Two pianists who have made one big impression in record sales over the past decade are the dual keyboard team of Ferrante & Teicher. Building an eager following with their series of LP and singles successes for United Artists Records, the team has become one of the most in-demand concert attractions around. F&T are currently mid-way through a massive 100-city p.o. tour, which began in Jan, and concludes in May, and have reportedly broken attendance records in 50% of the concert halls so far. Among F&T’s LP dates that have cashed-in on the trek are “The Ferrante & Teicher Concert” and a “Part 2” sequel. It may be very warm for May, but when the duo returns to New York that month, they’ll record their first Christmas album for UA.
Nashville is Smashville.

Stonewall Jackson comes from there. With a rousing new single, "The Minute Men (Are Turning in Their Graves)"

So does Billy Mize. With his new single, "Don't Let the Blues Make You Bad"

On COLUMBIA RECORDS
NARM Comes Of Age

To paraphrase Mr. Dylan — The times they have changed!

NARM has obviously matured into a healthy young man with a level head who is now looking for the best route for further growth and a stable future.

As evidenced by the 8th Annual Convention of the Rack Jobber Association, NARM has come of age.

The scuffling so characteristic of NARM in its adolescent years, when they saw rack jobbers constantly battling with manufacturers for bigger discounts, lower prices, dual distribution, etc., is obviously a stage of which the NARM boy has outgrown. His constant feuding with the kid next door — the record manufacturer — has also ceased. Their environment has changed drastically since the rack jobber lad moved into the community and it is quite obvious that they have learned to live together. All is not yet perfect but the young men are on the right track.

The convention may not have been as controversial or as colorful as past confabs because of less toe-to-toe fighting and no name-calling at all. Instead, all parties, including record distributors who for the first time this year began a branch of the NARM organization, were looking for new avenues and methods with which to handle the prosperity that has enveloped the record community during the past 15 months.

The subject discussed by the four leading convention guest speakers (Irwin Steinberg of Mercury, Brown Meggs of Capitol, Merchandising Professor Dr. Alton Doody, and Economist John Enders) was further indication that NARM wants to learn . . . that NARM is looking for methods of improvement.

"Show us how we can better merchandise our product," NARM is saying. "Show us how necessary price increases rather than downward price pressures can help us grow. We are no longer little business and many of our childhood friends who couldn't make it have fallen by the wayside. But our community is better for it. Yes, we have made mistakes in the past and will no doubt make more in the future. But we want to learn. We want to be shown the right way and we are willing to cooperate with all facets of the business so that we can grow in the record industry, for it is making unbelievable new strides."
There's only one original...

DID YOU EVER HAVE TO MAKE UP YOUR MIND

IT'S BY THE LOVIN' SPOONFUL

ONLY AVAILABLE IN THIS ALBUM:

THE LOVIN' SPOONFUL
DO YOU BELIEVE IN MAGIC

Only The Original Has Hit Flavor!

Kama Sutra

Exclusively distributed by MGM Records
A PRODUCT OF KOPPILMAN-RUBIN ASSOCIATES
PRODUCED BY ERIK JACOBSEN

KLP/KLPS-8000
**Udo Jurgens Brings Victory To Austria In Eurovision Contest**

LUXEMBOURG—Udo Jurgens made Austria the undisputed winner of the 1969 Eurovision Song Contest when he took place in Luxembourg on Saturday, March 5. The song, “Merci Cherie” from the album “Top 1962,” is a true Jurgens tradition and proved to be a case of third time lucky for the singer-composer. In 1964 he came fifth with “Walk Away” and last year was placed fourth with “Sag Ihr, Ich Sie Grussen”—both his own compositions.

“Walk Away” became a big hit for British artist Mary Monson and Jurgens told the Cash Box after this year’s event that arrangements have already been made for Monro to record “Merci Cherie” in the near future. Jurgens also said that this would be his last appearance in a Eurovision Song Contest.

Jurgens records for Vouge and the publisher is Beierlein & Co. in Austria, with distribu-

tions Montana (Hans R. Beierlein) of Munich.

The 1969 Eurovision Song Contest was first ever victory since the contest came into being 14 years ago. Greece, which has been Switzerland (1956), Holland (1957 & 1959), France (1958, 1960 & 1962), Denmark (1963) and Italy (1964).

**200 Million Viewers**

The Grand Duchy of Luxembourg, where the contest took place, is a small state with a population of 35,000 people, but it staged the contest for Luxembourg, which organised and staged the event with impeccable pre-

command. Tele-Luxembourg, the state’s disposal. Tele-Luxembourg transmits to the whole region and demands an audience of 1 million 500,000 and is on the air for more than 8 hours a week. The contest was broadcast to 23 countries and it was a record. It is the second highest rating of any contest in the world and it was a good example of the contest’s stature and the country’s ability to put on a successful event.

**Aims & Rules**

The aim of the contest as defined by the organizers was to stimulate the output of original songs of high quality in the field of popular music by encouraging cooperation between authors and composers and by international comparison of their works.

To this end participating countries may present any four songs with whatever language they wish to select their best possible song for the contest. Each song shall be performed or recorded before January 25, 1969, and must not exceed three minutes.

The voting procedure is as follows: Voting is by national juries made up of 10 members of the public and 10 music critics. Each national jury being able to settle for its third place and three points for the first choice and three for the runner up, or else spread the voting over three songs awarding five points for the first choice and three points and one point for the runners up. Thus each national jury has nine points making a total of 162.

**Rules Changes**

Having outlined the voting procedure, it is held by many that the time is ripe for some kind of revision. If the present method is to vote for their own country’s entry in the contest, it is suspected by many that there is a tendency towards national bias on the part of some juries. This year the voting was carried out anonymously but there are cases laughter rather than excitement.

In this respect, it is interesting to note that of the 15 points that took place in the final voting, none went from Denmark, five from Norway and one from Sweden. However, the national votes in favor of Sweden, Finland and Denmark and Belgium voted for Sweden.

Nevertheless, nine countries awarded points to Austria, and as the results began to come in he quickly went into the lead as one of the favorites to win. Jurgens and Yugoslavia each gave him five points and Italy gave him five points. Afterwards Jurgens collected votes from Portugal, Spain, Switzerland, Morocco, Italy, and France taking him to an easy victory with a total of 157 points.

However to Germany fell the unenviable task of appearing in the No. 16 slot. It was the juries of Eska, with a rather slow, sentiment of “Two Little Doves” by Der Uhr, who set the ball rolling.

Next came Ulla Pia of Denmark with a song that was a fantastic and Legen (Continued on page 48)

**Columbia Offers New LP’s**

NEW YORK—Columbia Records announced last week the release of 29 albums rolling into popular Latin and classical areas, plus three classical 7 1/2 L.P.s tapes. The dozen pop items under the Columbia logo include: "Duets For Love," the new record from Harold Harnell; "To Be A Man" which is the record debut for "Little" Johnnie Lee; "Sclancy Brothers and Tommy Make add "Jan & Grand Boys" to their group’s growing list; "I Remember You;" "Joe Harnell Plays Golden Piano Hits;" the music from "Sweet Charity" is played by Sid Luft and others; "The Jordanae do "Big Country Hits;" "Atena, /The New Sound of Greece" is presented by Zoiota Kourou. All the albums were recorded by Morris, he was in charge of LP’s, for Columbia, he was in charge of LP’s, and for Columbia, he was in charge of LP’s, and for Columbia.

**Bob Skaff Elected to Library Board**

**Atlantic Switches To Polydor**

**England**

NEW YORK—Polydor Records, the English subsidiary of DGG, will dis-

Attila's product in the United Kingdom starting April 1. A long-

term licenses to Polydor; this agreement was negotiated by Atlantic v. Nossi Efegerr Jurgens' owner; the agreement was signed by Sweden. Rennie. Agreement was concluded in Jan. in Hamburg, home office of DGG.

Under the terms of the agreement, Polydor will distribute Atlantic product in Great Britain, including records issued in the U.S. on the At-

lantic, Ato, Stax, Volt, Dial and Focus labels. Atlantic LP’s and singles will be issued in Great Britain under the Polydor logo, just as they have been in several European countries under the license, Decca Records. Agreement gives Atlantic the right to release rec-

ords in the U.S. and abroad by Polydor and the right to release his records. For distribution of Atlantic product in Britain is another major step in the expansion of Poly-

dor, which has been operating in Britain since 1965 when Roland Rennie was ap-

pointed managing director of the com-

pany. Since then Polydor has rapidly expanded its singles and LP roster, signed deals with many producers and started issuing singles in quantities. Substantial LP releases are scheduled for this year on Polydor.

**Return Of A Classic**

"Persuasive Persuasion '66"

NEW YORK—Command Records has released a new recording of the age of stereo disks, "Persuasive Persuasion '66"

The disk has just issued "Persuasive Persuasion '66," which fol-

lowed the recent success of "The Persuasive '65"

The Persuasive '65" was released last year after seven years. In 1959, Command Records head Ryan Skaff, a musical in-

strumentation talent that ushered in a much copied series of albums dedi-

cated to selling the stereo concept with music.

Late last year, Ryan Becker, who heads the Command operation, de-

cided that the company had come up with several technical processes since the introduction of the first "Per-

suasive Persuasion" that warranted a reissue of the series, last heard from in 1962. There was the technique of recording the albums in stereo with 35mm film and Command’s own Dimension 3, which added the "Ghosts" three-channel effect entirely. Becker, in a number of tracks, can mean an audience of three or four minutes.

Becker noted that the new volume uses a larger orchestra, one with 18 musicians, and contains a grouping of instrument effects that are in solo, instead of relying solely on solo instru-

ments for chief stereo effects.

**Lipman Joins Liberty In East; Furman To Coast Slot**

MACY LIPMAN

HOLLYWOOD—Macy Lipman has joined Liberty Records as east coast general manager, with Mel Furman moving up to take the Liberty post for the company, with charge in Hollywood.

Marketing director Lee Skaff has been named Liberty's sales promotion manager for the east coast.

Lipman was formerly with Congress and 4 Corner Records, subsidiary firms of Kapp Records, and served for several years as manager of the company.

He started his career with Dave Zins Dist. Co. in Philadelphia, first as counterman and later in sales and promotion. He joined Kapp in 1960 serving in sales and promotion for the South and later for the Midwest in field sales and merchandising for the entire nation.

Furman, who prior to joining Liberty as east coast general manager, was national sales manager for Tops Records, will now be responsible for the eastern states.

The move is, according to Mendel, a key step in the continued growth. Mendel told Cash Box that he is presently looking for a middle man who could fill the further addition within the next few weeks.

**12 Selection LP On Way Out**

NEW YORK—The 12 selection 12" al-

bum may be breathing its last. Gen-

erally the 12 selection is not made of a material and an eye on the proposed revision of the Copyright Law is the reduction in the size of what may become an industry standard. The LP's may be reduced to 12 selections, with the exception that the 12 selection format. Finally, there’s a growing acceptance of the LP's, with the 12" record. This is partly due to the mechanical Royalty from the present 24 per side to 36, as called for in the new Copyright Law, will be lowered to 18. The Act may be years away from Congress approval.
NEW YORK—The recently-issued year-end financial report of RCA, parent corporation of RCA Victor Records, made it known that the label’s album sales set new highs during 1966. Parent RCA also had a banner year with net income rising to $101,161,000, or $173 a share.

All levels of the disk set-up contributed to the gains, White said, including MGM, Verve, Verve/Folkways and DGG. Also, the label’s budget merchandising played an important part. As relayed in a story in last week’s issue, 1 million units of VSP, Heliodor, Leo and Metro were sold in recent weeks.

MGM/Verve Ups Sales 54% In 5 Mos.

NEW YORK—The MGM/Verve operation reported a 54% increase in sales compared to the same 1964-65 span, reports Tom White, director of public relations.

The past year was the third year in which MGM/Verve has shown a 54% increase in sales compared to the same 1964-65 span, reports Tom White, director of public relations.

The past year was the third year in which MGM/Verve has shown a 54% increase in sales compared to the same 1964-65 span, reports Tom White, director of public relations.

MGM/Verve said its sales in the past year were in the neighborhood of $126 million, while in 1965 sales were in the neighborhood of $82 million.

A committee was formed, including Amos Helicher and Harry Apos- tolor (distributors) and John Bollin (rack jobber) which will approach manufacturers for discussion purposes on distribution problems in the various territories.

The committee will also appeal to manufacturers to promote their product by absorbing some of the cost of promotion on the local level. Perhaps sharing the overhead of a local promotion man, Helicher said the members wanted this not because they were interested in cutting costs of promotion but rather as a result of the promotional force at the local levels.

RCA, size $101,161,000, Impressive line merchandising, magnificent take.

GUEST SPEAKERS: Shown speaking before NARM conventioners are (top left): Dr. Alton Doody, associate professor of Marketing at Ohio University, and a guest speaker at many previous NARM meets, (Mr. Doody will discuss "The Industry's Record Sales and Record Jobbing in the Nation today.") Dr. Alton Doody, associate professor of Marketing at Ohio University, and a guest speaker at many previous NARM meets, (Mr. Doody will discuss "The Industry's Record Sales and Record Jobbing in the Nation today.")

Billings New NARM Prexy

NEW YORK—New officers of NARM were announced at the association’s convention in Miami Beach last week.

The convention, sponsored by Billings Dist. Co. of Salt Lake City, Utah.

NARM Convention Underlines The Strong Role Of Racks In Disk Market

Dr. Alton Doody, associate profes- sor of Marketing at Ohio University, and a guest speaker at many previous NARM meets, (Mr. Doody will discuss "The Industry's Record Sales and Record Jobbing in the Nation today.") Dr. Alton Doody, associate professor of Marketing at Ohio University, and a guest speaker at many previous NARM meets, (Mr. Doody will discuss "The Industry's Record Sales and Record Jobbing in the Nation today.")

Commentary from the rack industry’s perspective was provided by Audio Guide Editor Larry Mole, who addressed the audience.

History of a Firm

To make his point, Dr. Doody used a number of charts illustrating the expansion problems from 1956 to 1966. (Continued on page 41)

Seminar On Auto Tapes

NARM Food for Thought

MIAMI BEACH—Rack men and dis- tributors have been looking for the answer to the question of why they are losing out on the auto tape market. Dr. Doody, associate professor of Marketing at Ohio University, and a guest speaker at many previous NARM meets, (Mr. Doody will discuss "The Industry's Record Sales and Record Jobbing in the Nation today.")

This is the opinion of Larry Finley, head of International Tape Cartridge Division of Altron Corporation.

Finley has been watching the auto tape market closely with his views at a special, unscheduled seminar at the Miami Beach Rackfield at last week’s NARM convention.

The seminar was a reaction to informal conversations with rack men and distributors.

The panel consisted of Irwin Tarr, head of RCA Victor’s stereo tape sales, who served as moderator; Larry Finley; James Gall of the Lear & Bond (Civco) producers of an 8-track cartridge; and Bill Mulcahy, president of TelePro Industries, who has just been appointed assistant sales manager of Records in Capitol Records with which Capitol will manufacture 8-track cartridges from Tele-Pro (see separate story).

Finley said that 80% of the cur- rent sales of auto cartridges are being sold through automotive and electrical dealers. He noted that ITG is supplying 800 Sears stores with tape, all of which are sold by the auto depart- ments of the stores rather than by rack divisions. 15% of the autos being made by Ford, Finley said, are being sold with tape, while 15% is the volume that 20% of all cars produced will be "chicken," the remaining 70% contain pre- visions for tape cartridges.

Lear Jet’s Gall said 110,000 8-track (Continued on page 36)

Capitol & TelePro Make Cartridge Deal

HOLLYWOOD—Capitol Records has made its first specific step into the 8-track auto tape field by making a non-exclusive deal with TelePro Industries whereby Capitol will be licensed to manufacture TelePro’s 8-track cartridges.

Under the contract, negotiated by Alton Doody, president of Capitol, and Bill Mulcahy, TelePro president, TelePro will be one of the initial companies to go to Capitol.

While the agreement gives Capitol the right to manufacture TelePro cartridges within its own facilities, the non-exclusive clause leaves Capit- ol free to enter other arrangements if it wishes to do so. Further deals, it is understood, would only involve payments to TelePro.

This is in line with Livingston’s cartridge policy of enabling Capitol to “obtain and manufacture cartridges in accordance with its best judgment.” The deal is considered reasonable and with due regard for the long-range interests of the industry.

TelePro is a New Jersey-based company, an affiliate of Defiance Inc. (Continued on page 37)

CORD ‘Withdraws From Market’

NEW YORK—CORD, which described itself as a coop disk label, has been withdrawn from the market, as it was warned, Cash Box has learned.

The announcement of the formation of the organization was the eve of last week’s NARM convention, and it was at the confab itself that the decision to close shop was made. As revealed in last week’s Cash Box, the association was already moving product. However, it is understood that reaction to CORD by conven- tion men was negative, and before they stood up to executive to offices by the middle of the week, a decision had been made to the association.

Organizers of the All-State Distributing in Chicago, CORD would have provided its members, at a membership fee of $1000 a year, LPs at cost plus 6% and singles at cost plus 15%. Also, a profit-sharing plan was devised.

Cash Box—March 19, 1966
Miss MINNIE PEARL

“There is a time to laugh and there’s a time to cry there’s a time to forgive dreams we dream sometimes never die”

ANSWER TO GIDDYUP GO

Starday #754

she is superb... she is just great... a new dimension for her... our own beloved Minnie in her finest hour!

ORDER TODAY

Starday

Founded 1952
P.O. Box 115—Madison, Tenn.
Phone 228-2575—Area 615

Cash Box—March 19, 1966
A NEW SINGLE FROM A GREAT ARTIST

JIM REEVES "DISTANT DRUMS"

9/w "Old Tige" #8789. "Old Tige" is from his RCA VICTOR album "Talkin' to Your Heart" LPM/LSP-2339

The most trusted name in sound.
The Peels, who are currently moving up the charts with their recent hit "Juanita Banana," consist of Gall Allen, a 22 year old disctheque dancer; Bill Spika, a 29 year old school teacher-trombonist; and Harvey Davis, a 23 year old singer-comedian.

The group met early this year while Harvey Davis was performing as a comic in a New York night club. There he met Gall, who was a Go-Go girl at the club and Bill, who was in the band.

The threesome was discovered by Ted Howard, who wrote and produced "Juanita Banana" over a year ago. Eddie Newman, music director of Karate, a subsidiary of Audio Fidelity, heard the record and immediately purchased the master. The record was rushed into production and was released within 48 hours. The rest is history.

The most "Wanted Men" in Oregon aren't found in the post offices; they are driving around the Portland metropolitan area in a 1966 Pontiac getaway car. The "Wanted Men" in reality are the KEX-Portland area personnels, who are driving around the city in a Pontiac. The idea of having the "Wanted Men" drive around the city was conceived when the station decided to give away a new Pontiac as one of the prizes to be "rewarded" during the station's four week promotion. Each day one of the stations "Wanted Men" drive around the city, pick up a new Pontiac, and drive it around the city. The station has received over 500 requests for the Pontiac, and the station is now planning to give away a second Pontiac.

Radio stations often go off the air by calling some deserving cause. One such outlet is KCMK-Kansas City, which has started a new fundraising drive to financially help the parents of a four year old Kansas City girl suffering from acute lymphatic leukemia. According to Kurt Van Dyk, the station's news director and co-ordinator for the drive, the purpose of the fund raising project is to help the critical financial status of the family. Second, it is to make and create an awareness of similar situations occurring every day. To get the campaign off the ground, Van Dyk held a live telephone conversation on the morning show, "Rajah" Tuesday with couple of Washington, D.C. area stations simultaneously. Van Dyk has reported that listeners of both outlets are responding in large numbers.

The efforts of WOIC-Columbia, S. C., many of our servicemen stationed overseas got a chance to speak with their loved ones. The outlet recently asked listeners having a loved one overseas to make a telephone call to write in. More than 2,000 calls were received in a ten day period.

In Viet Nam, servicemen are receiving a great amount of mail from home. However, the WVEZ-Chesterfield response to the station's "Viet Nam Serviceman" feature, several months ago the station began sending servicemen letters to send cards, letters and gifts to servicemen at WVEZ-Chesterfield, area who are stationed in Viet Nam. The outlet broadcasts one name and address each hour throughout the day.

