singers (Columbia 43927)

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ADJUSTABLE 3-5 BALL PLAY

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Lite The Letters In Magic City To Make The Two Outside Bottom Rollovers Score Special

LITE STAR
Lite Star To Make Two Inside Bottom Rollovers Score Special And Center Jet Bumper Score 100 Points.

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Seeburg KD200 225.00	Wurlitzer 2300 225.00
Seeburg 201 325.00	Wurlitzer 2410 295.00
Seeburg 220 375.00	Wurlitzer 2900 650.00
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Seeburg AY160 495.00	AMI H120 175.00
Seeburg DS160 595.00	AMI I120 225.00

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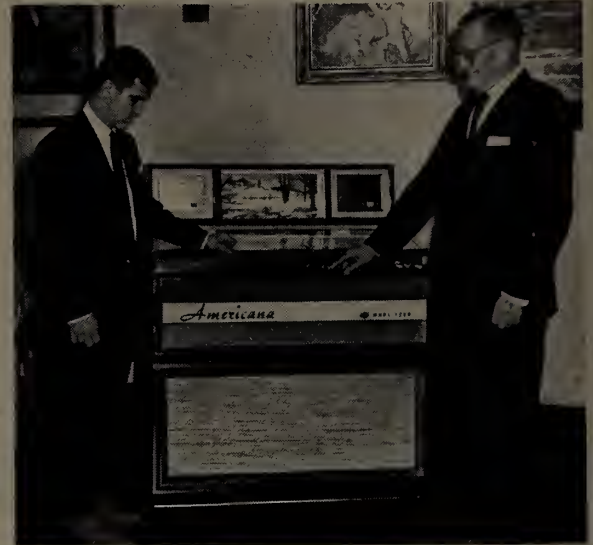
NORTH TONAWANDA — Members of The Wurlco Company, a Junior Achievement Company sponsored by the North Tonawanda division of The Wurlitzer Company, were guests of Roy F. Waltemade, vice president and manager, on December 29th.

The group was taken on a tour of the manufacturing facilities by John Zielinski, security officer, and saw first hand how the Wurlitzer "Americana," current model coin-operated phonograph, is manufactured. Following the tour, the group was entertained by Marvin Korinke, Wurlitzer Company special representative and world-renowned organist at the console of the Model 4300 electronic

organ.

A luncheon followed, attended by Messrs. Waltemade, Zielinski, Korinke, and advisors John Orłowski, Art Bernard, Ed Baker and Dick O'Connor. Special guests were post advisors Lloyd Tooke and Amile Addy. After a short business meeting, the members of The Wurlco Company departed to continue their holiday vacation from school.

The Wurlco Company produced giant and miniature Christmas stockings for sale prior to the holidays and are currently manufacturing redwood bird feeders and metallic decorated hot plate holders for sale during the remainder of the business year.



Art Landel, president of The Wurlco Company, a Junior Achievement company and Roy F. Waltemade, vice president and manager of Wurlitzer's North Tonawanda Division, sponsor, examine the new Americana Phonograph, produced at the Niagara Frontier installation.



Holiday meeting at the Wurlitzer Company in North Tonawanda. Members of The Wurlco Company, a Junior Achievement Company sponsored by Wurlitzer and company personnel pictured are: Seated, Marvin Korinke and Angie Centorie; standing, front row Shirley Leri, Ellen Fawls, Sandy Jacobs, Carol Gibbons, Marie Putz, Rosemary Nemeth, Art Landel, Sandy Dewey, Judy Midlik, Gretchen Putz; standing, rear, are Roy F. Waltemade, John Zielinski, John Orłowski, Ed Baker and Dick O'Connor.

MILWAUKEE MENTIONS

The cheerful earful in the Badger State is that, generally, collections are steady and strong. Holiday business in coin-operated equipment in the vast majority of locations was extremely high, according to a reliable consensus of opinions from key operators . . . The heavy action at Pioneer Sales & Services is on Rowe-AMI's "Music Merchant" phono and the dollar bill acceptor. Joel Kleiman tells us that the new Rowe Model 212 coffee vendor has suddenly become a very popular installation piece with the area-wide vending operators . . . Nate Victor, of S. L. London Music Co., advises that the dollar bill validator in Seeburg's "Stereo Showcase" coin-operated phonograph is exceeding his "fondest expectations." Location reports, he adds, indicate "fantastic reports" on two for 25¢ play activity, plus the dollar bill override. In the vending department at London Music the new Seeburg "Jet" compact