VITAL STATISTICS:
Warren Earl has been appointed general manager of KFRC-San Francisco. . . . Arthur Mann, former deejay at WOB-Hammond, Ind., has been named program and music director at WGLC-Mendota, Ill. . . . Bud Taibot, is welcomed to KJH-Hollywood, where he will serve as program director. . . . Jerry Gordon, formerly with WINP-Hartford, moves to the air staff of KXOA-Sacramento. . . . New additions to the air staff of WIXY-Cleveland include Ray Otis, former program director at KXOK-St. Louis, and Joey Reynolds, former deejay at WKBW-Buffalo. . . . Heather Woodard to serve as public service director at WSAI-Cincinnati. . . . Don Rose, former director of operations, has joined the air staff of WQXI-Atlanta.
3RD

WE FIVE

SMASH IN A ROW

YOU LET A

LOVE BURN OUT

B/W

SOMEWHERE BEYOND THE SEA

A&M 793

AM RECORDS

CONGRATULATES

WE FIVE

FOR THEIR

GRAMMY NOMINATION

FOR

BEST PERFORMANCE BY

A VOCAL GROUP

“YOU WERE ON MY MIND”
### RADIO ACTIVE CHART

A survey of key radio stations in all important markets throughout the country to determine by percentage of those reporting which releases are being added to station play lists this week for the first time and also the degree of concentration combining previous reports. Percentage figures on left indicate how many of the stations reporting this week have added the following titles to their play list for the first time. Percentage figures on right include total from left plus the percentage title received in prior week or weeks. (SURVEY COMPLETED TO MARCH 9, 1966)

<table>
<thead>
<tr>
<th>% OF STATIONS ADDING TITLES TO PROG. SCHED. THIS WEEK</th>
<th>TITLE</th>
<th>ARTIST</th>
<th>LABEL</th>
</tr>
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<tbody>
<tr>
<td>45%</td>
<td>Bang Bang—Cher—Imperial</td>
<td></td>
<td>98%</td>
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<tr>
<td>40%</td>
<td>Secret Agent Man—Johnny Rivers—Imperial</td>
<td></td>
<td>79%</td>
</tr>
<tr>
<td>39%</td>
<td>What Now My Love—Herb Alpert and Tijuana Brass—A&amp;M</td>
<td></td>
<td>40%</td>
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<tr>
<td>38%</td>
<td>Good Lovin’—Rascals—Atlantic</td>
<td></td>
<td>63%</td>
</tr>
<tr>
<td>37%</td>
<td>Kicks—Paul Revere and Raiders—Columbia</td>
<td></td>
<td>46%</td>
</tr>
<tr>
<td>35%</td>
<td>One Track Mind—Knickerbockers—Challenge</td>
<td></td>
<td>43%</td>
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<tr>
<td>34%</td>
<td>Satisfaction—Otis Redding—Volt</td>
<td></td>
<td>64%</td>
</tr>
<tr>
<td>33%</td>
<td>Memories Are Made Of This—Drifters—Atlantic</td>
<td></td>
<td>33%</td>
</tr>
<tr>
<td>32%</td>
<td>Gloria—Shadows of The Knight—Dunwich</td>
<td></td>
<td>32%</td>
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<tr>
<td>31%</td>
<td>Young Love—Lesley Gore—Mercury</td>
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<td>40%</td>
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<tr>
<td>30%</td>
<td>Sippin’ N Chippin’—T-Bones—Liberty</td>
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<td>30%</td>
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<tr>
<td>29%</td>
<td>Time—Paco Seco Singers—Columbia</td>
<td></td>
<td>74%</td>
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<tr>
<td>28%</td>
<td>Somewhere—Lon Barry—Decca</td>
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<td>27%</td>
<td>The Love You Save May Be Your Own—Joe Tex—Dial</td>
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<td>25%</td>
<td>Caroline, No—Brian Wilson—Capitol</td>
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<tr>
<td>24%</td>
<td>Little Latin Lupe Lu—Mitch Ryder and Detroit Wheels—New Voice</td>
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<td>93%</td>
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<tr>
<td>23%</td>
<td>Too Little Time—Brenda Lee—Decca</td>
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<td>23%</td>
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<tr>
<td>22%</td>
<td>Love Is Me, Love Is You—Connie Francis—MGM</td>
<td></td>
<td>46%</td>
</tr>
<tr>
<td>21%</td>
<td>He Wore A Green Beret—Nancy Ames—Epic</td>
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<td>21%</td>
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<tr>
<td>20%</td>
<td>A Sign Of The Times—Petula Clark—Warner Bros.</td>
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</tr>
<tr>
<td>19%</td>
<td>Juanita Banana—Peels—Karaté</td>
<td></td>
<td>54%</td>
</tr>
<tr>
<td>18%</td>
<td>I Hear Trumpets Blow—Tokens—B. T. Puppy</td>
<td></td>
<td>43%</td>
</tr>
<tr>
<td>17%</td>
<td>Spanish Flea—Herb Alpert and Tijuana Brass—A&amp;M</td>
<td></td>
<td>44%</td>
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<tr>
<td>16%</td>
<td>Rhapsody In The Rain—Lou Christie—MGM</td>
<td></td>
<td>16%</td>
</tr>
<tr>
<td>15%</td>
<td>He Wore A Green Beret—Lesley Miller—RCA</td>
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<td>15%</td>
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<tr>
<td>14%</td>
<td>Outside The Gates Of Heaven—Lou Christie—Co and Ce</td>
<td></td>
<td>37%</td>
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<tr>
<td>13%</td>
<td>Frankie And Johnny—Elvis Presley—RCA</td>
<td></td>
<td>13%</td>
</tr>
<tr>
<td>12%</td>
<td>The Phoenix Love Theme—Brass Ring—Dunhill</td>
<td></td>
<td>12%</td>
</tr>
<tr>
<td>11%</td>
<td>Don’t Make Me Over—Swingin’ Blue Jeans—Imperial</td>
<td></td>
<td>11%</td>
</tr>
</tbody>
</table>

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

<table>
<thead>
<tr>
<th>TOTAL % TO DATE</th>
<th>I Can’t Let You Go—Hollies (Imperial)</th>
<th>9%</th>
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<tr>
<td>TOTAL % TO DATE</td>
<td>I Want Someone—Bad Looks (Volt)</td>
<td>32%</td>
</tr>
<tr>
<td>TOTAL % TO DATE</td>
<td>You Let A Love Burn Out—Wc. Flic (A&amp;M)</td>
<td>8%</td>
</tr>
<tr>
<td>TOTAL % TO DATE</td>
<td>May My Heart Be Cast Into Stone—Toys (Dynavoice)</td>
<td>8%</td>
</tr>
<tr>
<td>TOTAL % TO DATE</td>
<td>Secret Agent Man—Ventures (Dolton)</td>
<td>35%</td>
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<td>TOTAL % TO DATE</td>
<td>Ain’t That A Groove—James Brown (King)</td>
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<td>TOTAL % TO DATE</td>
<td>Desiree—Charts (Wend)</td>
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<td>TOTAL % TO DATE</td>
<td>Helpless—Kim Weston (Gordy)</td>
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<td>TOTAL % TO DATE</td>
<td>A Public Execution—Mouse (Fraternity)</td>
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<td>TOTAL % TO DATE</td>
<td>Got My Mojo Working—Jimmy Smith (Verve)</td>
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<tr>
<td>TOTAL % TO DATE</td>
<td>3000 Miles—Brian Hyland (Philips)</td>
<td>7%</td>
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Ramsey Lewis,  
Billy Stewart,  
Jean Du Shon  
and  
Fontella Bass  
are  
“grabbers”!  

Wanna be grabbed . . .?  
Try these.
Pick of the Week

**A SIGN OF THE TIMES** (2:55) [Duchess, BMI—Hatch]
TIME FOR LOVE (2:17) [Northern, ASCAP—Clark, Pallavacini, Hatch]

PETULA CLARK (Warner Bros. 5502)
Petula Clark’s unbroken hit-chain should be further enhanced (she recently had “My Love”) on the basis of this blue-blues Warner Bros. item called “A Sign Of The Times.” The side is a throbbing, pulsating dual-track romancer all about a lucky gal who is completely mesmerized by her boyfriend. “Time For Love” is a chorus-backed, catchy ditty with a nostalgic, yearning background.

**HI HEEL SNEAKERS—PT. 1** (2:48) [Medal, BMI—Higgenbotham]
**HI HEEL SNEAKERS—PT. 2** (2:47) [Medal, BMI—Higgenbotham]

RAMSEY LEWIS TRIO (Cadet 5531)
The hard-blowing Ramsey Lewis Trio should have no difficulty in repeating their recent “A Hard Day’s Night” coin-catcher with this top-drawer re-working of the oft-cut successfully “Hi Heel Sneakers.” The crew instrumentally treats the popular item in their expected, inventive hard-driving jazz-oriented bluesy style. The flip’s the logical continuation of the top side.

**MAY MY HEART BE CAST INTO STONE** (2:43) [Saturday, BMI—Linzer, Randall]
**ON BACKSTREET** (2:42) [Saturday, BMI—Linzer, Randall]

TOYS (DynoVoice 215)
The Toys should certainly have their third pop-r&b smash in a row (they’re currently coming off “Attack!”) with this excellent newbie dubbed “May My Heart Be Cast Into Stone.” This one’s a rhythmically, effectively-building catchy romancer about a serious gal who is a decidedly one-man woman. Watch it closely. “On Backstreet” is a moody, blues-drenched after-hours handclapper.

**TILL THE END OF THE DAY** (2:20) [Noma, BMI—Davies]
**WHERE HAVE ALL THE GOOD TIMES GONE** (2:49) [Noma, BMI—Davies]

KINKS (Reprise 0454)
The Kinks are odd-on favorites to hit the upper reaches of chartdom with this potent follow-up to their recent “A Well Respected Man” smash called “Till The End Of The Day.” The side is a rollicking, fast-moving bluesy romancer about a falla who is especially hung-up on his gal. “When Have All The Good Times Gone” is a raucous, shufflin’ emotional tale of despair.

**STILL** (2:39) [Moss Rose, BMI—Anderson]
**WHEN YOU’RE NOT HERE** (1:50) [Sea Of Tunes, BMI—Henn]

SUNRAYS (Tower 224)
Hot-on-the-heels of their recent “Andrea” smashbyow the Sunrays come up with another sure-fire winner’s circle candidate. The top side is Bill Anderson years-back “Still” country triumph and the crew gives the plaintive, heartbreakin’ soulful emotion-laden lament complete with a moving, mid-section recitation. “When You’re Not Here” is a rhythmic, medium-paced teen-angled romantic woe.”

I SURRENDER (2:53) [Chevis, BMI—DeMell, Parham, Davis]
I CAN’T REST (2:55) [Chevis, BMI—Smith, Davis, Minter]

FOR NELLA BASS (Checker 1137)
Nellie Bass, who is currently coming off her “Recovery” pop-r&b triumph, should score heavily in the foot-draft dept. with either lid or both of this new Checker stand. One side, “I Surrender,” is a rollicking, pulsating, chorus-backed romantically-handclapper about a love-stick gal who is head-over-heels in love with the guy of her dreams. The other side, “I Can’t Rest” is a plaintive, shufflin’ weeper about an unhappy girl who spends her days carrying the torch for her ex-fella. Eyes ‘em both.

**THE BIG HURT** (2:08) [Muscle Productions, ASCAP—Shanklin]
I GOT IT BAD (2:21) [Metric, BMI—Shannon]

DEL SHANNON (Liberty 55866)
Del Shannon gets his new Liberty association off to a flying start with this imaginative reading of “The Big Hurt,” the while-back Toni Fisher hit. The songster treats the plaintive tearjerker in a slick but feelingly-styled manner enhanced by a sublime chorus and some far-out sound effects. “I Got It Bad” is given a laconic, shufflin’ interpretation on the flip.

Record Reviews

**BABY YOU’VE GOTTEN IT** (2:59) [Chevis, BMI—McAlister, Vail]
I WANT TO THANK YOU, BABY (2:55) [Flomar, BMI—Finn, Cannon, Armstrong]

MAURICE & RADIANTS (Chess 1954)
Maurice and the Radiants are destined to grab both pop and r&b airplay and sales with this mighty impressive outing dubbed “Baby You’ve Gotten It.” The tune’s a triumph, in fact, as it concerns a lad who has finally met the gal he’s always dreamed about. The upbeat, “I Want To Thank You, Baby,” is a low-down, traditional funky bluer.

**I’M THE SKY** (2:31) [Saturday, BMI—Tanega]
I JUST NEED YOUR LOVE (2:06)

EDDIE RAMBEAU (DynoVoice 217)
Eddie Rambeau is a cinch to zoom up the charts in no time flat with this potent DynoVoice original titled “I’m The Sky.” The tune is an easy-going, dual-track folkish romancer with an infectious, lyrical repeating riff. “I Just Need Your Love” is a tender, low-key blues-tinged pledge of devotion.

**A WALKIN’ MIRACLE** (2:25) [Planet (ASCAP)—Harjo, Young, Levy]
**SANDY IS HER NAME** (2:15) [Frost, BMI—Mack]

**LITTLE BIT OF SUNSHINE** (2:33) [Bourne, ASCAP—Jacobson, Sexton]
**EVERYBODY LOVES A GOOD TIME** (2:15) [Blackwood, BMI—McCoy]
**CLYDE McPATTER** (Amy 959)

The vet songster can quickly re-establish himself in the chart sweepstakes with this top-flight Amy entry dubbed “Little Bit Of Sunshine.” The cut is a dramatic, lyrical, full-on-backed bluesy plea for romance without tears. “Everybody Loves A Good Time” is a rhythmic shufflin’ warm-hearted handclapper.

**HOLD TIGHT** (2:45) [Gatwick, BMI—Blakley]
**YOU KNOW WHAT I WANT** (2:35) [Near North, BMI—Blakley]
**DAVE, DEE, DOZY, BEAKY, MICK AND TICH** (Fontana 1545)

The British sextet seem to have enough good things going for themselves with this new Fontana offering, “Hold Tight,” to zip up the hits-villa path in real short order. The tune is a fast-moving, throbbing blues-soaked romantic rocker about a serious fella who would like a certain special girl to give up all perspective suitors. “You Know What I Want” is an easy-going ditty with a catchy years-back flavor.

**TAKE ME FOR A LITTLE WHILE** (2:08) [Lollipop, BMI—Martin]
**SOMEBODY IN THE NIGHT** (2:45) [Cheshire, BMI—Leathwood, Ellis]

KOUBAS (Kupa 737)
Although “Take Me For A Little While” has been treated several times before in disc form, the Koubas can utilize the tune as a vehicle to springboard them into international stardom. The crew reads the romantic bluer in a soulful, danceable style. “Somewhere In The Night” is given a pulsating rendition on the undercut.

**MOTHER, FATHER, WHERE ARE YOU** (2:30) [Hopeland & Blackwood, BMI—Stallman, Hirsch]
**I’M BRINGIN’ IT HOME** (2:05) [Blackwood, BMI—Taylor, Darby]

**TIM ROSE** (Columbia 43553)
Tim Rose stands a fine chance of rapidly moving into the national sales-light with this tip-top Columbia bow called “Mother, Father, Where Are You?” While produced by Carole King with Al很不错 Archfeld, the tune is a fast-moving, throbbing folkish rocker with a poignant anti-war message. Coupler, “I’m Bringing It Home,” is a hard-driving, twangy, happy-go-lucky affair.

Newcomer Pick

Cash Box—March 19, 1966
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NORMA JEAN'S BRAND-NEW RELEASE
"THE SHIRT"
(Copies of "Please Don't Hurt Me"
#8790. It's tailor-made for big sales, so order now!

RCA VICTOR
The most trusted name in sound
Newcomer

CRAZY LIKE A FOX (2:24) [Starday Kusada Little Guy, BMI—Kusik, Adams]

SHOCK ME (2:05) [Starday Kusada/Little Gay, BMI—Kusik, Adams]

LINK CROMWELL (Hollywood 1197)

Starday can certainly get a strong foothold in the pop field with this excellent muster on its Hollywood affiliate featuring newcomer Link Cromwell. The top lid, "Crazy Like A Fox," is a rhythmic bluesy folk-rocker with ample kick along. "Shock Me" is a raunchy, hard-driving teen-oriented upbeat romancer.

BestBets

TOMMY EDWARDS (Musicor 1159)

* I CRIED I CRIED (2:11) South Mountain, BMI—Randazzo [South Mountain] Sweet, lyric and quiet easy listening ballad warmly rendered by Tommy Edwards. Very appealing ballad about to be back again after a long gap. "I Cried I Cried" is the cute R&B gem.

* TRUE DO WHAT YOU HAND MUST (2:17) [Starday/Kusada/Little Mike, BMI—Weinstein, Randazzo] Easy paced tale of love.

LORRAINE CHANDLER (Giant 101)

* WHAT CAN I DO (2:38) [Earbarb, Caldwell, BMI—Ashford-Terry] Groovy medium paced rocker with tons of potential vocal work. This is the new "Misty Lips" one. "What Can I Do" is供应过 this side danceability and enhances its chances.

* I MUST BE DOING SOMETHING WRONG (2:34) [South Mountain, BMI—Weinstein, Randazzo] Easy paced tale of love.

VINCE CAREY (Turntable 717)

* LOVE LETTERS (2:17)

Pamela, Hicks, Young [South Mountain] Soft sweet emotion filled romancer should be by Carey in a sincere and moving manner. Pretty sounds should appeal to the teens. Lots of spins in store for this one.

*B+* FIRST GLANCE ROMANCE (2:31) [Lubeck, Gossamer, BMI—Cuss] Easy going romancer.

MIKIE & THE ARDONS (Giant 3019)

* THERE'S A CROWD (2:38) [Samfred, BMI—Harris] Smooth sweetly sung and pretty orchestrated tune. Built around a piano sound in the sad lyric. Watch for lots of late hours spins.

*B+* MAN OF LA MANCHA (2:08) [Fov, ASCAP—Dayton, Leight] Strong instrumental reading.

JOHN SUMMERS (Congress 264)

* LOOKING IN WINDOWS (2:50) [Marboro, BMI—Coner, Miller] Melodic lovey dovy ditty with an extra pretty dose of lush singing. Smooth vocal effort by Summers should be back again. This one catch on with young lovers.

*B+* DON'T FOOL YOURSELF (2:12) [Melod Trax, BMI—Martin] Quick happy sounding ballad.

* THE NIGHT (1:54) [Screen Gems-Columbia, BMI—Boyce, Hart] Groovy medium paced outing backed with tons of solid rhythm. Song's strings vocal should get listened to. Watch for both pop and R&B reaction.

*B+* THE GIRL'S GOT IT (2:38) [American, BMI—Page] Swinging shooting headlapper.

DICK GLASS (RCA Victor 8788)

* YOU CAN'T STOP TOMORROW (2:20) [East, BMI—Copper, Floyd, Jackson, Groovy rhythmic out- taking, BMI—Wolfe, Glass] Swinging lyrical poetic outing. Ditty in the Bob Lind bag should stir lots of action. Watch for heavy spinning in no time at all.

*B+* STEALIN' STEALIN' (2:28) [Peer Int'l., BMI—Shade] Interesting country-folk flavored outing.

EDDIE FLOYD (Stax 9966)

* THINGS GET BETTER (2:20) [East, BMI—Copper, Floyd, Jackson] Groovy rhythmic outing by Floyd. Meaningful love lyric should attract both B&B and pop audiences toward this one.

*B+* GOOD LOVE, BAD LOVE (2:15) [East, BMI—Isabell, Floyd] Soft easy paced ode.

THE DUDIES (Gaitly 112)

* LET'S NOT PRETEND ANYMORE (2:19)

[Garvax, BMI—Guilbeau, Cotten, Moore] Full bodied husky tale of a broken love affair. Smooth backing of the tender vocal can earn this effort loads of exposure. Good late hours spinning material.

*B+* WHAT A RELIEF, IT'S ALL OVER (1:54) [Garvax, BMI—Guilbeau, Cotten] Easy paced telling of the aftermath of love.

LEON MARTIN (LTD 402)

* I THINK OF LOSING YOU (2:25) [Unart, BMI—Buck] Swinging pretty orch duple ode of love. Martin does a smooth and sincere vocal job. Watch for lots of spins in store for this one.

*B+* FOR CRYING OUT LOUD (2:05) [Lowery, BMI—Stevens] Groovy easy paced rocker.

PAT LEWIS (Golden World 42)

* CAN'T SHARE IT LOOSE (2:34) [Myto, BMI—Clinton, Barnes, McCoy, Jackson] Soft rhythmic infectious husky outing. Sweet vocal effort by Pat Lewis could get this effort loads of exposure. Watch for reaction in the R&B market.

*B+* LET'S GET TOGETHER (2:31) [Myto, BMI—Davis, Jackson] Easy paced swaying ditty.

BOBBY SHERMAN (Cameo 409)

* HAPPINESS IS (1:59) [Mills, ASCAP—Evans, Parnes] Bobby Sherman and his friends have a happy song. A shark-like romancer backed by smooth powerful orking. Tamiko Jones does a strong, moving reading of the tune. Could happen with exposure.

*B+* LOVE CONQUERS ALL (1:48) [South Mountain, BMI—Ford] Sweet easy going ballad.

VIKKI CARR (Liberty 58589)

* TRUE LOVE'S A BLESSING (2:05) [Marson, BMI—Smith, James] Viikki Carr strikes again with another pretty pop reading of the currently red hot Sonny James C&W click. Sweet reading has some promise, catch on with Top 40 and middle of the road programmers in no time at all.

*B+* I HEARTACHES (2:40) [Leeds, ASCAP—Hoffman, Kleener] Sweet reading of the evergreen.

FLOYD & JERRY & THE COUNTERPOINTERS (Presto 1005)

* BELIEVE IN THINGS (1:54) [Routeen, BMI—F. & J. Westfall] Quick moving twangy rock outing with a groovy lyric. Smooth teen- oriented rock outing gives this led lots of dance appeal.


BOB MORRISON (Columbia 45655)

* I FALL TO YOU (2:49) [Chad, BMI—McCoy, Reid, Crossby] Quick moving hard-driving tune. Seductive, tear jerking female lead to be taken on by the strong vocal should get this side tons of exposure in short order.

*B+* AM I GLAD NOW (2:40) [Myto, BMI—McCoy, Jones, Reid] Slow husky lovey dovey ode.

ROBERT GOULET (Columbia 45588)

* YOUNG ONLY YESTERDAY (2:20) [Unity, BMI—Perpe] Soft smooth ballad read with emotion by Goullet. Sweet swaying sounds backing the chaster enhance this effort. Should get lots of good music spins.


THE PLATTERS (Musicor 1166)

* I LOVE YOU 1000 TIMES (2:30) [Lucid, BMI—Dixon, Fox. Somatic, melodic well strung out should go a long way toward reestablishing this group. Sweet romance lyric has lots of appeal for lovers of all ages.

*B+* HEAR NO EVIL, SPEAK NO EVIL, SEE NO EVIL (2:16) [Puddic, BMI—Redd, Nelson] Medium-paced tune asking for love.

NASHVILLE TEENS (MGM 13483)

* THE HARD WAY (2:10) [Baby Monica/Flomar, BMI—Simpson, Ashford, Arnstadt] Hard rocking highly danceable teen-oriented stunner. Lots of potent orking backing the solid vocal effort gives this lid lots of appeal and potential.


The Sunday Funnies (Capitol 1041)

* ANOTHER TIME, ANOTHER PLACE (2:45) [Rock, BMI—Botkin, Cole] New orner group, the bow with a funk filled slow paced rocker with tons of potent orking backing the hard vocal. Side should go a long way toward establishing this group.

*B+* HEADLINES (2:00) [Rock, BMI—Nilsson, Garfield, Botkin, Cole] Funky folk-rock sound with a cute lyric.
THE YOUNG RASCALS

**GOOD LOVIN’**

**Eddie**
(percussionist-singer)
Eddie’s the one the girls flip over. He helps Gene out with the comedy in addition to singing and beating tambourine.

**Felix**
(organist-singer)
Felix is terribly serious about music. Very sympathetic to far-out movements like third-stream jazz.

**Gene**
(guitarist-singer)
Canadian-born Gene plays guitar with remarkable depth and feeling. He has a great flair for comedy.

**Dino**
(drummer)
Dino wants to be the greatest drummer in the world. He practices constantly.

Watch them perform it on the Ed Sullivan Show, CBS-TV, Sunday, March 20.

Management: Sid Bernstein & Walter Hyman
Booking: Associated Booking Corporation

#2321
Best Bets

ANTHONY NEWLEY (RCA Victor 78763)

WHY CAN'T YOU TRY TO DIGGIDIDDIO (2:23) [Melody Trials, BMI—Hardy, Boyd] Easygoing happy-hour tune with a cute nonsense lyric. Newley gives a smooth vocal that should earn him some spils aptly.

(B+) IS THERE A WAY BACK TO YOUR ARMS (2:27) [Suffolk, BMI—Kasha, Hirschhorn] Powerful, moving tale of lost love and the desire to make-up.

THE ARTISTICS (Okeh 7243)

SO MUCH LOVE IN MY HEART (2:19) [Dakar, BMI—Strong, Miller] Groovy blues drenched outing backed by strong rhythm banding. Potent vocal work by the group makes this love lyric come to life. Watch for lots of R&B action.

(B+) LOVELAND (2:19) [Jaynee, BMI—Smith] Lifting soaring day dream.

THE CREATURES (Columbia 43486)

TURN OUT THE LIGHT (1:49) [MacPhee, BMI—Lindsay] Medium-paced easy rocking sound is this Irish group's debut side. Melody is tendering and strong vocals could quickly establish them in the U.S.

(B+) IT MUST BE LOVE (2:35) [Unart, BMI—Levenson] Same bag over here.

WAYNE COCHRAN (Mercury 27552)

GET DOWN WITH IT (2:27) [Lehll, BMI—Newton] Wild shouting and rockin' tempo of danceability wrapped up by Cochran's impressionistic vocal could move this lid into the limelight.

(B+) NO REST FOR THE WICKED (2:38) [Macon, BMI—Cochran] Hard heartwrenching mournful shout.

LINDA ANDAL (Columbia 43554)

SUMMER VALENTINE (2:15) [Amour, BMI—Reed, Manning] Smooth melodic little love out that works. Linda Andal's debut. Pretty poetic ballad backed by sweet overking should earn tons of spils for the young lark.

(B+) LONELY (2:40) [Salmat, ASCAP—Ouellette, Breeden] Sweet heartthrobber.

PATTI AUSTIN (Coral 62478)

SOMEONE'S GONNA CRY (2:00) [Regent, BMI—Elses, August] Medium-paced potent asked tale of what follows a break-up. Patti Austin could build a following for herself with this solid outing.

(B+) YOU'LL BETTER KNOW WHAT YOU'RE GETTING INTO (3:00) [Dakar, BMI—Robinson] Thrilling mid-tempo chant with lots of pretty backing.

MARV JOHNSON (Gordy 7051)

JUST THE WAY YOU ARE (2:50) [Jetobe, BMI—Johnson] Smooth soulful melody waiving afte of true love. Potent overking Johnson's warm chant should see this side action both pop and R&B.

(B+) I MISS YOU BABY (HOW I MISS YOU) (3:46) [Jetobe, BMI—Paul, Broadman] Medium-paced rhythm ode.

HENRY JEROME & HIS BRAZEN BRASS (Decca 31925)

THEME FROM PEYTON PLACE (2:30) [Robbins, ASCAP—Waxman, Webster] Powerfully orchestrated reading of the theme from the TV series. Solid arrangement is full-bodied and soaring. Highly infectious piece should get lots of spils.

(B+) FLEA MARKETS OF PARIS (2:54) [Northern, ASCAP—Jerome] Happy go lucky piece.

THE PURPLE GANG (Jerden 794)


(B+) ANSWER THE PHONE (1:52) [Puddyduddy, BMI—Garfield] Raunchy quick moving rocker.

VITA-MEN (Challenge 59327)

(B+) FROG LEGS (2:05) [4-Star, BMI — Mackendrick, Seals] Rocking!Gaunt for the dance floor Sidestripe.

(B+) I CAN'T HELP MYSELF (2:15) [4-Star, BMI — Mackendrick] Nice sound on this teen item.

ROBERTA MESHELL (Date 1505)

(B+) IF THERE'S PEOPLE UP THERE (2:36) [H&L, BMI—Vann] Highly attractive fantasy.

(B+) SPACE BALLAD (2:40) [BMT, BMI—Lind, Ruffin, Winters] Dreamy instrumental.

CHARLES THOMAS (Loma 2031)

(B+) LOOKING FOR LOVE (2:00) [H&L, BMI—Thomas] Screaming waller for r&b fans.

(B+) THE MAN WITH THE GOLDEN TOUCH (2:35) [Metric, BMI—Thomas] Ditto on the flip.

Rene BLOCH (Mira 217)

B+) IT'S TIME (2:39) [Ariona, SESAC-Chaplin] Sweet Latin-Jazz instrumental outing.

(B+) SWEET SHERRY (2:55) [Sister, SESAC-Plams, Good, Catty composer.

JOANNE SOMMERS (Columbia 43567)

B+) NEVER THROW YOUR DREAMS AWAY (2:34) [Blackwood, BMI—Levine] Ultra-middle-of-the-road cut.

(B+) YOU'VE GOTT POSSIBILITY (2:12) [Merley, ASCAP—Adams, Strouse] Lark up the tempo here.

OVERTONES (Ajax 175)


B+) PLEASE LET ME KNOW (2:44) [Sinni, BMI—Masi] Sentimental romancer.

DANNY MEEHAN (Mercury 2531)

(B+) FRENCHY (2:00) [April, ASCAP—Kuhl, Speigel] Up-tempo romancer for good good music fans.

(B+) YOU'RE GONNA HEAR FROM ME (2:38) [Remick, ASCAP — A.D. Previn] Charming reading of theme from "Inside Daisy Clover."

Cash Box—March 19, 1966
KATE’S GREAT in her fast-selling album of inspirational songs “How Great Thou Art” 10 weeks on the charts and moving up fast! LPM/LSP-3445

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MR. FREEZE • THE RIDDLE

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ZORBA THE GREEK

NATIONAL BREAKOUT ALL CHARTS
OUR MAN FLINT

MOVING UP FAST
Those Magnificent Men in Their Flying Machines or How I Made 25,000 Last Summer

THE BEST SELLING SOUNDTTRACKS ARE ON 20th CENTURY-FOX RECORDS
ALBUM REVIEWS

POP PICKS

MY LOVE—Petula Clark—Warner Bros. 1630

The dynamic Petula Clark brings a host of both recent and standard goodies to this LP titled after her latest smash single "My Love." Each of the twelve tunes are filled with the power, emotion and complete musicality that the lark brings to all her work. With "I Can Work It Out If I Were A Bell" and "The Life And Soul Of The Party," among others, backing the title tune, this package is destined for tons of sales.

BYE BYE BLUES—Brenda Lee—Decca DL 4755/74755

Brenda Lee, who has been successful in the country, rock and pop fields, comes across with a performance aimed at her fans in all of these areas. The wild Brenda Lee sound gets a thorough workout in this dynamic Decca package, with the lark's verve and vitality powerfully enhanced by ultra-sweet orchestral arrangements. Each of the twelve tracks in the LP are worthy of lots of spins.

THE SHADOW OF YOUR SMILE—Johnny Mathis—Mercury MG 21072/IR 6172

The captivating voice of Johnny Mathis is showcased on this fine collection of beautiful evergreens. Backed by a sweet orchestra, the chanter projects his showmanship by giving each tune heart-warming treatment and individual appeal. Lovers of good music should take a wealth of material with tracks like "A Taste Of Honey," "Moment To Moment" and "Yesterday." Great listening throughout the offering.

A TASTE OF HONEY—Pete Fountain—Coral 75686

Pete Fountain still has the flavor of New Orleans in his clarinet on this LP featuring mostly recent chart items done up in some lovely arrangements. Fountain's licorice stick glissens over "A Taste Of Honey," haunts throughout "The Shadow Of Your Smile" and stumps through "The In Crowd," giving the disk great range as a satisfier of varied musical tastes. LP should be a top item in the growing Fountain catalog.

THE OSCAR—Faith/Original Soundtrack—Columbia DL 6530/OS 2950

The recently-opened E. Levine production "The Oscar" is sure to be a big box-office draw and this Columbia soundtrack package should get equally good results. Highlighted by an all-star cast that includes such names as Stephen Boyd, Elle Magic, William Berke, Ernest Borgnine and Troy Bennett, the film is spiced by a powerful soundtrack from the multi-award-winning pen of Percy Faith. In addition to the top instrumental tracks throughout the album, boasts of a Tony Bennett vocal in "Maybe September."

STILL MORE GENIUS OF JANKOWSKI—Horst Jankowski—Mercury MG 21072/IR 6176

Composer, arranger, pianist Horst Jankowski has a fitting follow-up to his "Genius" and "More Genius" LP's with this collection. Present here, as in his two previous packages, is the inimitable Jankowski touch. Good music spinsters will have a host of selections to choose from with such tracks as the musician's unique interpretation of "A Taste Of Honey," all time favorite "Twilight Time" and a new composition entitled "Black Forest Holiday." Watch this one.

THE SILENCERS—Bernstein/Original Soundtrack—RCA Victor LOC/ISO 1120

The latest of the paperback superspies to emerge on the silver screen, Matt Helm is showcased in Columbia's Pictures "The Silencers," which stars Dean Martin (as the derring-do government agent), Cyd Charisse, Stella Stevens and Dallah Lavi. The pulsing excitement of the plot is matched and enhanced by the excitement of the soundtrack, composed and conducted by Elmer Bernstein. Good action can be expected from spy fans. Some of the tracks include "Spy Chase" and Vikki Carr's vocal of "The Silencers."

THE BEST OF RONNIE DOVE—Diamond D/SD 5002

Consistently decorating the hit singles and album charts, Ronnie Dove has collected a whole flock of his recent and while-back winners and packaged them in one highly commercial album. Kicking off the session with his "Say You" winner, the chanter continues in the same winning vein with such memorables as "One Kiss For Old Times' Sake" and "I'll Make All Your Dreams Come True," among other Dove favorites. Buyers should get on this one in a hurry.

IL SILENZIO—Nini Rosso—Columbia CL 2464/CX 5364

Italian trumpeter Nini Rosso has a potent sales pitcher after including his international hit single, "Il Silenzio." Rosso's style and his ability to interpret a song, combined with the luscious melodies included, make this package a thoroughly enjoyable listening experience. Good listening bets, in addition to the title track, are "Nostalgia," "Theme From Tchaikovsky's Piano Concerto No. 1" and Chopin's "Nocturne."

SANDY—Ronny & The Daytonas—Mala 42002

Ronny and the Daytonas have follow-up LP to their "Sandy" click that should chart and enthrall. The tracks are somewhat melodic and sweet and should set the mood at lots of late hours parties. In addition to the title track, "If I Had My Way" and "Something To Love You" are just a sampling of the pretty romancers on the disk.

TAKE ME FOR WHAT I'M WORTH—Searchers—Rapp KL 1477

An English foursome that has scored well on this side of the Atlantic, the Searchers have dashed up another walleping album session, dubbed after their latest charter, "Take Me For What I'm Worth." In addition to rocking with the frank- tastics "Making The Grade" and the growing hits with such ditties as "You Can't Live To A Lie" and "Don't You Know Why," making a potent package for the teen consumers. Should be big.

THEM AGAIN—Parrot FA 61008/PAS 71008

They should add many fans to their following with this driven LP. In the package, the group moves very close to the jazz idiom by introducing vibes, saxophone and flute. Songs included are "Could You Be Mine," a tune penned by Them's lead singer Van Morrison, Bob Dylan's "It's All Over Now, Baby Blue," and jazz-oriented "Don't You Know." Powerful tunes and the group's fine presentation could make this one a winner.

WHEN YOU'RE IN LOVE THE WHOLE WORLD IS JEWISH—Various Artists—Rapp KRL 4506/KRS 5506

Following up its giant comedy production, "You Don't Have To Be Jewish," Rapp Records has followed through with another chartbusting laugh session called "When You're In Love The Whole World Is Jewish." Bob Booker and George Foster, who, in addition to the aforementioned smash, provides and produces with such tunes as a "First Family" LP, are also responsible for this side-splitting effort. Heavy sales can be expected real soon.

THE MAGIC OF MAKEBA—Miriam Makeba—RCA Victor LPM/LS/ 3512

Miriam Makeba has captivated audiences for many years, and this LP could possibly be one of her finest efforts. The songstress has called maus from various sources, and the resulting album shows the broad range of her talent. Included is "What A Difference A Day Makes," written by a base player, Bill Salter, "Sunrise, Sunset," a melody from "Fiddler," set here in bossa nova style, and the South African tune, "Qongam." A strong bid for chart honors.
Closeup of TV star Mike Douglas. Dissolve from one big hit single to another.

"Here's to My Jenny"

S-10002

And his album is selling better than ever!
POP BEST BETS

GREATEST HITS—THE EARLY YEARS—Frank Sinatra—Columbia CL 2474/CS 9574
One of show business’ most versatile performers, Frank Sinatra still rides at the top of the male vocalists lists after a generation on the recording scene. For the hordes of the crooner’s fans, Columbia has dug into its vaults to come up with a priceless collection of tunes that helped rocket Sinatra to stardom. Among the past giants included on the LP are “Sunday, Monday Or Always” and “The Coffee Song.” A must for good music fans.

MISS SMITH GOES TO NASHVILLE—Connie Smith—RCA Victor LPM/LSP 3528
Country singer Connie Smith not only went to Nashville—she conquered it, and this LP proves why. Backed by country picking and singing, the lark serves up a tasty group of evergreens plus her recent chart rider, “If I Talk To Him,” her current winner, “Nobody But A Fool,” and “I Don’t Have Anyplace To Go.” The lark’s big voice and the selection of material should make this collection a big favorite with lovers of the sound.

JODY MILLER SINGS THE GREAT HITS OF BUCK OWENS—Jody Miller—Vanguard 2446
Songstress Jody Miller comes on strong with this package of hits by country artist Buck Owens. Accompanied by a rocking rhythm section, with strings and horns in the background, the lark gives new meaning to the ballads and a fresh approach to the uptempo numbers. With such songs as “Act Naturally,” “Crying Time” and “Under Your Spell Again,” the album could be a winner in both the C&W and pop fields.

JANE MORGAN IN GOLD—Jane Morgan—Epic LN 24196/BN 26190
One of pop music’s most charming representatives, Jane Morgan is sure to attract heaps of attention from good music spinners and buyers with this molten gold session. The warm, earthy style of the artist is set to a handpicked collection of biggies from the contemporary chart scene and the impeccable orchestration and vocal arrangement make this one of her best LP efforts to date. Top rungers in the set include “Yesterday” and “1-2-3.”

BOUT CHANGES AND THINGS—Eric Anderson—Vanguard VRS 9206/VSD 9296
Among the rising young composer-artists in today’s folk field is Eric Anderson, as this second Vanguard LP, attests to. Ten of the twelve tunes on this disk were penned by Anderson and each is a poetic expression designed to draw a reaction from the listener, a task that is successfully accomplished. From the lyrical “Violets Of Dawn” to the haunting “Thirsty Boots,” Anderson takes steps to please his fans.

TWO SIDES—Tex Williams—Boone LP/LSP 1210
Tex Williams has been making quite a bit of noise of late on the country chart and could make equal noise with this his first Boone LP. All of his recent hit singles have been included in the package, with such titles as “Too Many Tigers” and “Bottom Of A Mountain” giving the set a generous heaping of sales potential. Other tracks include c&w favorites “Lonesome 7-7203” and “Deck Of Cards.”

WE DIG PAT DAHL—Audio Fidelity AFSD 6157
In her album debut on Audio Fidelity, Pat Dahl comes across with a performance that may win her a large audience. Clearly, audacious interpretations have been set to a tasty lineup of tunes, including such unusual items as “Soulhearted Men” and “On The Good Ship Lollipop,” while the songstress swings with older like “I’m In Love With The Honorable Mr. So & So” and “Show Me.”

JAZZ PICKS

RARE FORM—George Shearing Quintet—Capitol
George Shearing should find a warm reception to his collection of melodies that range from Broadway-Hollywood hits to melodic Shearing originals. Recorded live at the Black Hawk Club in San Francisco, this LP opens with the throbbing vitality of “The Sweetest Sounds,” moves to the Shearing-penned “Station Break” and closes with the humorous “Boy, Look And Listen.” With the lovely sound of the quintet, the LP makes for top listening.

STAGE RIGHT—Oscar Peterson Trio—VSP/VPS 11
This lovely set of easy to listen to jazz is one of the initial entries on MGM new VSP jazz budget line. Peterson and his trio should easily satisfy many fans with such top notch tracks as “Tenderly,” “Anything Goes” and “Baby, Baby AB.” This LP should be a sure sales item with jazz buffs.

HERE’S THAT RAINY DAY—Paul Horn Quintet—RCA Victor LPM/LSP 3519
Saxman Paul Horn is one of the highlights of this LP, a goal that it masterfully fulfills. With Horn alternating between several flutes and the clarinet, while the backing of vibes, bass, drums and piano weave a soft web of haze over the proceedings, a number of volumes known to all listeners of an introspective dream world. Some of the blue ribbon efforts include “Laura,” “On A Clear Day” and the title track.

CLASSICAL PICKS

BARTOK/CONCERTO FOR ORCHESTRA: NAC/HERBERT VON KONIGSMARK—Stell/Cleveland Orchestra—Columbia ML 6215/MS 6815
These two excellent works are given masterful interpretations by the Cleveland Orchestra and maestro George Szell. Bartok’s piece was one of his last, written in America, and is coming to be recognized as one of his finest. Janacek, who was formerly only recognized in his native Czechoslovakia, has as many as others, only come to fame posthumously, and this piece serves as a strong introduction to this composer.

TCHAIKOVSKY/SWAN LAKE & SLEEPING BEAUTY SUITES—KARAJAN/Vienna Philharmonic—London CM 4942/CS 6455
Tchaikovsky’s first and second ballets are both represented on this LP, as rendered by the renowned Vienna Philharmonic Orchestra under the baton of Herbert von Karajan. The two internationally hailed pieces are given readings (albeit out of sequence) that will bring fond reminiscences to those who have seen and enjoyed these works performed and enjoyment to lovers of classical music in general.
Singled out for stardom:

Name: THE JAMES BOYS
Single out: "BAD REPUTATION"
4-43488

Name: PFC. DEXTER ALDER
Single out: "PAPER DOLL"
c/w "DON'T BLAME ME"
4-43545

Name: EIGHT FEET
Single out: "BOBBY'S COME A LONG, LONG WAY"
4-43200

On COLUMBIA RECORDS

Cash Box—March 19, 1966
A veteran of 14 years in the record industry, Frost has held positions at both Decca Records and Urania Records. In 1958, Frost studied conducting at the Accademia Chigiana in Siena, Italy. Jane Friedman, in her new capacity, will be responsible to McClure for assisting in planning and implementing Masterworks recording and release schedules and assisting in the preparation and maintenance of Masterworks budgets. She will also maintain departmental liaison with CBS Records International and Artists and Repertoire management of overseas affiliates relative to product utilization and artist relations.

Prior to this assignment, she served as manager of classical A&R and executive at CBS Records International. In addition, she has had relationships with the Columbia Records Sales Division and with Epic Records' classical A&R.

AF Spring Sales Program Features Six Albums

NEW YORK—Harold Drayson, vice president of Audio Fidelity Records, has announced that six new LPs will be included in the Spring Sales Program, an evolution of the Winter LPs. Included in the program are two classical releases, Bruckner's Symphony No. 7 and Mozart's Don Giovanni, and four other titles with the Columbia Records Sales Division and with Epic Records' classical A&R.

Another LP, “The Zipani Ballet,” features this ballet troupe of dancers and musicians doing their native Hungarian dances, as well as music. Also included in the releases are “Viva Marichi,” recorded in Mexico by Arcadio Elias, and “The Veteran Instrumentalists,” as well as another title, “Hit the Road Jack,” pianist Jack LaFerla, who will release the label under his new exclusive contract, and “Starry Eyed and Breathless,” the first LP by the firm’s new vocal group, the Spice Strings and Orchestra. Jack LaFerla's Orchestra will be featured with him on the “Hit the Road Jack” LP.

Music, Music, Music Expands

NEW YORK—Music, Music, Music, publishers of “The Ballad Of The Green Berets,” S/Sgt. Barry Sadler's chart success, has announced they will expand its offices on Mar. 15 with a move to 1773 Avenue of the Americas. Gierlach and Phyllis Fairbanks, exec of the pub, have also announced that they will open a new office in Hollywood for their staff as office manager. Miss Fairbanks, who was formerly exec administrator of The Tower of Light at the New York World's Fair, has experience with international foreign contracts, etc.

Gierlach and Fairbanks have also announced that Sadler, who wrote “The Ballad Of The Green Berets” as well as recording it, is about to publish his first single, an own the copyrights to the 12 tunes in his best-selling Victor LP.

Victor Gets Hefti Under Long-Term Deal

NEW YORK—Neal Hefti has inked a long-term, exclusive contract as an arranger with RCA Victor. The deal was announced last week by Steve Sholes, the label's top A&R VP. Hefti, who of late has been concentrating on the scoring of major films already has a hit with Victor in the single “Batman Theme,” which he composed as the signature tune to the highly-rated new ABC-TV series, “Batman.” The LP, “Batman Theme, and Other Hit Bat Themes,” is also on the charts.

As a composer, Hefti is also repre- sented in the film world by his soundtrack score to the film “Boeing Boeing.” Hefti's first LP, “Berlin Suite,” for Victor, Hefti has composed, arranged and conducted the scores to “Lord Love A Duck,” “Harlow,” “My Very Own Wife,” “Synaon” and “Sex And The Single Girl.”

From the score to “Harlow,” Hefti's song, “Girl Talk,” is nominated in several categories for a Grammy Award this year.

Hefti is also the composer of several chart-topping single releases, as “Lil Darlin’,” “Cute,” and “Coal Reef.” He has worked in one capacity or another with such industry names as Count Basie, and FrankSinatra.

A west coast resident, Hefti's records will be produced in the RCA Victor Studios in Hollywood by Neely Plum.

MGM Releases Single Featuring Voice Of Hank Williams

NEW YORK—MGM Records has released a new single featuring the voice of the late Hank Williams in his classic recording of “I'm So Lonesome I Could Cry.” The original Williams’ track has been augmented and updated with strings, vocal choir and a modern Nashville piano sound.

The entire concept of the track is being supervised by MGM Nashville A&R producer Jim Vienneau. The new background arrangements were cut in Nashville and arranged by Bill McElhiney.

Both Vienneau and the MGM exec team and Wesley Rose, head of Acuff- Rose Publications, who owns the copyrights, feel that the disc will command substantial new airplay and sales activity in view of the current success of the song "I'm So Lonesome." This is written by B. J. Thomas on the Scepter label, and an “ ‘I'm So Lonesome’ of other Williams' classic, “You Win Again.”

In accordance to the firm, the disc marks the start of a new campaign on Hank Williams product, in which singles and albums by the late singer-songwriter will be issued, all featuring the modernized background approach.

Gensler To Open Manhattan Disk Shop

NEW YORK—Mickey Gensler, formerly of the SpinDisc record shop in the Bronx, N. Y., will open his own retail disk store, Gensler Discos, Inc., at 150 West 34th St., in Manhattan. He expects to be in business there about April 1. The store is right opposite the R. H. Macy's department store.

Hickory Names New Distributors

NAVASHVILLE — Hickory Records has changed distributors in both the Philadelphia and Memphis markets, it was announced by the firm's sales manager, Lester Rose.

In Philadelphia, the entire Hickory line including its pop and country albums and singles catalog will henceforth be handled by Chips Distributing Co. The line was formerly distributed by Elektra.

In Memphis, the Hickory line will be handled by Memphis Delta, which is subsidiary of the Paul Glass firm. McDonald formerly handled Hickory in Memphis.
Shaping up into a big hit single...

"SHAPES OF THINGS"
5-9891

"SHAPES OF THINGS"
5-9891

"SHAPES OF THINGS"
5-9891

"SHAPES OF THINGS"
5-9891

by THE YARDBIRDS

Cash Box—March 19, 1966
### 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.