model coffee machine is enjoying fine acceptance by the operators and location owners because it is almost completely service-free . . . The Milwaukee music brotherhood was well represented at RCA-Victor's gala soiree, January 5, in the Sheraton-Chicago Hotel in Windy City. On hand were: Pete Stoke, Jim Hanke, Bob Kaiser and Bill Ramseyer, of Taylor Electric; Gordon Pelzek and Dave Wulfsohn, of Record City One-Stop Records; Lee Rothman and Pat Shanahan, of WRIT Radio; and Jack Gallo, Paul Christey and Jack Lee, of WOKY Radio . . . Russ Townsend, of United, Inc., infers that sales on all Music (Wurlitzer phonos), amusement games and vending equipment are maintaining a very high level throughout the entire state. Prexy Harry Jacobs easily considers 1966 the best sales year the company has ever enjoyed (and that's PLENTY good news, Harry!) . . . Sam Hastings happily reports that his staff expects continuing high acceptance in sales of all the coin-operated products Hastings Distribs handles in Wisconsin.



'Round the Route



CHICAGO CHATTER

(Continued from page 83)

insurance wise should re-evaluate their programs. More on this vital subject later.

There is an exciting upsurge right on the heels of the new year in coin-operated amusement game activity, according to Freddie Skor, who heads up the Amusement Games Division at World Wide Distribs in Windy City. Also, Harold Schwartz is enjoying healthy, continuing acceptance in this vast area with the Seeburg "Stereo Showcase" phonograph. Irv Ovitz's pet project these days is the new Seeburg "Jet" compact coffee vending machine, which is a very popular location piece of late. . . . Frank Luppino, Seeburg's adchief, and his lovely Bjorg had a hectic holiday season when their little daughter was ill. However, everything is back to healthy normality in the Luppino Glenview household.

We were shocked to hear that coin-biz suffered a sad loss during the Christmas week when Gunnar Gabrielson died suddenly in Atlanta. Gunnar, who had been active in his distributorship in Atlanta with his brother-partner, Ralph Gabrielson, for many years, always looked forward to the annual MOA Conventions to meet and greet his great host of coin-biz friends. We'll all surely miss his gracious presence. . . . There's definitely no letup at Chicago Coin these days, what with the fine acceptance everywhere of ChiCoin's new "Festival" four-player flipper, and the "Flair" big ball automatic bowler. Mort Secore and Ross Scheer are convinced that the healthy sales picture will continue unabated. Chicago Dynamic Industries co-heads Sam Gensburg are unswerving in their desire to continue always to give the nation's operators the very best money making opportunities possible through ChiCoin amusement equipment.

We have never experienced a healthier attitude than exists at Atlas Music Co. these days where Eddie Ginsburg, et al continue to rack up heavy sales in all areas of coinbiz. This includes: Music, amusement games and vending machine sales. . . . Hy Sandler recently joined his brother Irv Sandler, and Warren Sandler at Sandler Vending Co., in Minneapolis. Hy, who was associated at Lieberman Music Co. for years, specializes in the area of music. . . . Stan Jarocki returned to the Seeburg plant last week to resume his activities after an absence of some seven months as an active director in Windy City in the Crusade of Mercy fund raising drive. Stan, who's delighted to be back at Seeburg, declared that the coin machine people certainly supported this fine charity drive. Stan concluded by stating that the Seeburg "Little LP's" are now back in full swing.

It's always an exciting period at D. Gottlieb & Co. whenever a new flipper amusement game takes "a bow." The star performer this month at Gottlieb is the play-packed "King Of Diamonds" single player flipper that is just plain loaded with money-making features. And, that's why Alvin and Nate Gottlieb and Judd Weinberg are all smiles these bleak wintery days. . . . Lovely Virginia Kay, the much read, often quoted columnist of the Chicago Daily News, made the scene at the gala soiree hosted by RCA-Victor Records, January 5, in the Shearson-Chicago Hotel. Wurlizer's Bert Davidson continues to rack up untold mileage to cover the markets throughout this wide region calling on the company's distributors and his great host of operator friends. . . . Frank Schroeder returned to his office in the Tipton

Fischer Mfg. Co. plant building, and ready to crack the whip for greater production output of Fischer pocket billiard tables Frank (and that goes for Prexy Ewald Fischer and Marve Mertes) looks forward to the company's biggest sales and production year.