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#### AUDIO FIDELITY

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<th>Album</th>
<th>Artist</th>
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<tr>
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#### BAKKAR

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<td>Charlie Parker</td>
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#### VARIOUS ARTISTS

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#### VARIOUS ARTISTS

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NOMINATIONS FOR THE 1966 GRAMMY AWARDS

BEST RECORD OF THE YEAR
A TASTE OF HONEY

BEST ALBUM OF THE YEAR
WHIPPED CREAM & OTHER DELIGHTS

BEST INSTRUMENTAL PERFORMANCE (NON-JAZZ)
A TASTE OF HONEY

BEST INSTRUMENTAL ARRANGEMENT (TO THE ARRANGER)
A TASTE OF HONEY...HERB ALPERT

BEST ENGINEERED RECORDING (NON-CLASSICAL)
A TASTE OF HONEY...LARRY LEVINE

BEST ALBUM COVER—PHOTOGRAPHY
WHIPPED CREAM & OTHER DELIGHTS
**NEW YORK:**

A light that has been slowly building at the Woodrow Wilson is in full bloom at Town Hall last week when George Wein’s SRO crowd took a look at the premier of his new recording, in his first major solo concert appearance in N.Y. by an SRO crowd that was well received by the fans who, although they had no tickets, came anyway. It’s not that someone decided he couldn’t make it.

Sky’s music, whether he sings of love, or gun and murder, or anything at all, is often well performed and beautifully staged. His wry comic patter keeps his audience happy and highly receptive. Sky is also to be noted as a composer of parts with such tunes as the flu. Peer Southern vice president David Morris, was challenged to write the lyrics to a popular song by musical director James Romano of the show. If Prometheus wrote the music. Space man.

Talking about long running engagements, the Bee Gees trio, featuring Mark and Robin Gibb, is starting its third year at the Copacabana. The Boys are currently working on their second LP release during mid-week with the rhythm to my My Heart Be Cast Into Stone” is out this week.

... The Hudson Health Club hosted the “Funny Girl” cast to a midnight “Gym and Swim” party. The club will be doing the same for the club.

**HOLLYWOOD:**

That discordant note from the East Coast last month on our way to the NARAS awards dinner. There are fractious, spulentful grousings (some warranted and others prejudiced) reverberating from Sunset Blvd. to New York.

Frances Scott’s answer to Jerry Wexler is well taken. . . satisfying all segments of an industry is never an easy task, especially when so many talented individuals are involved, and when the criteria for the awards are toughly enforced, but instead, artistic achievement.

Nevertheless some youthful execs and producers tell us that they’re considering the possibility of resigning from the music business, while others have already decided that it is a temporary and fractional fantasy.

One industry executive claims that there are still too many omniscients, inconsistencies and deficiencies in too many categories. He requests that we check off the names on the Quality Control list and review the committees here, Nashville, Chicago and N.Y. We’d be astounded, he says, to discover how many of those patriarchs are not actually engaged in contemporary music—how many no longer are even associated with the recording industry. Should not, he asks, the changes come from the top down? Should not some of the major labels, and perhaps the independent sides—choose not to run, and make it at all?”

The field of music publishing is one in which you might make over $60,000 per year. You might also lose the same $50,000 if you failed to make a full song. This is the offer for whom. The publishing firm is Music-Manual” authored by attorney-UCLA master’s degree in music, and is a thoughtful task, and that it might help make the volume more readable. The draft, begun in February 96, was completed several months back and the final draft was finished just a few weeks ago. There are 1000 pages here and 615 chapters—the third in a series. First book was “The Record Industry” and the second “The Music Industry.” The newest is aimed primarily at music secretaries and sets forth, step by step, the operating procedures for a publishing house. It covers the music business to Z—Agreements with writers to Zeros copys of various devices such as cartoons, comic strips, flow charts and the comprehensive pine, in his soon to be released “Slightly Latin” album. . . Chet Gierfach and Rolfe Johnson of the Drome Lounge in Detroit, will release its second album on March 1st. This album is in his soon to be released “Slightly Latin” album. . . Chet Gierfach and Rolfe Johnson of the Drome Lounge in Detroit, will release its second album on March 1st. This album is in his soon to be released “Slightly Latin” album. . . Chet Gierfach and Rolfe Johnson of the Drome Lounge in Detroit, will release its second album on March 1st. This album is in

**CHICAGO:**

Talk of the town this past couple of weeks is a group called the Shadows Of Knight who made it big with their hit “Dun Dun” (300,000 sales worldwide). Sales reported out of this area have been phenomenal! At last count, Ron Riley’s (WLS) Batman Weekend Special has been a huge hit, and now has been renewed for another 12 weeks! . . . Eva Delin’s Newsmakers is now handling p.r. for near north Chicago record company, Le Lister, which recently launched a name entertainment policy. Country music producer Reginald Francis, whose sister is a singer, opened a new record store and has a Wrigley Epps on bongos. . . Linelight’s Roland Kirk, currently appearing at the Winter Garden in Chicago, was in town to promote his album. . . . Ralph Cox long distance from New York that the Brandywine Singers have purchased the rights to the song “Step The World I Lost My Yo Yo” by The Beatle’s former member, John Lennon.”

**Oxford (WKEB):**

Among the moving singles out of Carmi, Dist. are Ray Charles’ “Together Again” (ABC), “I’ll Take Good Care Of Her” (Colgems) and “I Will Do It By The Baby Dolls (Room). . . Local impresario Ed Pasdarr has quite a lineup of shows coming up this season starting with The Hollies and Peter & Gordon (4/22), followed by Jack Jones (4/24), Gene Pitney, Chad & Carey (4/25), The Animals (5/3), The Dave Clark Five (7/24) and Herman’s Hermits and The Animals (7/31) . . . Mercury Records hosted a lunch for his new single “The Beatles Never Were” by Wayne Cochran & his C. C. Riders, who are in town for a week-long engagement at the Regal Theater (11-18). . . . Newest spa in town is the Ed Tondin Spa. . . Well, featuring live entertainment.
OVER $1,000,000
IN ADVANCE ORDERS

BIG HITS
(HIGH TIDE AND)
(REEN GRASS)

THE ROLLING
STONES

INCLUDING
19th NERVOUS BREAKDOWN
SATISFACTION
GET OFF MY CLOUD
AS TEARS GO BY & 8 OTHERS

10 PAGES OF COLOR
PHOTOS

PRODUCED BY ANDREW LOGGOLDHAM

LONDON
MONO NP-1  STEREO NPS-1

Cash Box—March 19, 1966
NEW YORK—Ahmet Ertegun, president of Atlantic Records, announced last week that Atlantic-Atco would hold its semi-annual distributor sales meeting Mar. 27-30 at the Deauville Hotel in Miami Beach, Fla. It will mark the first sales meeting for the company since the conclusion of its most successful year, 1965, a year in which the firm zoomed up 100% over 1964.

All Atlantic and Atco distributors are invited to the sales meeting and it is expected that there will be 100% attendance. Top label brass including Ahmet Ertegun, Jerry Wexler, Nesuhi Ertegun, Bob Kornheiser and Len Sachs will be present, as well as all of the company’s field men.

U.S. Build Up Begins For Mireille Mathieu

NEW YORK—Following a dynamic American debut on the Ed Sullivan show, French singer Mireille Mathieu is being prepared for a big build-up here.

Already a leading new artist in France for the Barclay label, an announcement is imminent on a label affiliation in the U.S., Eddie Barclay told Cash Box last week. Barclay, accompanied by his wife, the singer’s manager, Johnny Stark and Norbert Saada, artistic director of Barclay, were among those who flew to New York to see Mireille perform.

Although she was likened to the Edith Piaf by Sullivan and she sang “If You Love Me, Really Love Me,” the standard associated with Piaf, Mireille doesn’t consider herself Piaf’s successor and is not promoted as such by the label.

Another strong network exposure for the performer will be an upcoming guest shot on the Danny Kaye Show. She’ll then visit Honolulu, returning home from there to record another

Alpha Has UA In New York

NEW YORK—The United Artists label is now being handled in the New York area by Alpha Distributing. A staff in last week’s issue incorrectly named another Gotham distrub.

MGM To Launch Major Push For ‘Singing Nun’ LP

NEW YORK—The promotion for the new MGM Records soundtrack album of “The Singing Nun” reportedly will be one of the most extensive in the company’s history, tailored to the leading international markets as well as encompassing every domestic outlet connected with the music industry. The deluxe recording is highlighted by Debbie Reynolds singing the songs made famous by the Belgian group who inspired the film, and will be released next week in conjunction with the Mar. 17 opening at Radio City Music Hall. Since the first recordings by the Singing Nun were three years ago, they have become popular hits throughout the world. As a result of their success, the actress has recorded many of the film’s top hits in French, Spanish, Italian, German, and Japanese, in addition to the English version. These will be launched with a unique foreign campaign that will reach as far as Africa, the setting of the final scenes of the John Beck Production.

Hazlewood In Moving Office

HOLLYWOOD — Lee Hazlewood, writer-producer of the Nancy Sinatra's "These Boots Are Made For Walkin'" hit, has set up his production company in a special mobile office trailer. The trailer is currently situated in the courtyard of the building that houses Criterion Music, located at 6124 Selma, Hollywood.

Speaking of Golden, president of Criterion, she made the presentation of the trailer, which includes extensive hi-fi equipment, a refrigerated bar, and a special pair of "Gold Boots" for Hazlewood's desk.

In addition to producing records for Nancy Sinatra, Hazlewood's Production Company handles Dino, Dea & Billy, Danny Warner, nine-year-old Dona Butterworth, the Ring-a-Dings, and Dena Martin (Dean Martin's daughter). He also produces with Marty Cooper the Schackelfords for Capitol, the Woodchucks and his own records for MGM, and he has recently producing Duane Eddy for Colpix. Hazlewood's production is non-exclusive and is open to all labels.

Memories Are Made Of This

(Atlantic 2335)

Watching The Late Late Show

Don Covay (Atlantic 2335)

We're Gonna Let The Good Times Roll

Jody Miller (Capitol 5594)

True Love's A Blessing

Denny Jonas (Capitol 5536)

You'll Be Needin' Me

Lottermann (Capitol 5538)

Baby I Need You

Sam's Sessions (Carnival 574)

Smokey Joe's La La

Google Boys (Paramount 549)

What Did I Have That I Don't Have?

Tyke Egerme (Columbia 4354)

Bye Bye Blues

Andy Williams (Columbia 43519)

Peeping & Hiding

Lloyd Price (Douglas 1 739)

That Wonderful Girl Of Mine

Ann Stewart (Epic 9886)

Here's To My Jenny

Mike Douglas (Epic 10001)

Tossin' & Turnin'

Danny Joe (Epic 9887)

New Additions To Top 100

69—A SIGN OF THE TIMES Petula Clark (Warner Bros. 5802)
75—FRANKIE AND JOHNNY Joni Proby (Columbia 4787)
82—SOMEWHERE Len Barry (Decca 29192)
84—SIPPIN' N CHIPPIN' Y.T. Owens (Liberty 5306)
85—TIME Patsy Scott Singers (Columbia 43437)
86—KICKS Paul Revere & the Raiders (Columbia 43556)
87—GLORIA Andrae's of the Knight (Dunwich 114)
88—GOT MY MOJO WORKING Jimmy Smith (Verve 10212)
89—HELPLESS Kim Weston (Gordy 7050)
90—NO MAN IS AN ISLAND Phil Phillips (Phillips 130)
90—THE PHOENIX LOVE THEME (SENZA FINE) Renzo Rossi (Roulette 1603)
90—DARLING BABY Elpis (V.F.P. 2290)
100—YOUNG LOVE Lesley Gore (Mercury 7253)
100—SHE BLEW A GOOD THING Fats (Clement 214)
100—I CAN'T LET GO Hollies (Imperial 61518)

Solid Gold

Herman, of Herman's Hermits, proudly displays the gold LP awarded to the group for their "Best of Herman's Hermits" LP. Surrounding him are (standing, left to right) Barry Whitwam, MGM's president Mort Nasatir, Herman, Keith Hopwood and the group's producer Mickie Most. Seated are Derek Lockenbury (left) and Karl Green. This is the group's fifth RIAA gold record for both singles and albums.
the small faces
now #1 in England
with
SHA-LA-LA-LA-LA-LEE

#9826

Tremendous sales
first week in U.S.A.!
Vanguard Pops

Vanguard records is launching an anti-poverty campaign with the signing of the Vanguard. The group’s first single “I Can’t Make A Friend” will be released this week. Seen here with the group are (left to right) Ed Miller of Miller-Martin, producers of the side, manager Frank Scinarlo, Trade Martin and Vanguard’s national sales manager Herb Cor- 
sack.

Omen Distrib Changes

NEW YORK—Jerry Moss, president of A&M Records, and Lelan Rogers, head of Omen Records, have announced a change of distributors in two markets for the Omen label. In the San Francisco market the change was made from C&C Distributors to Paul McKimine and Danny Zeitzer’s Independent Music Sales, a division of H.R. Basil. The move in Houston was from H. W. Daily to United Record Distributors, owned by Steve Feno and Marje Kunkel. According to the firm, the split in distributorship will give the fullest promotional benefit in each market to A&M and Omen Records.

Feist Named MPPA Exec

NEW YORK—The Music Publishers’ Protective Association has just announced that Leonard Feist has been elected to the newly created post of executive secretary. He will report directly to the president of the Association.

Feist has a broad family background in music publishing and has had wide experience in the field of music publishing, both domestically and internationally. For many years he has been active in Washington on behalf of the interests of music publishers. Since the formation of the Coordinating Committee on Copyright Revision, which includes the major groups concerned with copyright, he has been deeply involved in this legislative process. His connection with MPPA is expected to stimulate new areas of activity.

Deca Adds 4 C&W LP’s To March Album Program

NEW YORK—With the rapid growth in recent years of country music, a new Deca release by four of the top names in the field, Loretta Lynn, Ernest Tubbs, Jimmy Newman and Red Sovine, is expected to add further impetus to the company’s previously announced March incentive program. Voted tops among female country artists, Loretta Lynn is represented on a set called “I Like ‘Em Country,” which includes her latest single, “Dear Uncle Sam.” Hall of Famer Ernest Tubbs has a set titled “By Request,” while Jimmy New- man’s latest is dubbed after his recent hit single, “Artificial Rose.” Rounding out the release is the inclusion of Red Sovine in Deca’s “Country Monday Time” series. Full color in-store and window displays, spotlighting all the new products, have been designed and are available from local Deca branches. The company’s field force is currently contacting their accounts with full details of the program.

Epic Releases Jane Morgan LP

NEW YORK—Epic Records has released a new album by Jane Morgan entitled “Jane Morgan in Gershwin.” The package, which contains a collection of songs that enjoyed Top-status as singles, includes “A Taste of Honey,” “Queen Of The House,” “Yesterday,” “What The World Needs Now Is Love,” and many others.

DOT SIGNS BRIAN FOLEY

NEW YORK—Brian Foley, the 19-year-old singer who made his professional debut last week on the Merv Griffin TV show, has signed for a Dot recording contract and an exclusive publishing deal with Mills Music. Mills reserves the rights to some 37 songs, Foley has written, as well as ones that are still in the works for Foley to compose in the future.

His signing with Dot preceded the first of Foley’s two sides. The cuttings, an updated version of Jimmy McHugh’s “After Midnight” and “Hello and Goodbye,” a ballad composed by Foley. Foley will debut his p.a.’s TV show until he graduates from Harvard University, the singer’s major in History in June 1968.

Nonesuch Plans Release Of Multiple-Disc Packages

NEW YORK—Nonesuch Records has announced that within the next few months it plans to release a number of multiple-disc packages, with repertoire ranging from Baroque to romantic and contemporary music.

Just issued is a two-record Brahms set containing the “German Requiem” “Alto Rhapsody,” and the first available recording here of the “And Gedenkspürche,” a ten-minute choral work with text derived from the Bible. Vocalists in the “German Requiem” are soprano Teresa Stich-Randell and tenor James Pease and the soloist in the Alto Rhapsody is Grace Hoffman. Orchestra and choral forces of the Norddeutsche Rundfunk of Hamburg are directed by Carl Bamberger.

Late this month, the firm will issue a three-record package of Bach’s St. John Passion. The set features an international cast of singers including Agnes Giebel, soprano; Wilhelmhe Mattes, alto; Richard Lewis, tenor; and Heinz Rehfuss, bass. André Vandenoot is in charge of the Chorus and Orchestra of the Amsterdam Philharmonic Society in this recording.
Lear Jet Stereo Appoints Three

DETROIT—James K. Gall, director of marketing for the stereo division of Lear Jet, last week announced several appointments to division positions, including those of George P. Bechtel as advertising manager for the firm's Stereo products, Paul E. Featherstone as contract sales manager and John E. Pritchard as district sales manager for Michigan, Ohio, Indiana and parts of W. Virginia and Kentucky.

Bechtel will be responsible for Stereo advertising, sales promotion, and public relations, and will also handle coordination of national and local promotional campaigns. His former affiliations include positions with Lever Brothers and Helen Curtis, as well as a sales promotion management position with Arvin Industries.

Featherstone, who joins the company with over 20 years experience in the appliance and recording industry, will be responsible for development of cartridge sales and will also handle OEM sales and contracts for the Lear Jet Stereo 8 cartridges. He has formerly been associated with Capitol Records as a vice president in sales, and was marketing director of the Fairbanks-Morse Electronic Division.

Pritchard has been associated with the automotive representation field for the past five years, and, prior to that, had been affiliated with the marketing division of Ford Motors. He will represent Lear Jet stereo division in development of distribution throughout the five-state midwest area.

In announcing the appointment, Gall stated that the three bring a high degree of professionalism to the firm and will offer expert service to both company and those with whom the firm does business.

Section Of Gold Curtain Due In Victor Met Anthology

NEW YORK — RCA Victor Records hopes to ring-up on the famed gold curtain of the Metropolitan Opera. The label, it was made known last week, intends to buy the curtain after the Met closes at its present site on Broadway, cut it into small squares (about 50,000 of them) and offer them as a small remembrance of the old opera house as part of a 3-LP set, "Opening Night At The Met," which will feature some 30 singers who sang at Met openings nights at various intervals from 1893 to 1959. The LP is expected to be issued in September.

The Met, of course, starts a new era at Lincoln Center this fall. It's been reported that Victor is negotiating for rights to record the new Samuel Barber opera, "Anthony & Cleopatra," the first opening night presentation at the Lincoln Center.

NARM: The Social Scene

MIAMI BEACH, CALIF. — Social functions at the NARM Convention in Miami Beach last week were lavish as usual. At the dinner parties leading talent graced the stage. MGM's party featured Astrud Gilberto, Victor's dinner party on Monday had S/ Sgt. Barry Sadler of "Green Beret" fame performing for the jobbers and their wives followed by humorist Myron Cohen. Tuesday's dinner party hosted by Columbia Records had the talents of Steve Lawrence and Eydie Gorme on tape.

The NARM banquet saw Roger Miller of Smash Records, Herb Alpert and the Tijuana Brass of A & M records and the Four Seasons from Philips Records and Nancy Wilson of Capitol performing for the group.

Cocktail parties were sponsored by Atlantic Records, London Records, Mercury, Philips, Smash Records and Capitol Records. Liberty Records and its affiliated labels sponsored a golf tournament and a television studio. Golden Records hosted a fashion show and Dot Records a ladies brunch.

NARM Tape Seminar

(Continued from page 7)

units from Lear and Motorola have been installed in autos. Ford, he said, expects to equip 200,000 units with 8-track systems in 1967; Chrysler sees 100,000 units; and General Motors sees between 15-20% of its 1967 autos going 8-track.

Mulcahy said that there are about 625,000 4-track systems in autos, and predicted a long life for the 4-track system, since he viewed a lower-price factor a strong influence to the person who buys price (e.g. the individual who continually buys used cars).

Irwin Tarr admitted that the auto tape system would affect radio, but added that it could mean the same creative challenge that TV handed radio, and which radio met. In an area of price, Tarr said that the hope was that in the not too distant future mass production of 8-track tapes could be sold at a cost close to that of disks. Tape used on 8-track release cost as much as 50% more than conventional tape. Victor has no plans to market 4-track tapes, Tarr said. Neither Columbia and Capitol is expected to produce 4-track tapes.

Finley said that he has already sold on order 30,000 8-track versions of an upcoming album by Herb Alpert & The Tijuana Brass, "What About My Love." In 4-track, the album has reached the 11,000 mark.

Economist Has Glowing Report Of Growth

For NARM Members

MIAMI BEACH, FLA.—One of many excellent speakers at the NARM Convention was John Enders an economist of the Lionel Edie Company who addressed the convention courtesy of RCA Victor.

His ad-lib presentation delivered in a relaxed conversation-with-the-guy-next-door manner won the approval of the conventioneers. His analysis of the next decade and the era of plenty which Enders predicted also met with approval from those in attendance. He said we can "look ahead to the best of all worlds ... a world which will see a tidal wave of demand."

Although many of the people, well aware of the promise predicted for the future, might have heard some of Enders comments before, hearing such glowing predictions of population growth and the increasing demand for luxury items while seated in the business atmosphere of a convention was extremely effective and inspiring.

Two Lovely Misses...

DAMITA JO

“Tossin’ and Turnin’”

EPIC

36

Cash Box—March 19, 1966
New Columbia Albums (Continued from page 6)
and Roberto Yanes’ “Corazon A Corazon.”
Three budget items under the Harmony logo list “Peter Cotton tail,” “A Night At The Grand Ole Opry, Vol. 1” and “Walk On Roy and Other Great Hits” by Mel Tillis.
The classical additions to the company’s Masterworks series are headed by “The Art Of Eugene Ormandy,” a two-disk set issued in celebration of the maestro’s 30th anniversary with the Philadelphia Orchestra. The eight items in the balance of the group includes “Dvorak/Symphony No. 7 in D Minor, Op. 70” by Leonard Bernstein and the New York Philharmonic and “Tchaikovsky/1812 Overture” by the same group; “Mahler/Symphony No. 1 in G” by Szell and the Cleveland Orchestra; “Zino Francescatti Plays Violin Music of Schubert;” the Mormon Tabernacle Choir sings “Bless This House;” Isaac Stern, backed by the Columbia Symphony Orchestra plays “Great Violin Favorites;” Richard Tucker sings “A Treasury Of French Opera Arias” and John Williams plays “Two Favorite Guitar Concertos.”
Three original soundtrack packages round out the new group of LPs. The trio includes “The Chase” composed by John Barry, “The Daydreamer” with music by Maury Laws and lyrics by Jules Bass and “The Oscar” by Percy Faith.
The three classical tapes list two entries by Bernstein and the New York Philharmonic. “Chichester Psalms for Chorus and Orchestra” which was composed by Bernstein and “Leonard Bernstein Conducts Richard Strauss” and lastly “Mozart/The Four Horn Concertos” by soloist Mason Jones and the Philadelphia Orchestra conducted by Eugene Ormandy.

Capitol/Telepro Deal (Continued from page 1)
dustries, that also produce cartridge tape players and the “Fidelipac” NAB cartridge.
The cartridge being manufactured for Capitol, is a new, specially made cartridge designed to be compatible with auto units being made for the Ford, Chrysler and General Motors company.
Mukachi also reported that he is negotiating with Columbia Records for a similar, non-exclusive agreement. At the moment it is in the discussion stage but final agreement is expected shortly.
An exclusive agreement with one cartridge producer is what many of the companies not yet in the cartridge field fear most. They fear that if the auto cartridge business blossoms into a bonanza in the coming years, if tied to one cartridge producer exclusively, the company will be at the mercy of the cartridge maker and his desire (or lack of it) to gear up for the demand. This non-exclusive Telepro contract seems to be giving manufacturers such as Capitol the degree of freedom they desire.
Secondly, record manufacturers fear that the many legal difficulties facing patents in the cartridge field create an air of uncertainty as to whether the cartridge manufacturers with whom labels are making agreements will be able to continue producing cartridges when the court finds infringements of patents and issues injunctions.
Mukachi also indicated that he expects many of the leading phonograph, radio and home equipment manufacturers to introduce tape units during their summer equipment show that will be compatible with the auto units.

GOINGS ON—At the recent NARM convention that is, where this group of pics was taken. Upper left shot shows the Reprise table with (left to right) vp Mo Ostin, national sales manager Gene Block and Reprise chief Joel Reiter. Center shot shows Capitol’s new line producer Jerry Friedman and (left to right) son, Ed. Lower right picture shows Capitol’s new line producer Jerry Friedman and (left to right) son, Ed. Lower right photo Ed Barkey (left) previews the Sunset line while Liberty’s national credit manager Irvis Kessler looks on.

MCA Declares
Regular Dividend
NEW YORK—The board of directors of MCA, parent firm of Decca Records and affiliated publishing firms, declared a dividend of 37 1/2 per share on its outstanding convertible preferred stockholders of record on Mar. 18, 1966 payable Mar. 31, 1966.

Newmark’s A Dad
NEW YORK—Eddie Newmark, music directors of the Audio Fidelity and Karate labels, became a father for the first time last week (9) when his wife, Miki, gave birth to a 7 lb. girl at Doctor’s Hospital. Both mother and the new arrival, Eve Allison, are doing fine.

With Two Lively Hits!

NANCY AMES
“He Wore the Green Beret”

L-1003

EPIC

Cash Box—March 19, 1966
Irwin Sternberg's NARM Keynote Speech

Due to requests for a reprint of his keynote speech at last week's NARM convention, Cash Box is reissuing the entire address, along with various charts, available to the trade.

The Convention's theme is, as you know, "Planning For Profits." I suggest the subtitle "Sanctuary of Planning for Profits." I think the theme might be somewhat confusing from time to time. I must say, however, that this kind of terminology, if not misleading, should be avoided. I am sure that use of the word "planning" is not intended to connote some kind of "planning for profits." This should be clear from the very beginning. The word "planning" is quite broad, and a variety of uses are possible. I understand that "planning" is often used in an attempt to improve the quality of our product. When used in this way, "planning" is quite useful. However, I think it is important that we use it in a more specific way, as I shall explain in the next section.

I believe that the word "planning" should be used in the following sense: "planning" should be used in an attempt to improve the quality of our product. When used in this way, "planning" is quite useful. However, I think it is important that we use it in a more specific way, as I shall explain in the next section.

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‘Planning For Profits’—To Be Or Not To Be

Thru 1964. Manufacturing generally reversed trends and brought back a management planning that did not, with the help of management. It did not bring back the industry as well. (Exhibit D)

We refer to the record manufacturer in the specific, and to manufacturing, in the general. Let’s forget the position of the record manufacturer.

As Alexander points out, "The records are dangerous even this one."

Yet, there are problems facing the record manufacturer which need to be discussed.

These misadventures differ in many ways in total assets, in sales volume, in number of locations, in territory, financial resources, and growth rates and profitability. It is difficult to make any information one record manufacturer to another. But we have been able to analyze most of these. Our results are a composite of reports from D & B directory and financial data, and Bank Files.

This (Exhibit F) samples a variety of record manufacturers. A company that owns its own business, makes a better than average return on its investment and enjoys substantial profit margin in relation to sales, Marketshare E has titles that are known. Marketshare F has titles that are known.

Marketshare G and H are having some difficulty in the record packaging business. Their problems are worst in the record packaging business. The 1960’s also contributed to the packaging business. The average C was still the same, a composite of many record peers.

This exhibit further raises some interesting questions. In between A and B (Exhibit G) describes his financial condition. He makes a profit of $35,000 on sales of $100,000. His profit margin (Exhibit H) is the same, roughly $14,000 of sales. He states he is a victim of the family that is fighting amongst the record merchants. The record merchants, in seeking to hold existing markets and capture any additional market, have failed to satisfy the pressure of the record merchant.

There is a staggering contradiction here. We have seen in the figures presented, further cuts in prices are impossible if this industry is going to experience its share of the country’s economic growth. There is too little oxygen in the profit system. In order to properly support the general growth of existing product and the introduction of new product, we need a profit system that is not subject to the whims of the record merchants.

In the same way, my capitalism, the record market will become more stagnant and less productive if this system is not properly supported. This system is now in a state of stagnation, in that it is not attaining the growth potential of the record market.

It is, however, true that there are differences, and that a proper understanding of these differences can lead to improved results. The exhibited of the above mentioned companies offers the opportunity for this improvement.

(Continued on page 41)
NEW YORK—Art Kass has been appointed MGM's director of special projects. It was announced last week by Mort Nasarit, the label's president. In this new capacity, he will be directly responsible to Tom White, the firm's director of administration.

Kass is a graduate of the College of the City of New York with a B.B.A. degree in accounting. He has been employed by MGM for the past three years. He started as a cost accountant and advanced to the position as manager of the record division's royalty dept.

Kass will also act as liaison between MGM's factory in Bloomfield, N.J., and the home office in New York.

Newport Sets Three Festivals For July

NEWPORT—Three major music festivals will be held this July at Newport, R.I., one of which is the annual Newport Jazz Festival, will be held on its traditional weekend, July 1 thru 4.

The famed Metropolitan Opera of New York will join the festivals in presenting the country's first major summer Opera Festival. Four major operas will be presented in concert form in the five-day span of July 12 thru 16, with full orchestra, and chorus and stars of the New York company. The programs, to be announced shortly, will include a series of musical and technical workshops, which will give intimate insights into the multifaceted aspects of producing the Metropolitan Opera.

The Newport Folk Foundation will once again present its Newport Folk Festival, July 21 thru 24. An addition of folk music on July 20 will feature a program designed for children, bringing them to the sounds of folk music.

George Wein, producer of the festivities, is a co-founder of a new policy for all three fests. A 205 discount will be given on all tickets for all festivals purchased by mail before May 16. The list price for tickets for folk and jazz will be $6.50, $4.00 and $5.50. Further information can be obtained by writing to the Newport Jazz Festival, Newport, R.I.

Pitney Plans Major Tour

NEW YORK—Musicor Recording artist Gene Pitney will embark on the most extensive touring schedule of his career in April. The singer, with the exception of a few weeks between segments, will be on the road until early November.

Pitney will begin with a five week p.a. schedule throughout the U.S. The package is being set up by the William Morris agency under Larry Curren's supervision and will be tagged, as in the past, "The Gene Pitney Show." In addition to Pitney, the troupe will include Len Barry, the McCloys, Chad and Jeremy and the Finetones and the Triumphs.

After his American appearances, in mid-June, Pitney leaves for an extensive junket through South America until September, when he flies to England. In England, he's expected to take part in a three-hour country music festival.

From Britain, Pitney moves on to dates in Holland, Scandinavia, Italy, Australia and New Zealand, returning to Britain in October.

Pitney, who recently took second place honors at the San Remo Music Festival with "Nessuno Mi Puo Giudicare," has a hit with the tune in Italy on the O.G.D label, Musicor's licensee there.

Pitney's recently released single, "Backstage," has now hit the top 10 on the charts in Britain, while in the U.S., his recording with the Fins, "Tongeromery, Baby, Ain't That Fine," is riding the country charts.

Their Kind of Town

NEW YORK—The city of Philadelphia figures all the way down the line in Mike Douglas' new Epic disc of "Here's to My Jenny." The song was written by Edward H. Marshall and Desmond Robinson, both Philadelphians; Johnny Farrow, professional manager of Joy Music, publisher of the song, lives in New York, but retains a Philly address; Manny Kemel, producer of the side, was born there; and Frank Hunter, "Jenny's" arranger, is from the city. As for Mike Douglas, his TV'er is currently out of the KYW Studios in Philly.

3 TOP HITS!
NAT STUCKEY'S
"DON'T YOU BELIEVE HER"
Paula 233
A great new side by TED TAYLOR
"YOU'VE BEEN CRYING"
Jewel 759
BREAKING!!
"DO SOMETHING FOR YOURSELF"
Bobby Powell
Whit 715

Dynamite Productions Formed

NEW YORK—Dynamite Productions and Perry-Lin Music (RMI) have been formed by Richard Perry and association with Linda Goldner. Perry was formerly president and A&R head of Cloud Nine Productions. At Cloud Nine he produced records for Kama Sutra and Verne among other labels. He also brought the Goodtimes to Cloud Nine.

Miss Goldner has worked with her father George Goldner in various capacities at Gotz, End and Roulette. Her most recent affiliation was with Kama Sutra.

Both already signed to Dynamite include the Stains, five Yale students, the Original Harptones, Tiny Tim, The Daisies, the Marshmallows, Ali Lane, James Mason, the Pyke Dreams and Rita Carroll.

Several writers have signed exclusive pacts with Perry-Lin Music.

Westminster Signs Toni And Jan Arden

NEW YORK—Veteran singing star Toni Arden and her brother Jan have signed an exclusive contract with Westminster Management for complete representation in all fields of entertainment, including TV, films, nightclubs and recordings.
NARM Hands Out Artist/Label Sales Awards

MIAMI BEACH—RCA Victor with four awards leads the parade of win- ners at the NARM Sales Awards Banquet. Warner Bros-Reprise is next, with three awards. Columbia Records, Capitol Records, and the other labels each received two awards. Single winners are A&M, Smash, Decca, Dunhill, Fantasy, and Sire.

NARM also revealed the NARM awards banquet last Wed., (9), topping off the NARM Convention. Thebanquet's theme was "product" to vote on the winners in terms of "best selling" status.

Artists & Label Winners

Winners are: single: "Mrs. Brown, You've Got a Lovely Daughter" by The Beatles (RCA Victor); album: "Whipped Cream & Other Delights" by Herb Alpert's Tijuana Brass (A&M); soundtrack LP: "Sound of Music" (RCA Victor); comedy LP: "Why Is There Air?" by Bill Cosby (Warner Bros). male vocalist: Elvis Presley (RCA Victor); female vocalist: Bar- bara Streisand (Columbia); instrumental artist: (male): Roger Miller (MGM); (female): Kitty Wells (Decca); folk artist: Bob Dylan (Columbia), Peter, Paul & Mary (Warner Bros); promising male vocalist: Gary Lewis (Liberty); most promising female vocalist: Anne Murray (Warner Bros); American vocal group: (tie): Beach Boys (Capitol), Supremes (Motown), English vocal group: Beatles (Capitol); instrumentalists: Herb Alpert's Tijuana Brass; orchestra: Henry Mancini (RCA Victor); children's line: Disneyland; and economy product (over $1): Somerset Stereo Fibility; economy product (over $1): RCA Camden.

NARM Confab Success

(Continued from page 7)

The present. He showed how it prospered, related the company's profits to the size of its sales volume, and showed how the company plowed its profits back into the business. He told how the business grew from $2000 a year 10 years ago with $5000 in total net worth to over $60,000,000 today. Net per- formance attained a net worth of $62,000,000.

Then Dr. Doody took the company into the discounting era and showed how increased volume because of lower prices offsets the opposing decline in the gross profit percentage. He con- tinued to examine the company's com- plications and eventually related how the continued moving into larger accounts coupled with the larger accounts de- mands for lower prices and the company's desire to extend lower prices to maintain the margins, resulted in a dark profitability picture.

Then Dr. Doody expounded on the fourth quarter losses: 1) expenses (increase prices 2) decrease volume 3) increase costs 4) reduce expenses. He concluded with the decision that the margins and prices charged by the company should be the same:

"I have tried to show first of some of the reasons why we got into this pro- fit squeeze—not the least of which is that we have not grown as fast as the growth of our industry. We have reached the end of the line, so to speak. There is no possible way to grow a bigger business in spirit of the company. We have not grown as fast as the average rate of growth of profits. We have done this primarily by emphasizing price and expanding into new outlets at a very rapid rate which caused our prices to fall. The lowering of many stock costs and this has pre- vented the businesses from generating the necessary level of profits. The implications for growth as based on the present business, we have 100% increases. We have reached the end of the line, so to speak. There is no possible way to grow a bigger business in spirit of the company. We have not grown as fast as the average rate of growth of profits. First of all we cannot even grow internally and secondly, should we want to continue to grow at a rate of growth, it is the time to move in no position to go to the money market if we have an unprofitable business. Finally, my point is that we can make something happen. This is not something which is so irreparable that it cannot be changed. Things can be made to happen in this industry and this is our job."

Cash Box—March 19, 1966

N A R M

permits
THE
THE
outmoded,
PRIVATE
Trio
concern
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be
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RCA
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"You're On My Mind"
"The FORTUNES"
"COME TO CARE"
"LA LA LA"
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We're LONG in Service at 

Dear Jack,

Enclosed is check in payment of this invoice.

These records turned out exceptionally fine.

Many thanks for the service and kindness.

Another Satisfied Customer
Diamonds officially begins this week (Mar. 14) for the Country Music Hall of Fame and Museum building in Nashville. The Country Music Foundation has raised in excess of $750,000 to date and will continue to seek funds within the industry until the total goal of $1,000,000 is raised.
Country-Pop Smash!

BILL ANDERSON sings

"I LOVE YOU DROPS"

See Bill Anderson on TV on "The Bill Anderson Show," syndicated from coast to coast.
DISTANT DRUMS (2:46) [Champion, BMI—Walker]
OLD TIGE (2:54) [Tuckahoe, BMI—M./R. Burke, Reeves]
JIM REEVES (RCA Victor 8789)

After pushing his last few disks straight to the top of the charts, the fans of the late Jim Reeves may find it hard to make a chart-topper out of this one, titled "Distant Drums." A bit of sweet music, this is sure to be a hit. Reeves, 8789.

LONG NIGHT (2:14) [Starday, BMI—Sovine, Hill]
TOO MUCH (2:37) [Tarheel, BMI—Sovine, Bruce, Hill]
RED SOVINE (Starday 757)

Following hot on the heels of his chart-topper "Giddyup Go" single, Red Sovine will soon be barrelin' down the highway with this one, titled "Long Night." A lively, catchy ditty with a lot of bounce, this one is sure to strike the gear-jamming set. "Too Much" is a slow, meaningful romance.

FROM NASHVILLE WITH LOVE (3:40) [Acuff-Rose, BMI—Loudermilk]
RHYTHM GUITAR (2:03) [Athens, BMI—Atkins]
CHET ATKINS (RCA Victor 8781)

Longtime country favorite Chet Atkins, whose latest winner, "Yakee Axe," buldozzed straight to the top of the charts, should have another chart-topper with this reel. This is the latest release from "Nashville With Love." Side A is a light, easy-sellin' done up with the axeman's usual flair for perfection. "Rhythm Guitar" is a jazz-flavored hound dog that should also get many a spin.

THE MINUTE MEN (Are Turning In Their Graves) (2:31) [Wilderness, BMI—Bull]
I WISH I HAD A GIRL (2:48) [Tarpe, BMI—Jackson]
STONEWALL JACKSON (Columbia 43552)

Stonewall Jackson could very well have another twin-market smash on his hands with this chartbound effort titled "The Minute Men (Are Turning In Their Graves)." A lively ballad, the tune is a powerful anti-protest song that should set fire to both pop and country areas. "I Wish I Had A Girl" is a lonesome-sounding weeper.

I COULD SING ALL NIGHT (2:32) [Husky, BMI—Husky, Collins]
WHAT DOES YOUR CONSCIENCE SAY (2:35) (Pamper, BMI—Pennington)
FELIN HUSKY (Capitol 4515)

Just come in off his "Money Grazes The Wheels" charter, Felin Husky should zoom right into the hitville picture with this item called "I Could Sing All Night." The side is a rollicking, hand-clasping mover about a woman who's got his arm around her. Watch out for this one. "You Ain't No Better Than Me" is a light, pernickety thumper.

THE SHIRT (2:57) [Stallion, BMI—Anderson, Strickland, Bailey]
PLEASE DON'T HURT ME (2:21) (Wilderness, BMI—Howard)
NORMA JEAN (RCA Victor 8790)

Still riding the charts with her latest winner, "Then Go Home To Her," Norma Jean should have another ditty with this item titled "The Shirt." Tune is an emotion-packed, tear-pullin' tale of a gal who discovers a souvenir of her old love. "Please Don't Hurt Me" is a warm-hearted tale of a gal who doesn't want another broken heart.

THANK YOU VERY MUCH (2:16) [Law, BMI—Alles]
HEL'LL GET BY (2:10) [Law, BMI—Russell, Smith]
BINGO TILL I LAD

No stranger to chart action, Boots Till could very well have another winner with this ditty called "Thank You Very Much." This is a bit of a thumper, tear-pullin' about a gal suffering with the heartbreak blues. Untitled, "He'll Get By," is a lowdown, slowed down heartbreaker with legal appeal.

HISTORY REPEATS ITSELF (2:27) [Glaser, BMI—Starcher]
SNIFER'S HILL (3:45) [Glaser, BMI—Starcher]
BUDDY STARCHER (Boone 1035)

Newcomer Buddy Starcher should make a great big splash in country markets with this self-produced lid called "History Repeats Itself." Done up in the left-out favorite, "Deck Of Cards," this sparsely arranged composition of a long series of coincidences between the fates of Presidents Lincoln and Kennedy, "Snifer's Hill" is a tender ballad from the Viet Nam scene.

HILL ABOVE THE CITY (2:00) [Yonah, BMI—L./C. Anderson]
EYES LOOK AWAY (2:29) [Yonah, BMI—Anderson]
TOM TALL (Chart 1305)

Tom Tall stands an excellent chance of firmly establishing himself in the national picture with this outing titled "Hill Above The City." Side A is a real slowdown blues item about a man who's trying to break away from painful a town filled with memories. "Eyes Look Away" is a shufflin' weaser.

DON RENO & BENNY MARTIN (Monument 931)

(B+) YOU CAN'T MAKE A HEEL TOP THE MARK (2:24) [Pamper, BMI—Pennington, Reno]
VETERAN hoedowners Don Reno & Benny Martin make a heap of music on this one. A mountain-flavored wallpaper. Make it may. 

(B+) TOO BAD THAT YOU'RE NOT GOOD FOR ME (2:15) [Pamper BMI—F.R.E. Carter] This side is a mid-tempo blueser with a strong bluegrass flavor.

JIM CUNNINGHAM (Entex 206)

(B) ACCORDING TO THE PAPERS (2:35) [Crick & Eaton, ASCAP—Cunningham] Newcomer Jim Cunningham could click with this one with a blue-eyed blondie item about a feller who's romance is past tense.

(B) MY BABY WAITIN' (1:55) [Crick & Eaton, ASCAP—Cunningham] This side is a lively, funky truckdrivin' epic, which may be attractive to the gear-jamming set.
Singer-Composer Udo Jurgens representing Austria for the third successive year was the winner of the Eurovision Song Contest of 1966, with his own composition "Merci Chérie." The inset shows last year's winner France Gall after presenting Udo Jurgens (left) and his co-author Thomas Hoerbiger with their Grand Prix awards. "Merci Chérie" is published by Editions Montana. See full Eurovision coverage in domestic section.
We’d like you to meet some friends of ours. But they’re all out of town.

Far, far out of town. Out of the country, in fact. These CBS Records artists hail from points on the globe as diverse as our own operation. And in the international recording business, more diverse than that you just can’t get. However, we don’t settle for diversity. Our other magic word is completeness. Meaning we don’t believe in doing half a job. So in the eleven countries flanking this page, the local CBS affiliate A-to-Z’s it right down the line. Signs the finest homegrown talent. Records the best material with the most advanced equipment. Then gives those recordings the sort of in-the-know handling that spells success in Bogotá or Baden-Baden just as surely as it would in Brooklyn. That’s proven by the solid success of CBS artists in their own countries...and quite often in other music-loving countries as well. Talk about a wide circle of friends. Ours is 7,927 miles in diameter. It’s called the world.
CBS managing director, Ken Glancy, has announced that as of July 1st, all CBS records will be distributed exclusively by EMI. He said that the move has been made as part of their streamlining process, and dealers will still be able to order direct from CBS thus giving two parallel sources of supply. The CBS sales force will be increased and will work in close co-operation with the EMI network.

CBS were the hosts of a reception at Ronnie Scott’s Jazz Club for American jazzman Woody Herman who is here in Britain for a twelve day concert tour. The occasion brought about a happy reunion between New Orleans and CBS managing director Ken Glancy, who was responsible for signing Herman to the Columbia label in America several years back. An album “Woody’s Winners” has been issued to coincide with the visit, and the RCA artists about to set foot in Britain are the Clancy Brothers, due on March 17th for a three-week nationwide tour, and Billy Joel who arrived on March 20th for TV and radio promotion. We recently reported Billy Joel’s arrival and said CBS would issue his American release “Don’t Wait Up For Me Mama.” But we have been advised that the flip side “400 Gold Teens” will be promoted in Britain. The talented duo Simon and Garfunkel who achieved a No. 1 hit in the states with “The Sound Of Silence” are coming on March 26th for TV and radio promotion of “Homebound Round” already a hit in America. The song could get the boys known here. CBS is currently having fantastic success with the New Christy Minstrels single “Three Wheels On My Wagon.” The track was first heard on their “Cowboys and Indians” LP and picked out by deejays for airplay. It was later included on an EP and is a good bet to achieve success as a single.

Three American music publishing companies have been acquired by Dick James. They are Comet Music Corporation, Swee Music Corporation and Cole and Gale Music Distributors Inc. The catalogs comprise a considerable number of standards including many songs penned and recorded by the late Nat King Cole. James also has interests in the British and Australian companies of Comet Music. With the Beatles hurtling their way to the top of the American charts with “New York Man,” James is eagerly watching the progress of the Hollies on the British charts with their April-Blackwood copyright “I Can’t Help Go” (Parlophone).

Glancy has received a new Kool Hawkins Productions has formed Paragon to handle press relations for all his artists (which includes the Yardbirds). Paragon has also signed a contract with Polydor Records for them to publicize the work of Roger Cowles, who is in charge of the new company, will also deal in film publicity.

It’s currently happy Phillips Records has great enthusiasm for two new singles. Julie Rogers, who had an international hit with “The Wedding,” has waxed another Joopp Pieta composition “In My Room” (PE). Richard Secomb has coupled “I Long To See The Day” from the new British musical “The Match Girls” with Eurovision entry “A Man Without Love” (Fyfe). Rogers is due to pitch the TV in the coming weeks.

When Pye Records took over the distribution of the American King label in January, they acquired the talents of y & t singer James Brown. The firm is getting ready to welcome him to Britain for TV and concert appearances. His latest single is “I Got You (I Feel Good).” Brown has built up a large following among deejays with a cover of a “Raw Deal” single the firm took on.

Another welcome visitor to these shores greeted by Pye Records was Herb Alpert, who together with his Tijuana Brass, arrived for a hectic three-day visit on March 11th. During the group’s stay, they will meet the British press and deejays at a reception hosted by Pye Records, record two half-hour shows with the “Big Horn,” and make an appearance on “Tommy Television.” Their recording of “Spanish Flea” is still on the British charts and is commanding much air play. The group is to be followed by “Tijuana Taxi.”