CALIFORNIA CLIPPINGS

GO WEST YOUNG MAN. . . Clayton Ballard, at the Wurlitzer branch here, informs us that Ray Carlson, V.P. and head controller from the main office in Chicago, visited Los Angeles this past week. Ray, who has many friends in the industry, has been with Wurlitzer in excess of 30 years. Clayton is a comparative newcomer, having joined the staff in 1936 as a service instructor. Clayton also mentioned, when we spoke with him that Gary Sinclair is in San Diego calling on accounts with Bob Colyer, sales rep for that territory.

"BANG." Jimmy Wilkins reports that they are continuing to re-order both the Bally "Bazaar" and the "Loop the Loop." Master Built pool tables are also very well according to Jimmy. We received a nice surprise while talking to Jimmy, he turned out to be the star reporter for phonorow. He reports that Mr. & Mrs. Bud Benner of San Jacinto, were in town for a short time Tex Leerskov, op from Barstow, and his wife, just returned to the states after an extended tour of South America and Mexico. Mr. & Mrs. Larry Spraw, operator from E&L Amusements in Fontana, took a five weeks tour of the United States. As a matter of fact, he tells us that the business did so well while he was gone, he may stay away for another month! We hear that Walter Cook of Palos Verdes Estates is finally going to build a home on the ten acre spread that he has in San Jauquin Valley. We want to wish a belated Happy Birthday to Bill Bradley, operator from Covina. That concludes Jimmy Wilkins weekly report.

BARGER SALES, IN THERE PITCHING . . . Now you are probably wondering what a sports headline like the above is doing in a coin machine column. If you are that is a good sign, it means that you are alert. If you didn't notice, it means that you are not awake and you probably don't know who won the Super Bowl either! All kidding aside, Francis Schroeder, sales manager for Fischer pool tables, was in town last week. Bill conducted the grand tour which of course included the Wilshire Country Club. Bill tells us that no large amounts of money were exchanged after the game.

FROM THE RECORD RACKS . . . The Solle sisters at Luehagen report in with the news that Mike Borcetta, promotion man for Smash, was in there touting one of their new releases "Lay Down Your Arms" by Grady Lloyd. Another fast moving deck this week, according to the girls, is "Lady" by Jack Jones on the Kapp label. . . . Buddy Robinson of Cali-

BE STARTING OUT WITH A BILL HAPPEL, ACE GOLFER FOR

(Continued on Cover 3)

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FOR SALE — PRICE REDUCED — PHONE: — Wurlitzer 3010 — 2910 — 2810 — 2710; Chicago Coin Supersonic; Knowledge Computer; NEW Chicago Coin Par Golf. REID DISTRIBUTING COMPANY, INC., 672 Main Street, Hyannis, Massachusetts 02601 Tel. (617) 775-6411.

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MISC.

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DESIRE DISTRIBUTOR OR LARGE RECORD retailer from Montreal or Toronto to purchase Canadian-made hi-line LP's. All cream and chart music. Unlimited supply—stereo or mono. \$1.85 each. Strict confidence, cash only. Write to Box 770 c/o Cash Box, 1780 B'way, N.Y. N.Y. 10019.

WANTED TO BUY: ROCK-OLA 1558 (160 Selection) Wall Boxes. Write or call Bird Music Distributors, Inc., 124-126 Poyntz Avenue, Manhattan, Kansas. Area Code 913-Prescott 8-5229.

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Rosen's Cinejuke Boosts Receipts, Traffic & Location Front Money

PHILADELPHIA—With the first returns in on key locations in the area for Cinejukebox, new audio-visual machine introduced in this country by David Rosen, is a "real winner." Moreover, said Rosen, the returns are "certified—and our books are wide open for any doubting Thomas."

"More significant than the dollar take itself, which came as no surprise," said Rosen, "was the fact that the operators are able to get 'front money' with the audio-visual concept. And the results showed, that both the operator and the location owner both made more money. And it wasn't at the expense of the jukebox."

Typical, said Rosen, was the report of Lee Weiner, local operator, who placed the Cinejukebox on test location at Bruno's Beef and Ale House at nearby Cherry Hill, N.J., a high income area and marked by a variety of better eating places, motels and night clubs, including a racetrack nearby.

While the jukebox alone averaged \$30.00 per week, the first week found the Cinejukebox taking in \$69.00. The

second week was \$68.80 and the third week it went up to \$77.75. Significantly, the jukebox average kept its own and lost no ground. The added take came entirely from the motion picture play, said Rosen.