Quotations from Mr. Manuel Cartell on EMI’s behalf. Richard into London’s “Talk of the Town” nitery March 14th and Liberty issues new album “Anat- oh Blows And Iron Bands” which Draf took to the top of the charts in his native Germany. The band’s Simon and Garfunkel number “Sound Of Silence” covered by the Bachelors. Unanother album with the title “This Is America” was recently on the charts with “Jenny Take A Ride” issued on Statesie and produced by Mr. B. B. King’s brother, his London for a series of concerts. . . EMIs feature Al Martino as “Artist of the Month” pushing his albums and current single “Spanish Eyes” (Catalo). . . The Musicians’ Union threat to ban mining of the TV in the talking stage. . . Having promoted “Make The World Go Away” onto the charts, Eddy Arnold plans a return trip for his new single “I Want To Go With You” (RCA), The Beach Boys plan a visit to Britain following their “Barbara Ann” hit (Catalo). . . German bandleader Bert Kaempfert’s new Polydor single “I’m Gonna Twist The Nightlights” for release March 11th. The Los Christy’s visit to Britain for three-week tour following his “Lightnin’ Strikes” hit (MGM). Cilla Richard waxes Mick Jagger- Keith Richards composition “Blue Turns To Grey” (Columbia). . . First British release by Swedish group the Tages — So Many Girls” (HMV). . . The Quiet Five cover “Homeward Bound” on Parlophone.
EUROVISION CONTEST
(Continued from page 6)

Er Go,” Belgium was next with a
beaty ballad “Un Peu De Pouvoir, Un
Peu De Sel,” sung by Tonya who col-
clected 11 votes and came fourth. She
was followed by Michele Torre of
Luxembourg with “Ce Soir, Je T’At-
tendais,” a good number with a strong
beat although somewhat over exer-
cised. Yugoslavia came next with a
slow yearning ballad “Breiz Bezed,”
well performed by Berta Ambroz.
She was followed by the Norwegian
entry Ase Kleveland who accompanied
himself on guitar for the plaitwise
folk type song “Intet Er Nytt Under
Solen” which with 15 points took her
to third place. Another Scandinavian
singer Annex Christine of Finland came
next with “Playboys,” a melodic num-
ber with a strong repetative beat.
Portugal’s representative Madalena
Papetti, a young singer with a very
pleasing personality, followed with a
dynamic swinging composition “Ele
Era.” Half way through the pro-
gram, all the artists had been female
singers and the numbers general-
ly had been on about the same level.
Therefore, when Udo Jurgens took the
stage at No. 9, he not only had
the advantage of a good song but
reaped the benefit of being the first
male artist to appear. With the
change of tempo as Jurgens sat at
the piano to sing and play his own
composition, “Merci Cherie.” At
these facts added up to the first clas-
performed which was to win him 31
votes and the Grand Prix Award.
The juries were at their generous

best at this time as Jurgens was fol-
lowed by Lill Lindfors and Svene
Thoresson of Sweden to whom they
gave 16 points taking them to second
place. The Swedish number “Nygam-
mal Vals” was a hip version of the
Hans Andersen fairy tale, The Swine-
rend. The next artist, Raphael of
Spain, drew the first cheers of the
evening with his highly individual
style. The song “Yo Soy Aguila” was
brilliantly presented and collected 9
points—the highest ever achieved by
a Spanish entry. The tempo changed
again with the next artist, Madeleine
Pascal of Switzerland. The song, a
soft softer sentimental composition
was well performed and won the artist
12 points. Tereza of Monaco was next
with “Bien Plus Fort”-a full blooded
ballad which failed to rouse the Jury.
(In fact this and the next three songs
only received a total of three votes
between them). The next artist was

Country | Song | Artists | Label | Publisher | Votes
--- | --- | --- | --- | --- | ---
Austria | “Merci Cherie” | Udo Jurgens | Vogue | Montana | 31
Switzerland | “Nygamal Vals” | Svene Thoresson | Metronome | 16
Norway | “Intet Er Nytt Under Solen” | Lill Lindfors | Polydor | Sonora | 15
Belgium | “Un Peu De Pouvoir, Un Peu De Sel” | Ase Kleveland | Decca | Arne Bendiksen | 14
Ireland | “Ce Soir, Je T’Attendais” | Dicke Rock | Polydor | Pye | 12
Switzerland | “No Vois Tu Pas” | Madeleine Pascal | Polydor | Mondia | 12
Yugoslavia | “Brez Bezed” | Berta Ambroz | Yugoton | Yugoslav | 9
Spain | “Yo Soy Aguila” | Raphael | Hispavox | Quiria | 9
U.K. | “A Man Without Love” | Kenneth McKellar | Decca | Shapiro Bernstein | 8
Germany | “Die Zeiger Der Uhr” | Margot Eskens | Polydor | Roll Buddle | 7
Luxembourg | “Ce Soir, Je T'Attendais” | Michele Torre | Philips | 7
Finland | “Playboy” | Ann Christine | Scandia | Fazer | 6
Portugal | “Ele E lou” | Madalena Papetti | Belter | Costa-Pinto | 6
Denmark | “Sto-Mans Legen” | Ulla Pia | H.M.V. | Multitone | 4
France | “Chez Nous” | Dominique Walter | C.N.R. | Belinda | 3
France | “Go” | Aznavour | A.Z. | Claude Carrere | 1
Monaco | “Bien Plus Fort” | Tereza | Zanetti | Comcon | 0
Italy | “Dio Come Ti Amo” | Domenico Modugno | Carosello | Curci | 0

Domenico Modugno of Italy with his
own composition “Dio Come Ti Amando”
which although it won him and Giorgi
Ann Chappell of Yugoslavia the San Remo
contests earlier this year failed to collect
much as one vote from the Eurovision
juries. He may have prejudiced his
chances by refusing to sing at the last
rehearsal due to the late arrival
of his accompanying trio. The dress
rehearsal was taped and played to the
juries before the final transmission.
France came next with “Chez Nous,” a
typical French chanson type of num-
ber sung by Dominique Walter with
the ever popular Franck Pourcel.
M.D. Holland was represented by
Billy Scott who sang “Fernando o
Philippe,” a Latin American cha-
cha number for which she was accom-
panied by two gaily attired guitarists.

The juries responded more favora-
ably to the next artist Dickie Rock
who represented Ireland with a very
attractive and lilting ballad “Come
Jack. And Leave Me Alone” placed him
fourth with 14 points along with
Belgium. Last in and in splendid
highland dress was Madame Horsch
of Yugoslavia who represented Ireland
with “A Man Without Love.” While the
national juries were deliberating the
audience was entertained by Mr.
Jazem Haricot Rouge. As usual a
considerable number of record
owners and publishing personalities from all
europe attended the contest which was climaxd by a
supper party hosted by the Director
General of Radio-Television Luxembourg.
The final result showing country, title
artists, record company and publisher
with number of votes was as follows:

SCENES FROM EUROVISION—In the left strip of photos are (top to bottom and in all cases left to right) Cash Box’s European director Neville Martin con-
fronting the contest was Udo Jurgens of Austria and the publisher of the winning song, “Merci Cherie,” Hans Beicken. With them were European top artists Polydor, Vogue, Belgium; J. Finsterwald of Vogue, Germany and Switzerland; Guy Khavessian of Vogue, France; J. J. Tilche of Philips, France and publisher Claude Rau of Editions Tutti, Paris. In the bottom left shot are E. Van Zoreen of Helinda, Holland; Borg Ekberg of Sweden’s Metronome Records—singer Michele Torre of Luxembourg; British composer Les Reed and Jack Hawston of Fontana, London. In the right hand series are (top pic) Cash Box’s Bill Cotton; Kenneth McKellar who represented the U.K. in the contest; Yvonne Littlewood, TV producer and the B.B.C.’s Tom
Torr Sloan. (centre pic) Johnny Kidd and the Pirates; Eddy Mitchell of Sonora, Sweden; Mr. Alfonso of Beiter, Spain; Mr. Sorensen of E.M.I., Denmark; Madalena Papetti of Portugal; a superb ballad by Agnii B.B.C. (bottom pic) Pugetti of B.B.C. Luxembourg; Madame Alfonso and Harry Jensen of Multitone, Denmark. In the bottom right shot are Norrie Paramor of E.M.I., London and Mrs. Paramor with Mr. and Mrs. Geoffrey Everett, he is managing director of Radio Luxembourg, London.

Cash Box—March 19, 1966—International Section
DENMARK

Danish has its Eurovision Song Contest contribution, “Stop Mens Legen Er God” (Stop In Time), on the local charts. The song, which finished 10th in the Eurovision Contest in Luxembourg, debuts on the Danish charts at fourth place. It was recorded by Saj 6 (Beatles/Parlophone) and has been on the market for some years without creating much noise. The label originally started with classic recordings from local stage shows. Now the label has been taken over by a group of young pop-minded people who are planning to make it one of the big labels in the field. Head of the company is Erik Haugard.

Dansk Grammofonplejeforlag (Sonet and other labels) continues their sales drive with the introduction of a new single, all are the Beatlemania. Eco Records has released a six-song EP by three local teenage groups: the Beatlestars, Joe E. Carter’s Group and the Royal Strings. The latter group is also out with a new single, all are the Beatlemania. Eco Records is a label that has been on the market for some years without creating much noise. The label originally started with classic recordings from local stage shows. Now the label has been taken over by a group of young pop-minded people who are planning to make it one of the big labels in the field. Head of the company is Erik Haugard.

Norway

Norway’s Sjov records gunnar Gefleiland is back from Helsinki where he recorded, in Finnish, “Vintertroser” (Winter Roses), a song from the local Swedish Song Competition together with “Eng Gang I Vårt Sorningland” (Once In Our Rye Country). With him on the trip to Helsinki was Bengt Sandström of the EMI pubbery Edition Odeon. He has also done “Vintertroser” and “Vad Har Jag Kvar,” another local Song Festival tune, in Swedish, on HMV. Leine and the Lee Kings, on the charts here at the moment with “Stop The Music” on Greazel, have signed a new contract with Grammofon AB Electra. In the future their records will be on RCA Victor. Their debut on the new label is “La-La-La Lies” and “I Just Want To Make Love To You.”

EMI recording artist Gunnar Wiiklund is back from Helsinki where he recorded, in Finnish, “Vintertroser” (Winter Roses), a song from the local Swedish Song Competition together with “Eng Gang I Vårt Sorningland” (Once In Our Rye Country). With him on the trip to Helsinki was Bengt Sandström of the EMI pubbery Edition Odeon. He has also done “Vintertroser” and “Vad Har Jag Kvar,” another local Song Festival tune, in Swedish, on HMV. Leine and the Lee Kings, on the charts here at the moment with “Stop The Music” on Greazel, have signed a new contract with Grammofon AB Electra. In the future their records will be on RCA Victor. Their debut on the new label is “La-La-La Lies” and “I Just Want To Make Love To You.”

SWEDEN

EMI recording artist Gunnar Wiiklund is back from Helsinki where he recorded, in Finnish, “Vintertroser” (Winter Roses), a song from the local Swedish Song Competition together with “Eng Gang I Vårt Sorningland” (Once In Our Rye Country). With him on the trip to Helsinki was Bengt Sandström of the EMI pubbery Edition Odeon. He has also done “Vintertroser” and “Vad Har Jag Kvar,” another local Song Festival tune, in Swedish, on HMV. Leine and the Lee Kings, on the charts here at the moment with “Stop The Music” on Greazel, have signed a new contract with Grammofon AB Electra. In the future their records will be on RCA Victor. Their debut on the new label is “La-La-La Lies” and “I Just Want To Make Love To You.”

Helping others—Polly Bergen recently presented Trini Lopez with an award from the Association of Latin American Disk Jockeys, after Lopez’ recent performance in Acapulco, the proceeds of which went to aid the children of the area. The award was for Lopez’ promotion of Latin music.
Barclay-Netherlands reports that its first record, “En Glasje Madera, M'Dear” by Ted De Braak, is still selling well. An LP by Ted De Braak will follow soon.

Barclay released a new LP of Charles Aznavour with several “Chansons de Mon Coeur.” Frank Sinatra will sing “To Wong Foo.” Gerry Oord, Bovema’s president, feels sure the record will be a great debut for Tony Roos on his new label.

Sjakie L. Leen, who is celebrating her 11-year association with Bovema and manager of her own “Royal” Café in Amsterdam for many years, made front page news this week by placing a sign in the window reading, “Majica’s Last Week.” Sjakie also released her new record, “Ze Komen Dr ‘Bij Mij Niet In” (“Millionaires Not Welcome”).

Bovema’s Columbia label welcomed Polish pianist Andrzej Tchalskiy, who will play recitals in Zeist, the Hague, Enschede and Amsterdam. A special centennial menu featured his music.

An extensive series of talent contests throughout the country, combined with highly attractive demonstrations of today’s teenage fashion, will start in Amsterdam on March 14th. Organizers are Frank Roy, Paul Acket’s “Music Express” and Gerry Oord’s Bovema. “Mode-Beat” (“Fashion-Beat”)embodies Gramophone’s eager and profound search for new musical talent.

Pathé’s star singer Enrico Maria, exclusively handled by the Bovema label in Holland, taped his own show for VARA-TV on March 1st. A tight schedule for Macias promotional campaign is already in the making.

Paraphone rushed out the Action’s “I’ll Keep Holding On” and Columbia, again, has high hopes for the Animals’ coupling “I Believe To My Soul” b/w “My Girl.” Columbia also will release the Songfestival contribution by Monoco’s charming Tereza, “Bien Plus Fort.”

HMV star comedian Toon Hermans performed his “Tien Toen” in the Amsterdam Concertgebouw Thursday, and also appeared on Radio Veronica’s Hitparade with the hot-selling “Sien” single.

The forthcoming Stravinsky cycle, organized by The Hague Residentie Orkest, is receiving lots of press coverage. Cairopolemani—to tie-in on a large scale, a promo providing the local dealers with blow-ups, photos and discographies of Igor Stravinsky. Highlighting this event will be the CBS release of one of Stravinsky’s last compositions, containing “The Fairy’s Kiss” (Le Baiser De L’Fée), performed by the Columbia Symphony Orchestra conducted by Igor Stravinsky himself. Stravinsky Conducts Stravinsky Series. CBS has high hopes that this forth-coming Stravinsky cycle will result in an important rise of sales of the impressive CBS Stravinsky catalogue in our country.

In connection with the local TV appearance of Yugoslav folk singer Dunja Ratafia, the CBS Holland LP album entitled “Yugoslav Folk Songs For Moderns.” On March 17th, Dunja Ratafia appeared on KRO-TV. She was accompanied by her own guitarist Marie Nardelli. Ratafia is also a famous accordionist and plays in several TV shows.

French CBS artist Guy Beyer and his String Quartet made an appearance on local AVRO-TV, featuring his recent successes “Michelle,” “Help,” “Ticket to Ride” and several other hits. Beyer’s forth-coming album of twelve highly popular Beatles’ songs has made quite an impact on the Dutch TV viewers.

Finally, we would like to announce that we received a radio news from France. We have an additional LP field include a record, by French singer Johnny Cash entitled “Ride This Train,” an album by two famous guitarists Herb Ellis and Charlie Byrd, and the first CBS record by Billy Joe Royal.

Harry L. Schein and Peter De Rougement, CBS vice president and general manager and vice president European operations respectively, recently visited the CBS premises in Holland.

A recent single to be released by Artoe, according to the discjockey’s director John Vis is Sjakje Schram’s “Glasje Op . . . Laat Je Ridjen!” (“A Drop Too Much . . . Don’t Drive Yourself!”. The song is a tie-in with the “drive safely” campaign organized by the Dutch Traffic Safety Union. The Sjakje Schram etching (the official version that is) jumped from the No. 38 to the No. 3 slot on the chart in two weeks time. It even outdoes Artoe’s smash sales of Trini Lopez’s “If I Had A Hammer” of two years ago. Funkeller has released Margie Ball’s third waxing for the label, “Oh, Can’t You See” c/w “Ericmorn.” The A-title was introduced by the popular teenage, throaty thumbs on last week’s instalment of the Johnson Kraybrook-Rijk De Goyer Variety Show over local AVRO-network. Margie will be among this year’s singers from Holland to compete in the forthcoming Knokke Song Festival Belguim.

Peter Felleman of Artoe’s Funkeller division this week released a further batch of packages from the Prestige catalog to complete his specially edited and compiled Modern Jazz Giants Series, consisting of 18 choice LP’s from the label’s impressive catalog.

Of the many jazz disc public relations representatives in Holland, nobody is more busy than Artoe’s John Coltrane, Sonny Rollins, Thelonious Monk and others.

From the Epic line, the following new single material has been released by Bovema: Jerry Lomax’s “I’m Just a Lonely Guy” b/w “In My Little Life” and the Back Porch Majority with a “Song Of Hope.”

Following up “The In Crowd” and “Hang On Sloopy,” Ramsey Lewis’ third hit in a row “A Hard Day’s Night” shows sure signs of becoming a local chart favorite. Both sides are b/w’s to “Dizzy” and “Softly.” These recordings continue to draw favorable comments from the “in crowd.”

Artoe reports lots of activity on the international market concerning its rapidly growing line of locally produced albums and single material. So far, sales of some of the best-selling titles represented by Artoe such as Willy Schobben, Los Tenientes, De Maskers, Eddy Young, Martin Gale and the O.K. Wobblers have been successful in such territories as France, Japan, Australia, the Philippines, Spain, Turkey and several others.

French EP TOP FIFTEEN

1. Michele (The Beatles) Odéon; Northern-Tournier
2. Potemkin (Jean Ferrat) Barclay; Alephula
3. Le Jouet Extraordinaire (Claude Francois) Philips
4. Le Folklore Americain (Shelia) Philips; Bagatelle
5. La Bohème (Charles Aznavour) Barclay; French Music
6. M. Cannabale (Sacha Distel) Voix de son Maître; Prosodie
7. As Tears Go By (Rolling Stones) Decca; Pathe Marconi
8. Mon Credo (Mireille Mathieu) Barclay
9. Baby Pop (France Gall) Philips; Bagatelle
10. Les Congres Du Monde (You Know That We Know That) Philco

Editions Pathe Marconi: Adamo just released a new EP. Titles of the songs are "Une Melodie De L’Amour," "La Complainte Des Eaux," "Sonnet Pour Notre Amour" and "Princesses et Bergeres." Christine Leblai, on the A2 label, recorded a French version of "You Know That We Know That."

Editions De Pas: "Les Petits Riens.

Editions Labrador. This young publishing company will promote a young author-composer-producer, Jean-Noel Michelot. He just released an EP through Decca label with four of his own songs: "J’en Ai Reve," "Demain," "La Balade du Beatnick" and "Elle Va Se Marier."

French LP TOP FIVE

1. Potemkin (Jean Ferrat) Barclay
2. Adamo à l’Olympe (Adamo) Voix de son maître
3. Rubber Soul (The Beatles) Odéon
4. Recad à l’Olympe (Gillet Bécaud) Pathé
5. Le Folklore Americain (Shelia) Philips

Italy’s Best Sellers

This Last Week
Week Week On Chart
1 5 *Nessuno Mi Puo’ Giudicare* C. Cascelli; CGD/G. Pitney
2 2 (Chris Spedding) CGD Published by Curci
3 5 *Dio C’È Una Casa In Cima Al Mondo* P. Donaggio/EMI C. Villa
4 4 *Ti Diaro Di Più Oio, Vannio*Ricordi Published by Dané Editions
5 7 *Una Rosa Da Vienna A. Idiart/Ariston The Ministrils CBS Published by Ariston

Denotes Italian Original Songs.

Holland’s Best Sellers

This Last Week
Week On Chart
1 1 Michelle (Bentley/Parlophone, Overlanders/Pye) (Basart-Amster-
2 1 (Kinks/Pye) (Basart-Amster-
3 4 *Glasje Op . . . Laat Je Ridjen* (Sjakje Schram/Artone) (Porten-
4 3 As Tears Go By (Rolling Stones/Decca) (Albatro/Amster-
5 3 (Kinks/Pye) (Basart-Amster-
6 3 That Day (Golden Eggs/Rings/Polydor) (Basart/Amster-
7 6 Bald Headed Woman (Jay-Jays/Philips) (Albatro/Amster-
8 7 If You Wait For Love (Dave Berry/Decca) (Albatro/Amster-
9 2 To Whom It Concerns (Chris Andrews/Vogue) (Basart/Amster-
10 9 ‘N Glasje Made My Dear (Ted De Braak/B Barclay)
10 10 ‘N Glasje Made My Dear (Ted De Braak/B Barclay

50

Cash Box—March 19, 1966
Nippon Grammophon held an anniversary party on Feb. 15 to honor local hit "Atakusukayashi -Kouzo no Hibi no Oto" by the local rock band Mari Son, one of the firm's leading singers.

Movie star Yure Kuzama is doing very well with his present local hit "Kimitoke Itsumademo." Toshiba Records has signed the singer to a recording contract. The firm has all of the rights on the tune, "Mimito Itsumademo," b/w "Sunshine of My Life," arranged and conducted by the Ventures, who are scheduled to begin performances here starting March 20.

King Records will release waxings by John Coltrane on Impulse at the end of April. This will be the first release of the year by Impulse. His new release includes "Satchidanada," featuring the group's new lineup with John McLaughlin.

Belgium (Continued)

Cash Box—March 19, 1966—International Section

51
There are some changes in foreign label representation in Spain. Brunswick, previously represented here by Fonogram, has been changed to Columbia. The new label is Orfeón. Another label, Magnetic, has dropped from the list. El Maestro Hispano to Marfor (a new company here). International belongs to Dr. Busse's group, which otherwise is not represented here. Some new labels have come in. The Catala gallo label, handled by Belter, has sold over 50,000 records of "El Silencio" by Roy Etzel. It is the first time that an instrumental record has reached such a mark in Spain. The record is being merchandised by Alberto Trezo, Escolano, Belter will give a gold trophy to Roy Etzel at the end of April.

A lot of children's records (mainly Matilde and Domingo) have come to sing in Spain. Modugno, after his triumph in San Remo, appeared on a Spanish TV show. Also appearing in Spain are Nini Rosso and Herve Vital (whose "Capi, Capi Fini" has been number one here for three months). Wilma Golch and Bobby Solo also came here after San Remo.

There will be a new special tour here by Duke Ellington and his orchestra with Ella Fitzgerald and the Jimmy Jones Trio. One of them was in Barcelona, and the other was in Madrid.

Hispano TV's M&R recordings by Herb Alpert and the Tijuana Brass. The firm is presently very busy pressing "Yo Soy Aqual" by Raphael, the Spanish song in the Eurovision Song Contest.

The Portuguese girl in the Eurovision Contest, Madalena Igrebas, has previously recorded in Spain "El y Ella" (Portugal's song in Eurovision) and "El Corredor," a theme song dedicated to the famous Spanish bullfighter. The first version of this French song dedicated to "El Cordobés" was recorded by Dalida. She came to Spain recently and presented "El Diamante" by Manuel Benitez ("El Cordobes"), the most popular bullfighter since Manolete.

There are two new Festivals in Spain. One of them is the "Festival of the Song of the Atlantic," which is held in the Canary Islands. The winning song, "Lo Bello Es Esto," was sung by Tony Escudero (Belter Records). Second prize was won by Rafael Cordero (EMI). Another Festival (only for groups) was held in León. The contest was won by the Indonesians (an Indonesian group). Second prize was won by the Tirones (EMI). The contest was sponsored by the Odeon label and the TV channel.

New releases by important Spanish groups include the new Brincos single, "Mejor" and a new group called Step One. Their single was the first record on which they sing. Lone Star has recorded an E.P. with four big international hits.

Hispano TV's "Day Tripper" has been released by Spanish E.M.I. and is doing well. Also successful are the Tous' "Lovers Concerto" and the Supremes' "I Hear a Symphony.

Discophon is releasing through Epic label the new hits by the Byrds. They have been successful with "Turn, Turn, Turn."

Hispavox's "Monte Carlo" is going to spend five days in Rome, where they visited the factories and studios of RCA Italiana. They had a reception with the Pope, who suggested some of the profits of records be used to help the starving people in India.

**Argentina's Best Sellers**

<table>
<thead>
<tr>
<th>This Last Week</th>
<th>Argentine Pops</th>
<th>Argentine Rock</th>
<th>Argentine Rock &amp; Roll</th>
<th>Argentine Latin &amp; Country</th>
<th>Argentine Dance &amp; Pop</th>
</tr>
</thead>
<tbody>
<tr>
<td>1 Ave (Aznauy-Bien-Korn) Charles Aznavour, Lucio Milena (Disc Jockey); Frank Fourel (Odeon); Elio Roca (Polydor)</td>
<td><em>La Bamba</em> (Elenka)</td>
<td><em>La Bamba</em> (Elenka)</td>
<td><em>La Bamba</em> (Elenka)</td>
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<tr>
<td>3 <em>El Corralero</em> (Odeon-Korn) Hernan Figueroa Reyes (Odeon Pops); Chango Nieto (CBS); Gitte Acevedo (Harcio Guarany; Quino)</td>
<td><em>El Corralero</em> (Odeon-Korn)</td>
<td><em>El Corralero</em> (Odeon-Korn)</td>
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<td>5 Guantanamera (Not Published) Pete Seeger (CBS); Luis Bravo (Philip); Mr. Trombone (CBS); Marfil (Music)</td>
<td>Guantanamera</td>
<td>Guantanamera</td>
<td>Guantanamera</td>
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<tr>
<td>7 Pe Tu No Posse Bella Sola (Roma) Fred Bongusto (Ferr)</td>
<td><em>El Corralero</em></td>
<td><em>El Corralero</em></td>
<td><em>El Corralero</em></td>
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<tr>
<td>9 Je Me Suis Souvent Demande (Roman) Richard Anthony (Odeon Pops); Los Folks (Philips); Sandro (CBS)</td>
<td>Je Me Suis Souvent Demande (Roman)</td>
<td>Je Me Suis Souvent Demande (Roman)</td>
<td>Je Me Suis Souvent Demande (Roman)</td>
<td>Je Me Suis Souvent Demande (Roman)</td>
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<tr>
<td>11 <em>El Carnaval</em> (Korn) Cinco del Ritmo (Microfon); Los Martinis</td>
<td><em>El Carnaval</em> (Korn) Cinco del Ritmo (Microfon); Los Martinis</td>
<td><em>El Carnaval</em> (Korn) Cinco del Ritmo (Microfon); Los Martinis</td>
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<td><em>El Carnaval</em> (Korn) Cinco del Ritmo (Microfon); Los Martinis</td>
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<tr>
<td>14 El Aporte de Honey (Korn) Herb Alpert (Fermocr); Los Incas (RCA); Los Beatles (Odeon Pops); Trini Lopez, Sarah Vaughn (CBS)</td>
<td>El Aporte de Honey (Korn)</td>
<td>El Aporte de Honey (Korn)</td>
<td>El Aporte de Honey (Korn)</td>
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<td>18 <em>Pachito E Che</em> (Korn) Cuarteto Imperial (CBS)</td>
<td><em>Pachito E Che</em> (Korn)</td>
<td><em>Pachito E Che</em> (Korn)</td>
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<tr>
<td>20 <em>La Vida E La Muerte</em> (Melagrop) Cuarteto Imperial (CBS)</td>
<td><em>La Vida E La Muerte</em> (Melagrop)</td>
<td><em>La Vida E La Muerte</em> (Melagrop)</td>
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<td>23 <em>Se Fue</em> (Korn) Patito (Korn)</td>
<td><em>Se Fue</em> (Korn) Patito</td>
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<td>25 <em>Do Ti Do</em> (Fermec)</td>
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<td>27 <em>La Vestido Celeste</em> (Korn) Ramona Galarza (Odeon); Eduardo Rodrigo (RCA)</td>
<td><em>La Vestido Celeste</em> (Korn)</td>
<td><em>La Vestido Celeste</em> (Korn)</td>
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**Spanish Best Sellers**

1 Aline (Christophe) Hispanov; Pub, by Canciones del Mundo
2 Capi, Capi Fini (Herve Vilar) Mercury; Pub, by Southern
3 Yesterday (Bongos) No Vay A La Fiesta; Pub, by RCA
4 Satisfaction (Rolling Stones) Deca; Pub, by Southern
5 Carteregos (Tres Sudamericanos) Belter; Pub, by Southern
6 Tu Me Dijiste Adios (Briocos) Novela; Pub, Universal Jazz
7 Corralero (Odeon-Korn) Cinco del Ritmo; Pub, by Odeon Pops
8 Silenzio (Roy Etzel) Belter; Pub, by Armónico
9 Que Se Meuran Los Feos (Sirex) Vergara; Pub, Southern
10出 (Vela) and *La Bamba* | *La Bamba* | *La Bamba* | *La Bamba* | *La Bamba* |
13 La Cancion Del Tamboriler (Raphael) Hispanov; Pub, Quiroga
12 Mary Poppins (Original Soundtrack) Hispanov; Pub, Hispanov
11 Hello (Seals) Novela; Pub, Universal Jazz
12 El Mon (Jimmy Fontana) RCA Victor; Pub, by RCA
13 La Esposa (Sirex) Vergara; Pub, Southern
14 Zorba El Griego (Original Soundtrack) Tempo; Pub, by Canciones del Mundo
15 Dio Come Ti Amo (Domingo) Beter; Pub, Canciones del Mundo
16 La Boheme (Charles Arzavan) Barclay
17 Silenzio (Nino Rosso) Durum; Pub, Armónico
Carnival (the famous Brazilian mardi-gras) is over and life is now back again in this country. Although many celebrities canceled their trip to Rio de Janeiro to attend the festivities—only noticeable guests were Ed Ballard and his attendant—whoever you talk to about this year’s Carnival, you will hear the same story—everybody had a wonderful time. This year’s Carnival is the last to be held on the beach at Copacabana, and next year it will be held in the heart of the city.

The Carnival is over and now is the time to return to work. Many people have left Rio de Janeiro, and the streets are now very quiet. However, the music and parties continue, and there are still some people who are not ready to leave.

One of the personal arguing points in the record trade of Australia (as with many other countries) is the 5% privilege return allowance from retailers and distributors back to the manufacturer. From what we can gather, most record companies are against the scheme almost since the day it was first introduced many years ago. But in spite of these objections, the much-discussed privilege return allowance is very much a part of the record industry of Australia. This is a system that allows the record companies to receive a portion of the retail price of a record as a return for their manufacturing and distribution costs.

Many months ago, the Musicians’ Union advised record companies of an increase in recording fees for their members from (Australian) $4.75 to $25.00 per man per day. This increase was introduced as a result of complaints from record companies about the high cost of recording sessions. Many record companies felt that the new fees were not sufficient to cover the cost of recording and that they were, in effect, a replacement for the privilege return allowance.

Most record companies believe that the new rate is still not high enough and that the privilege return allowance should continue. They feel that the new fees are not sufficient to cover the high cost of recording and that they are, in effect, a replacement for the privilege return allowance.

One of the reasons for this is that the privilege return allowance is a form of tax on the record company. It is a way of making sure that the record company is paying its fair share of the cost of recording the record. The privilege return allowance is also a way of ensuring that the record company is paying a fair price for the recording session.

This is a very important issue, and it is one that record companies and the Musicians’ Union will continue to fight over. The privilege return allowance is a form of tax on the record company. It is a way of making sure that the record company is paying its fair share of the cost of recording the record. The privilege return allowance is also a way of ensuring that the record company is paying a fair price for the recording session.

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GERMANY—BEST SELLERS OVER THE PAST 8 WEEKS

This Year's Last Weeks
Week On Charts

4 4 9 3 3 3 3 3
5 5 5 5 5 5 5 5
6 6 6 6 6 6 6 6
7 7 7 7 7 7 7 7
8 8 8 8 8 8 8 8

(Courtesy "Music"

GERMANY—JUKE BOX—RAIO-SALES FAVORITES

This Year's Last Weeks
Week On Charts

4 "Ganz In Weiss (All In White)—Roy Black—Polydor—Aug
5 5 5 5 5 5 5 5
6 6 6 6 6 6 6 6
7 7 7 7 7 7 7 7
8 8 8 8 8 8 8 8

(Courtesy "Automaten Mark")

Early indications are that a single on Dunwich to be distributed by London in Canada and by Atoe in the U.S., will win teen approval very quickly. "Giv틀," by the Shadows Of Night, has been creating much favorable comment from teens through early air exposure. The Drifters will do well with their updating of "Memories Are Made Of This." The new single by The Bantams has also received a lot of favorable response from listeners. The group definitely dig the tune entitled "Meet Me Tonight Little Girl." Could be some good things happening for this band.

A lot of good things are happening with The Swingin' Blue Jeans. The group's new single "Don't Make Me Over," will garner a large share of airplay. It's a great instrumental, "Spanish Flair," by the Blueberry Hill Band could garner Capitol the lion's share of the airplay and sales on the side. It was released well ahead of other versions.

RCR currently, riding one-two on many Canadian playlists with "Balled Of The Green Berets" and "California Dreamin," looks as if they have a hot new side by Lesley Miller, "I've Wore The Green Beret."

The Jerry Palmer side on Gaiety, "Walking The Dog," is doing very well in several Canadian centres. The Dudes, also on the California-based Gaiety label, are scoring with their debut outing, "Let's Not Pretend Anymore." Young Palmer has spent some time recently at his Fort William, Ontario home. He did TV and radio guestshots at The Lakehead. Palmer will shortly head for a string of one-nights across Western Canada. His second Gaiety session has just been cut in Hollywood, and depending on chart and sales action on "Dog," it will appear on the market very soon.

A whole flock of newbies will have the Quality boys in high gear as you read this. The Toys have a new one titled "My Heart Be Cast Into Stone." Another good one, shortly to do some chart business if early reaction is any indication, is the latest by the Tokens, "I Hear The Trumpets Blow." We Five arrived at the scene with their hit, "Let's Go Out." Already breaking wide open on the Quality scene from coast to coast are The Solid Gold Jesters with their "Rock Baby." The other one, "Mouly" by the Barbarians and "Love Is Me Love Is You" by Connie Francis, No word yet on which Canadian distrib will handle the Palmer outing, "Wait A Minute." The Kinks with their new one for Bryan Coombs and Columbia is the epic debut of Roy Hutchison, "Rose Marie." The Winnipeg group is riding high on the good Epic single, "Swing Out" and voices of the Beaumarks. Late word from Gaiety's Don Grabsey indicates a very favorable reaction to the Jerry Palmer record at Seattle's J.K. Reportedly, Pat O'Dea, one of the pick treatment and expects it to develop top ten muscles in very-short order in that all-important market. The 50,000 watt KJR is giving strong signals to Canada's west coast cities, so Stan Kalin at RCA Victor will have reason to welcome the report from the west coast.

Van Nuis, German-Canadian Radio Program ticker reports the impending Canadian release of the latest Bee Gees for Bryan Coombs and Columbia is the epic debut of Roy Hutchison, "Rose Marie." The Winnipeg group is riding high on the good Epic single, "Swing Out" and voices of the Beaumarks. Late word from Gaiety's Don Grabsey indicates a very favorable reaction to the Jerry Palmer record at Seattle's J.K. Reportedly, Pat O'Dea, one of the pick treatment and expects it to develop top ten muscles in very-short order in that all-important market. The 50,000 watt KJR is giving strong signals to Canada's west coast cities, so Stan Kalin at RCA Victor will have reason to welcome the report from the west coast.

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Last February 26, we took a plane to Acapulco to see the one night Trini Lopez benefit show for the poor children of that port. When he arrived, he began rehearsing with the Chuck Anderson band. Approximately 500 people saw his show that night; among them were Samantha Eggar, Hugh O'Brien and Polly Bergen, who gave Trini a trophy sponsored by the association of Latin American Disk Jockeys. The award was in recognition of the big promotion that Trini has given to Mexican music. This benefit show collected around a quarter million pesos.

In the interview we had with Lopez, he told us that after Acapulco he was going to perform in New York at Basin Street East, and after that he will tour Europe for five months. In Europe, the singer will do his first picture, "The Dirty Dozen." Lopez told us that he just released a new album in Spanish-titled "Trini Lopez—2nd Latin American Album." It is on the Reprise label, and included are songs like "Cuando Calienta el Sol," "Sin TI," "Historia De Un Amor," "Pancho Lopez," "Solamente Una Ves" and other Mexican songs. Don costa does the arrangements and orchestrations.

RCA Victor promoter Javier Barragan, left his job last week and Miguel Delgado took charge of the promotion of Capitol Records.

Capitol Records has announced that it has signed exclusive contracts with popular TV soap opera star Julissa and with young female singing duet Las Hermanitas Castillo. They are already recording new songs.

We have received the first record by the popular Mexican Trio Los Panchos in Memphis with an accompaniment by Presley's group The Jordinaires. The theme is the theme of the Beatles song "Girl." Besides are other songs such as "Oh, Lonesome Me," "I Can't Stop Lovin' You," etc. The songs will soon be released in an album on the CBS label. Los Panchos will soon fulfill a new contract in Japan.

CBS announces a new vocal duet named Los Zorros, who cut a self-penned song "Me Hiciste Pediros" and American theme "That's The Way." In the future, Los Zorros will be competition for Los Hermanos Carrien, top singers of Orfeon Records.

Mexican idol Cesar Costa returned from his successful tour of Central America. He will start a new picture of which he also will be producer. At the same time, he will finish a new album at RCA.

Maria Farres, president of Tizoc Records, released the third album recorded by popular Herb Alpert and his Tijuana Brass. The LP is "South Of The Border" and is registering good sales. Female impresario Fanny Schatz is very interested in bringing Alpert to perform for one week in town.

RCA Victor released a fabulous album by Chilean singer Sonia. It contains beautiful new songs like "Te Amare Toda La Vida," "Si Yo Pudiera Detener el Tiempo," "La Mentira," "Necesito Aprender a Sufrir," "Yo Sin Ti," "Inol-

### Mexico's Best Sellers

1. No Llores—Mike Laure (Musart)
2. Mazatlan—Mike Laure (Musart)
3. Un Hombre Respetable (A Well Respected Man)—Los Hiters (Orfeon)
4. The Kinks (Gamma)
5. La Tierra De Las Mil Danzas—Billy Haley (Orfeon)
6. La Banda Esta Borracha—Mike Laure (Musart)
7. Los Lupe (Hang On Sloopy)—Los Johnny Jets (CBS)—The McCloys (Gamma)—Los Keros Devil (Gamma)—Ramsey Lewis (Gamma)—The Challengers (Tizoc)—Billy Lee Riley (Tizoc)
8. 039—Mike Laure (Musart)
9. Una Probada De Miel (A Taste Of Honey)—Herb Alpert (Tizoc)
10. Zorba El Grieco (Zorba The Greek)—Trio Atienjese (Vogue)—Mikis Theodorakis (Tizoc)—Beto Diaz (Musart)

### Johnny Mathis On Five Week Oriental Stint

CHICAGO—Mercury recording artist Johnny Mathis will leave on Mar. 23 for a Japanese tour that begins on Mar. 25 and winds up on April 11. The chart will be accompanied on the trip by the sight-voice "New Generation." The Japanese circuit is being promoted by "Tats" Nagashima of KK Productions, Tokyo.

Mathis and the "New Generation" will perform for American military personnel in Okinawa, Apr. 13-17; Korea, Apr. 18-27; and Japan, Apr. 29-May 2. Their final public concert in the Orient is scheduled for the Arnetl Coliseum, Manila, on May 3.

Rojen Productions, who directs Mathis activity, has also made arrangements for the singer to appear on the "Talk of the Town" show in London from July 25 to Aug. 7.

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Much too often, editorial observations and outrages on the state of the coin machine industry seem to concern our own peculiar ills, our legal quandaries or our own much maligned public image. It’s refreshing once in a while to say a few words on something less critical than discriminating taxation and equipment prohibition and pat ourselves on the back for carrying on one of our more enjoyable customs—the distributor Open House.

The tradition of holding an open house celebration is peculiar to our industry and only a few others. It is an old custom—as old as the business itself. Most important of all, it is a sound economic practice for the distributor. At the same time it is an occasion for the operator to take time out and enjoy the generosity of his local equipment dealer who has been enjoying his business for the previous year or would like to get more of it the next.

Distributors open their doors to operators and often the operator’s friends and families on several occasions during the year—when a new phonograph is premiered, a business anniversary, when new showroom facilities are completed, at year’s end or some other worthy holiday.

To the distributor, the open house represents the expense of providing refreshments and possibly some door prizes and a little extra time from himself and his employees. It also presents a chance to meet his operator customers in a more social atmosphere right in his own showroom and possibly make some new ones. If the occasion for the open house happens to be the unveiling of a new piece of equipment, factory representatives will usually be on hand to outline the features of the new model, and to familiarize the guests and their mechanics with the basic technical operation of the piece. This gives the distributor a firmer base from which to talk business during the weeks and months thereafter.

Operators see the open house as a social meeting ground and the opportunity to snare a little enjoyment down at the local equipment outlet. Most often, he’ll get a rare chance to converse with factory representatives, pass on his compliments on the line or unload his complaints and also get the low-down on current models.

From a general viewpoint, the open house is sound public relations. Like a successful convention, it “looks good on the industry.” The picture of a coin-operated equipment merchant entertaining his customers, their employees and their families is a healthy one. The sound of our kids playing about our pool tables and amusement machines rings true. The discourse between operator and factory rep provides a vital communication—a feedback of ideas, praise, suggestions and complaints which is the lifeblood of the industry.

The open house celebration builds loyalty. It shows concern by the distributor for the operator. To take part is to be part. It’s important to keep sales up—equally important to keep spirits up too.
CHICAGO—When Sam Stern, president and general manager of Williams Electronics Corporation, in this city, returned to his company's factory after a whirlwind business trip—spared little time in placing heavy orders for new construction and shipping of equipment on the annual Spring star of the competitive "Pitch & Bat" baseball game line—baseball.

This baseball the year's pet entry is the competitive "Pitch & Bat" baseball game with the "Score" feature, which is attuned to gathering considerably more profits for many reasons.

Stern heralds the introduction of Williams "Pitch & Bat" as "a singular event for the company's international markets, as it is every year at this time."

"This year, the company's sales manager, had this to say about Williams' "Pitch & Bat" baseball game: Operators in all of the markets look forward with eager anticipation to our annual Spring introduction of a baseball game. It is always our happy day, state, we are offering the most modern and the most amusing for all sorts of locations. It should bring a banner season to all.

He further stated that "Pitch & Bat" was loaded with more features and more opportunities for the coin players to return to profits. This game, he said, has proven itself "beating the competition" and was in numerous test locations where almost unbelievable collections were made on "Pitch & Bat." We're just straight running.""}

Innovations there is a lever on the front panel at the very front of the highly styled cabinet. The new feature is known as a "� bait," a "� knocker" to the batter (competitor). As Bill DeSelm, of the sales department, explains, "The competitive feature greatly adds to the success of "Pitch & Bat" in this type of baseball coin-operated equipment.

DeSelm further explained the scoring features in the "Pitch & Bat" baseball amusement game. He stated that "Pitch & Bat" is loaded with the most points on the backglass the player can earn a "� Special." Furthermore, the player is scored each time when he lights all of the targets on the backglass. Each time the scoring feature a bullseye home run with the bases loaded (a grand slam) is scored an additional "� Special" for the high score.

CHICAGO — Fred Granger, executive vice president of Music Operators of America (MOA), advised this past week that the Board of Directors meeting will be held March 20 thru 22, in the Starr-Hayes Hotel in Washington, D.C.

Scheduled activities will officially commence on Sunday morning, March 20, at a luncheon when President John A. (Red) Wallace will present the new MOA membership plaques to all of the directors present as we are to begin the meeting.

MOA's attorney, Nicholas E. Allen, will conduct a comprehensive legislative seminar relative to the current MOA proposal on the copyright question. Actually, this matter looms large on the national association's agenda of activity over the next year, according to the Board of Directors meeting.

Mr. Granger will be participating at this year's meeting, Los Catalina, Chairman of the Board of Directors, certainly appears that this will undoubtedly be one of the best attended board meetings ever held by our association.

Granger states that other vital association business will be acted upon and resolved during the regular meetings Monday and Tuesday afternoons. The directors will call on their respective senators and congressmen during the mornings; therefore, so any association business will be conducted the day after the Senate and House of Representatives.

Granger has talked with Granger about the progress of the MOA membership drive. Still in the organization's early stages, we have been informed that their staffs have so far brought in a few more members than we were opening of the campaign on the first of January.

Robert Nims, chairman of District Five (Texas, Oklahoma, Louisiana, Arkansas) leads the race with twenty new members. "Bob Nims is a fireball," said Granger "and has been an outstanding success. It was not familiar to operators is just how important we consider this drive to be."

Jack G. Bess, who designed the cabinet and is chairman of District Three has accounted for thirteen new members so far. "Actually," said Bess, "we have at the almost half of the total number of operators was in the state of West Virginia. It is fine, but we want all of them, in all the states, right across the country."

The number of members in any association determines whether it is an effective group or not," he said, "and we really do not want to be slacks with each other. Here's a case in point: Our appearance before Congress. Senators and Congressmen will want to know how many people MOA represent. The Congressman has asked me point blank: 'Do you represent all of the people of the industry in your state?'—and I told him that I will place a list of names on his desk, the names of every operator in my state. That's a pledge I intend to keep."

Granger also commented on membership strength. "It makes quite a bit of difference, especially to a public official, when someone representing a group comes to see him. If you are asked what your membership roll contains, and you say, 'Me and a couple of my friends,' then you can imagine the response. But if you can say, 'Me and one thousand other men who think the same way I do and believe what I do and know what I know— well... it speaks for itself.'"

"Bess, we are pretty well along in the organization stage. April, May and June will be the big months for us. That's when we'll really go all out. At our board meeting in Washington next week we'll discuss several methods to use in the driving, including direct contact with the major manufacturers and their major distributors to give us their help. There's still a lot to be done, but we're off to a good start. Now we must just keep on the road and drive."