Most important, said Rosen, was the fact that the operator had "front money" of \$50.00 per week as compared with the usual 50-50 split with the location owner on the jukebox alone. It wasn't until the operator took his \$50.00 that the 50-50 split came in for the additional monies. This meant that instead of the usual \$15.00 realized by both operator and location owner for the jukebox alone, the first week saw the operator taking in \$50.00 plus an additional \$9.50 for a total of \$59.50.

"While the location owner's take was cut down to \$9.50, he was completely satisfied since the Cinejukebox brought in more customers for more business in general. In addition to increased traffic, the Cinejukebox also enhanced the room's public image by being among the first to offer this new and exciting entertainment medi-

um."

The "success story" for Cinejukebox at Cherry Hill was typical of all other tests, said Rosen. Virtually the same figures applied to the report of Automatic Equipment Co. in nearby Chester, Pa., which has a Cinejukebox on test location at the Del-Mar Tavern in Foxcroft, Pa., where the patronage comes largely from industrial plants throughout the area.

Still a third location turning in the same figures is the operation of Samuel Stern, local music operator, who placed Cinejukebox on a college campus locally. The machine is at The Living Room, a restaurant on the campus of Temple University in the city itself.

Rosen further pointed out that the operators are on a "try it before you buy it" lease-purchase plan with him. Indicative of the profit structure for the operator is the fact that Rosen's lease-purchase plan begins as low as \$20.00 per week rental, including films, for a minimum lease of 25 weeks, with all moneys applied to the purchase of the machine if so desired

by the operator.

Rosen was among the first to introduce music-movie machines in this area four years ago. At that time, with a Cinebox that played only movies, Rosen said that his 22 machines averaged \$68.00 per week with films only.

"It only proves," said Rosen, "that the operator who is on the ball and not content to sit on the sidelines and just wait has a highly marketable product in audio-visual, regardless of what make machine he takes. This is the first machine to come along in years that offers the operator a means of contracting as was done in the early days of the jukebox. For those operators with imagination in merchandising and promotion, the business is there for the pickings. And it's those operators who come in first and get the early experiences who will enjoy the greatest pickings from audio-visual. Our books, which are open to any interested party for inspection, bear that boast completely. Our claims are backed 100 percent by 'truth' and we never hide that 'truth'."

Banner Of Philadelphia At Home In Its New Home

PHILADELPHIA—Those new shop and showroom facilities, which became the new home of the Banner Specialty Company's Philadelphia branch last summer, are in complete operation now and can be considered among the largest outlets in the country. The relocation from North Broad to 5th Street gained an additional 12,500 sq. ft. of working area for the firm and affords most spacious showroom, reconditioning and warehouse facilities. Banner's Philadelphia office presently distributes Wurlitzer, Automatic Products, Universal Vendors, United shuffles and bowlers, Valley and United Billiards tables here and in many surrounding counties.

CALIFORNIA CLIPPINGS

fornia Music says that "Georgy Girl" by the Seekers is still one of his big sellers in the singles department. The Buffalo Springfield's newest, entitled "For What It's Worth" is also coming on strong. Nancy Wilson seems to have another hit album on her hands. This time it is "Nancy Naturally" for Capitol.

HERE AND THERE . . . From Advance Automatic Sales we get the very welcome news that Francis Scherb is back in harness again. Bob Portale also mentioned that they just received another carload of United pool tables as well as some more of the Irving Kave line. . . . Sorry to hear that Willy Marcand of Simon Distributing was out of commission for a few days with the flu. We trust that he is up and around by this time. George Musola also said that he like everyone else of Pico is very pleased with the 67 Valley pool tables. . . . Marvin Miller of Coin Machine Service informs us that he, his wife, and their three kids had a great time skiing in the mountains during the holidays. They didn't have so much as one broken bone between them! . . . From C. A. Robinson Hank Tronick reports that Al Bettelman just returned from a very successful Vegas business trip. Glad to hear that Mike Hall, service manager, is back on the job. He spent a few days in the hospital with a slight case of coin machine-itis. . . . From Circle International we hear that the model 212 coffee machine is going like a house a fire in the sales department. Ken Smith is traveling up highway 101 towards San Louis Obispo. Don Young is covering the desert area around Indio. Operators visiting our town include: C. B. Ellison—Lancaster, Herman Staffacher—San Bernardino & Walt Murra—Pomona.



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