Porter Congratulations S.D. Ops For Fine Meet MITCHELL, S.D.—In a letter to all members, Earl Porter, secretary-treasurer of the Music and Vending Association of South Dakota, commented on the recent gathering of the group at Sioux Falls last week.

"I do believe this was one of our better general meetings. The vending business voted to apply for a state Council in NAMA, with a board of governors to be appointed later."

Porter mentioned the group's health insurance program and personal property tax reports. He welcomed new members to the association—Dart Records, Minneapolis, Minnesota; Paterson International, Cincinnati, Ohio and Interlake Vending, Madison, S.D.

"I wish to thank Fred Granger for coming to our meeting and the fine address he gave us. We hope that he will return soon. We have voted to extend the MOA royalty proposal."

Porter said the next meeting of the association would be held in Watertown, June 12th and 13th.
ON THE AVENUE, TENTH AVENUE—Mike Munves has added another new game to his gallery of arcade equipment; DuKane’s “Grand Prize” automatic test unit. Operating on the same design as DuKane’s “ski ‘N’ Shore,” the play area is in front of the machine, while the steering wheel is set toward the right foot on the accelerator, and away he goes. The “highway” slips and slides and rushes past, the object to keep the car on the road. Some twenty times while playing the “Grand Prize,” Mike said a player can get himself ‘completely turned around’... "You know ... you’re terrible!" But the game is great. Mike expects to do a lot of business with the unit. Mention was made of the game being dropped in favor of one that will dash back east and attend a two-day conclave of the amusement parks operators in the State of Pennsylvania. The meeting’s being held in Harrisburg by deferring and starting from the Rock-Ola in front of United East Coast Corp. Standing by it were Lou Druckman and Joe Cipolla, and Green River Amusement Co., in Mahanoy City, Pa., and confident looking gentleman, was picking up an order of Fischer pool tables. "They’re going great upside, the hottest thing on the market right now," he said. Stepping into the United showrooms, a pleasant change. Here’s Joe: "You know, in this business you’ve got to move. You can’t stand still, P. M. man who does that left. You’ve got to know what they can do for you and how to take care of them. When I put new records on a machine, I wipe them first to get the dust off. It makes the customers longer and sound in it. Maybe that sounds like a little thing, but it’s the little things that add up as for games, I’ll put my money on Gottlieb. They make the best." The United showrooms are looking absolutely bare—their sold their shipment of Williams “Tango” shufflees, "There’s another shipment coming in tomorrow," said Lou, and "they’ll go just as fast." Over at Atlantic Vending, who’s getting down to the Rock-Ola in the new year, strong on U.S. Billiards pool tables and the Rock-Ola phonographs. There’s also a surprise for the industry due—watch Cash Box for the story. Abe Lipsky, the U.F.A.’s top-man of the Year, repeated his forecast of the great guns... "It’s a race at Musical Distributors to see which is selling faster; the Chicago Coin line of games or the Wurlitzer line..."

MAY RAY, sales ace of Atlantic New York, Semborg distributors, taking advantage of the good weather to sell, sell, sell.

The Waldorf Astoria, RAY BASH—East Hartford, Connecticut, March 3rd, New York March 8, Springfield, New Jersey, March 10; those were the big open house days for Runyon Sales, Inc., as they raised the official opening of the Rock-Ola in the New York showrooms, a box. In New York, Irving Kemper and Louis Wolburg, proudly hosted the bash, which featured a mechanical exhibition and the Rock-Ola brand welcome. Putting in special appearances were Rowe marketing vice president Fred Pollak and Runyon sales president Abe Green. The Rock-Ola’s pop art, Hamburg, Germany, was liberating the visas, wood paneling and all the edges on the sides. The sound’s full and the mechanism’s always playing music. In the Rock-Ola, there certainly was a buffet lunch and liberating spirits available. The guest list read like a who’s who of the industry in New York: Al Miniaci of Paramount, Jim and Eddy Tack, owner of Wilton, Vending of New Jersey, Howard Herman, County Amusement, Ronald Gregory of Hudson Valley Amusement, Larry and Rossenburger, John and Ron Bosco. You can’t stay Rayboy, Ray Walt Amusement, Nick Sherry, Sherry Music Ray, Gillendude’s, Ray’s Music, Al Kerner, Sak Trading Corp., Bill O’Neill, Coral Amusement, Claude Powell, Runyon Sales, Al Koeper, Amy Powell, Joe Knoss, Arrow Service, George Holzman, Supreme Automatic Music, Ray DiGiovanni, Yankee Vending and Morris Bernstein, Seymour Pollak, Max Klein and Max Kramer, Willard B. Davis, Bob Winkhart of the “Two Boys,” from Irving Kaye Co. (Runyon distributes their line of pool tables). From Runyon Sales, Inc., a fine turnout was on hand with the attendance of: Bob Seibel, Nate Surerman, Lou Schreiber, Carl Korn, Sid Gerber, Jack Melz, Larry Rafaelie, Wally Zuckier, James Gepp, Dan Vineberg and Tom Plecker. And there was a fine turnout from the last Rock-Ola box in the world, Marilyn added the proper touch of feminine beauty. The boys at Runyon, Irving, Atlantic, Rock-Ola and C.W. have been at it, and some distributors, including the Rock-Ola’s boss, says, "There’s a fine turn-out for the Rowe AMI open house, proved. But don’t go ‘way—that’s all." There was another Rock-Ola bash at the Connecticut showrooms, and a third at the Rock-Ola in Newark, New Jersey. So the Rock-Ola’s have got spread. Says Fred Pollak: "We’ve got the winner this year and we wanted to see if the American public could do it..."

C. B. ROSS AT C. C. EXCHANGE—The respect for genius talented to the name of C. B. Ross, Wurlitzer’s almost legendary service chief, seems to go before him these days as he barometers nation turning operators into proficient Wurlitzer juice box mechanics in the proverbial ‘six lessons.’ Well maybe the lessons aren’t all that easy but Cleveland area operators... pulled in droves nevertheless for a three day run, the last week in Feb. to hear and learn from C. B. at the showrooms of Cleveland Coin. Among the ones and mechanics attending were: Vern Blake, Earl Eberhardt, Ed Rie, Otto Dona, Tom Baur, Ken Pullin, John Good, Metro, Joe Scott, Perry Hackbush, August Luizzo, Paul Henry, Hyman Silverstein, David Rink, Philip Deفاusto, Howard Koenig, Robert O’Donnell, Robert Hermet, William B. Taylor, Steve Frenchel, George Haydov, Phil Ehrlich, Sid Ander, Buddy Crer, Morris Berckowitz, James Attwell, Paw Loomber, Joe Kapelos, Leo A. Zrzeak, Bob Becklin, Joe Brick, Bill Black, Joe Calamari, Ken Pullin, Stanley Narsony, John A. Hiatt, John Mauer, Dan Colombo, Tom Crimmins... 

BAMA HOLIDAY—Wurlitzer’s Dick O’Connor dropped a few words last week on a lucky group of Buffalo area operators who were treated to a 6-day holiday last week at the Wurlitzer exchange in Birmingham, Ala. (60 miles north of Mobile). One of the many activities the group enjoyed, was a visit to Rock Point, the locale of the recent James Bond film ‘Thunderball.’ The Nassau Beach Resort was a base of operations for the group which included a top crew during the ‘Thunderball’ filming. The operators’ wives enjoyed the duty trips and a trip to the Straw Marketplace where straw hats and purses were purchased. Nice, if you can get it... . Anne Colberg of Albert Simon Inc. (NY) Rock-Ola distributor, at Rock Point finally put that to the test. She got that tan look mighty good! .. . Sam (Musical Moments) Morrison sent us a picture of himself on ‘his way’ somewhere in New York where he spent some 250 veterans of the Tenth Mountain Division, Sam’s WWII ski unit. Sam says the Whitesface Mt. area was dedicated to his memorial in their unit for their exploits in the Korean War. A. D. Clark of the Lazaar Co. was there advising customers in the area that Allan Kanacreek is no longer associated with the firm.

Cash Box—March 19, 1966
**Chicago Chatter**

A highlight of the MOA Board of Directors meeting, March 20-22, in Washington, D.C., was a presentation by Proxy John A. (Red) Wallace of the new membership plaques to all of the officers and directors in attendance. Also, a full schedule of activities during the mornings of all three of the meeting days so that the directors can call on their senators and congressmen requesting their support of MOA’s proposal on the copyright question.

A dinner was given in Tokyo last Wednesday, March 9, at the huge Rock-Ola Mfg. plant. Genial greeters included David C. Carlin, Edward G. Doris, Dr. David R. Rockola, George Hincker, Art Janacek, et al.

Wurlitzer’s Bert Davidson, busy as ever, plowed up to Minneapolis to visit with the State Sparky handler. While Proxy David Gottlieb and his Dorothy are relaxing in Miami Beach warmth there is a lot of heat generated in the D. B. Sveleck & Co. plant with a very heavy sales response continuing on Gottlieb’s "Magnetic Cue Ball" player, according to Alvin and Nate Gottlieb. I’d like to hear what export action also continues very strong. … Over at Wico Coin the cells are coming in faster than ever for coin-op phone called “Eye-A-Poppin’”. It is, as Ruber, very inexpensive, but very effective.

Everyone at Williams Electronic Mfg. Corp., including Proxy Sam Stern, Benjamin Oettinger, and Jack Hedden, says that the firm has a huge winner in the new “Pitch & Bat” two-player baseball novelty game. It is 19”, and singles have already started to distribute. Mary 9 year old son of Bally assistant sales manager Bob Harpling, registered recently for his second year in the Horner Park Little League (baseball). Last year Brian played center field and led the league in hitting with a healthy .402 average. He also led his team in home runs with 11. When team position selections are made we’ll bet on Slugger Brian.

Arizona vending ops and suppliers formed a new state council, which was immediately tendered a charter by NAMA, according to Thomas B. Hungerford, at a meeting in Phoenix recently. Gerald L. Roseland, Watkins Cigarette Service, in Phoenix, was elected president. Other officers are: Art Kaufman, Valley Vendors, Phoenix (vice-pres.); and M. C. Purcell, Flagstaff Vending (sec.-treas.). Elected to the council’s board of governors were R. M. Garner, Canteen Food & Vending, Tucson; Spencer Hoopes, Gila Electric & Music, Waukon, Iowa; and Kindred, Alliance, Nebraska.

Yuma. Sidney J. Kallick, of NAMA’s Western Council, will act as executive secretary of the new council. Over at CMI Distribs in Indianapolis, Morris Calderon is back in his office after a kidney stone removal. During his absence brothers Irv and Charles Calderon minded the store.

So Coin, Pike, Mich., was a visitor at Empire Distribs. He came in to attend the Boat Show at McCormick Place. Bill visioned Cooke’s Robbins, Jack Burns and Bill Milne … Al Calderon, proxy of Calderon Distribs in Indianapolis, headed to Miami Beach for a bit of sunshine. … There was a lot of celebrating last week at the M. & J. Salvage. Herb and Jack Fetzer advertised their 31st wedding anniversary. Also (and by means least) they became grandparents when daughter Burns (Mrs. Alan Edelein) gave birth to pretty, little Beth Edelein. … By the way, we also discovered that Mr. & Mrs. Bill DeSelm recently celebrated 31 years of wedded bliss.

Of town of these days. Eddie and Adele Ginsburg, of Atlas Music Co., are in Miami Beach and having a ball. … Harry Silverberg and his Rose, of W. B. Music in Kansas City, hit the road last week. … Ewald Fischer of Chicago went down to his Texas to call on their dealers. During their absence Marve Mertes and Lou Wermser held down the fort at Fischer Mfg. Co.

After charting with Harold Schwartz and Fred Skor, at World Wide Distribs we learned that sales on music and amusement equipment rolls merrily on with no letup. Irv Ovitz tells us his vending sales couldn’t be better during this first quarter of the year.

Mort Levinson, National Coin, reports steady sales on Gottlieb flippers and Wurlitzer pinball. A very active guy is Rowe’s Pete Petropoulos who has really been on the “GO” of late. However, he is now basing in luxury at Gene Asty’s post Continental in Hollywood. … Happiness reigns supreme at Martin Bros. … Where the big news these Spring-like days is a “Magnetic Cue Ball” two-player. We have no less an informer on the rapidly growing title of newest ChCoin amusement game than sales chief Mort Secore. Guss Ginsburg and Harry Glick ditto this news.

Eddie Zorinsky, of H. Z. Vending & Sales, in Omaha, is just about ready to put his 1400 motheball, and his ’32 baseball, on the market. … Bill Tuttle and Bruce A., at World Wide Distribs, are blending "Arizona Cues" and "Bally Baseball" for dancing. … Production has been further increased at Midway Mfg. Co., of Amsterdam and Italy. The action is very heavy and the heat is off. Sincere condolences to the family of Byron Charles Smith, a veteran operator in Springfield, Missouri, who died recently after a heart attack.

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**Chicago Chatter**

**Chicago Mention**

There is a substantial upward trend in collections noted in the State of Wisconsin of late. This rosy indication was garnered from a reliable cross section of coin machines scattered over the state. Amongers in a wide area of the state, the press we checked out were: Dean Oitz, of Wisconsin Novelty Co., Milwaukee; Carl Arbeit, Biro Products, Milwaukee; Dewey Wright, of Wausau; Lou Glass, Madison; Jerome “Red” Jacomet, Red’s Novelty Co., Milwaukee; and Arnold Joel, Arnold’s Coin Machine Service, Cream City also. All reported that they are doing a banner ye.

Wednesday morning, March 9, was the target date for Operation United, Inc., of the Protestant Holiday. Proxy Harry Jacobson and his board, along with Carole Townsend gathered with their operator guests and their wives at Mitchell Field for early morning takeoff. Reid Whipple and Chuck Meyers will act as co-chairs. … Operations name, is ‘United’, while Oitz was a group. … With the hot-weather set, according to Oscar Kleinman info’ that Kenny Glen, of K. C. Sales & Services, St. Paul, attended the big ’34 Vending and Music Operators’ meeting in Operators’ Hall last week. Joel and co-head Sam Cooper report excellent sales overall at Pioneer Sales & Services. … Sam Hastings, of Hastings Distribs, will enplane to the 1934 Chicago World’s Fair. For the copyright hearings before the House Sub-Committee on Sunday, Sam will testify in behalf of Music Operators of America. … “Magnetic Cue Ball” is very heavy at S. L. London Music Co., these days, according to Nate Vicer. Nate tells us that his heaviest sales are on Seeburg’s “Electra” coin-operated phonograph and full line vending. He entity this year was $10,000. The current “Trash quader” four-player is a piece of cake at London Music.

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New Cue Ball shown and compared to regulation billiard ball and oversized cue ball on other coin-operated pool tables. All 16 balls now same size.

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- Magnetic Cue Ball will not become trapped as it separates itself from other balls.
- Regulation size and weight assures player more accuracy.

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**Coshocton**

**ANNOUNCING A MIGHTY REVIEW**

APRIL 9, 1966 ISSUE

**RECONDITIONED SPECIALS GUARANTEED IN STOCK—SUBJECT TO PRIOR SALE**

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**UNITED BALLET DANCERS**

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**Cash Box—March 19, 1966**

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Seeburg VL200 ......................... 175.00
Seeburg KD200 ......................... 250.00
Seeburg AQ160 ......................... 495.00
Seeburg AY160 ......................... 595.00
Wurlitzer 2310 ......................... 235.00
Wurlitzer 2304 ......................... 235.00
Wurlitzer 2300 ......................... 235.00
Wurlitzer 2410 ......................... 295.00
Wurlitzer 2400 ......................... 295.00
Wurlitzer 2510 ......................... 375.00
Wurlitzer 2500 ......................... 375.00
Wurlitzer 2600 ......................... 435.00
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SPRING TRAINING ON PICO BLVD.—The first signs of spring are the new baseball signs appearing on this street. There is an old hold out here—no demands for a million over a three year period. Chicago Coin is heralding their "TV Baseball" as the "greatest two pitch game" and suggesting you buy no other until you've seen it. And Bob Portale at Advance is beaming with the news that he's the exclusive distributor for Chicago Coin on the west coast and is presently showing and selling the game... On the other hand—and halfway up the next block—Stan Larsen is spreading the news about the Williams two player "Pitch and Bat" which utilizes standard base runners and a variety of pitchers. There's a special for fast, curve, slow and knucklers. So it appears that the split ball is banned—ever the Williams.

A big ball bowler is also being shown at Struve Dist, and Stan tells us that the new called "Amazon" is 16 feet long with a new bonus fame feature. You get a 800 one strike bonus for a strike but end up in "pocket lane" you've got 400 pts. There's also an adjustable height with one level closer to the floor. Pres. Ken Struve should be the best authority. At Advance we're told that Jennie Cook has been added to the office staff at Struve Dist. Another note—the Mark III pool table by Irving Kaye is back in stock at Struve and another shipment arrived this week.

Add another novel spring game to the pack—it's called "Putt Shoe" and it's a combination of pool and ball game. Its revolutionary nature is that it's manufactured by P.S. Distributing Co., a local firm, and it's played with a ball and club shotting into pockets like a tee ball... Joseph Lyon dropped by the Simon firm recently to confer with George Muroaka—Lyon is from the Duke Corp., St. Charles, Ill.

LAYMONT CLIMBES TAPE AUTO WAGON—Jim Wilkins at Laymton reports that another new line has been added—the Muns tape units—available for car and commercial use—restaurants and bars. The "Master Bill" pool table, recently distributed at Past Time Bat and Ball, has a new shipment now in stock. Jim Wilkins' son, Jim Jr., is now employed at the General Coin Co. in Whittier.

CHIMEL JOINS WURLITZER IN IA. — Clayton Ballard is pleased to announce that Ron Chimel has joined the sales force of the local Wurlitzer branch. Ron has formerly associated with the J. P. Jones firm here, but also tells us that Leonard Hicks was recently in town en route to San Francisco to conduct Schools in the Bay area.

CIRCLE INTERNATIONAL ON TOUR.—A number of the Circle employees are on the move this week with Ralph Phipps in Mexico City assisting in the installation of a large Wurlitzer set-up due in a couple of weeks.仓库 is in coverage at 1112 Broadway, getting acquainted with the ops in that territory. Mr. R. Wright of Rama Distributing in town and visiting Circle's past operations here.'HERE AND THERE—Jay Colona visiting Lisenbench's with a new release titled "I'm Coming Home Los Angeles" by Tony Gato on Tablo label... Top sellers this past week at California Music show up to be Tijuana Brass and "Secret Agent Man" by Johnny Rivers on Imperial. The Brass' new album won't be released until early in April but brokers are getting an advance order of more than 1,000,000 L.P.'s... Dale's Record Service, no longer on Pico, has merged with Record Rack Service... Jim Crosby's son, Jim Jr., on a ten day leave from Chicago—he's with the Sears credit manager for R. F. Jones in San Francisco. The California School Food Service Association will be holding their 39th Annual Conference April 3-5 at the Statler-Hilton Hotel in Los Angeles.


Rowe's non-stop marketing veep Fred Pollak returned from a brief promotion tour through the firm's Western distributor circuit to learn that the big "Band Stand" open house party at Bunyon Sales' New York showroom last Tuesday, the 8th. Fred enjoyed meeting the numerous metro area ops who attended the phone and "Wall-Ette's" showing and we snapped accounts of interesting displays and collections where new Rowe wall boxes have been installed. "We've received nothing but favorable reports from operators who put our wall box up in their location," Pollak beamed... Johnny Keer, sales staffer at Betsen Enterprises in North Bergen, awaiting momentary shipment of ChiciCoin's brand new TV Baseball player. "If this baseball moves as good as the Texas Rangers game has for us, we'll be tickled pink," Johnny said, adding, "and their Bel-Air shuffle alley has been a dream." Needless to say, president Bert Keer is all ears with the ChicoCoin line... American Shufflerboard's chief Nick Melone getting ready to spring the "most exciting coin-operated game to be seen in the trade over the last decade." Nick's not revealing any details of the new piece but says to watch for the "shuffle 88" (story should break before the end of the spring game season). Nick and the Nimros, meanwhile, out on an advertising trip out to see daughter Nancy at the University of Indiana. Miss Melone, incidentally, was just accepted into the school's prestigious Alpha Phi sorority.

Happy Birthday This Week To:

C. A. (Shorty) Culp, Tulsa, Oklahoma... Jack Swartz, Brookline, Mass... Marvin Jacobs, Detroit, Michigan... Harold M. Rudman, Cambridge, Mass... August Van Breckel, Delafield, Ohio... Joe Brodsky, Freeland, Pa... Charles J. Breitenstein, Chicago, Illinois... Wilfred Fritz, Los Angeles, Calif... Harold E. Rose, Fargo, North Dakota... Leo Willsen, New York, N.Y... C. P. Warren, Norfolk, Va... Harry Witten, Philadelphia, Pa... Mack F. Phillips, Garber, Oklahoma... Robert F. Lonsway, Warren, Ohio... West Unruen, Provo, Utah... Douglas W. Johnson, Sioux City, Iowa... Harry D. Moseley, Richmond, Va... Ralph R. Hensley, Bloomington, Ind... Francis J. Miller, Irvine, Kentucky... Meredith B. Turner, Chicago, Ill... J. B. Fishman, Jamaica, Long Island, N.Y... John D. Winkelmann, St. Louis, Mo... Leon C. DeCroes, Kokomo, Ind... Joseph B. Merry, Columbus, Ohio... Louis Miller, Johnson, Mich... Alvin Gottlieb, Chicago, Illinois... Harold C. Pepple, Fayette, Idaho... James Vincent Bryant, Regina, Sask, Canada... John B. Fugate, Grand Rivers, Ky... Morris B. Hewett, Midland, Florida... Michael Form, Granada, Calif... Robert A. Lyons, Skowhegan, Maine... Harry S. Hunn, Enkison, Pa... Mike A. Yeung, Soldiers-Grove, Wisconsin... Warrick N. Martin, Merchantville, N.J.
Runyon Sales Open House Bows Rowe Band Stand and Wall-Ette in Three States

NEW YORK—Runyon Sales, Inc., distributors of Rowe Manufacturing products here, held all-day showings of the new Rowe ‘Band Stand’ phonograph and ‘Wall-Ette’ wallbox in Connecticut, New York and New Jersey last week.

With the doors of the showroom opening at nine in the morning, the showings attracted hundreds of viewers and customers plus executives from Rowe. In the New York offices, five brand new ‘Band Stand’ jukeboxes, glowing in a gold and copper finish, ringed the display floor. Wall banners and posters hung above the machines.

Among the executives of Rowe and Runyon who attended the showings were Fred Pollak, marketing vice-president for Rowe, George Kriersey and Richard Gluck, regional sales managers, area service representative Art Seglin and Bob Augard. Runyon was represented by its president Abe Green, and New York sales managers Irving Kempen and Louis Wolberg.

“We’ve got the winner here,” said Pollak, pointing to the ‘Band Stand’. As the guests inspected the new machines, music from one of the phonographs spread over the room.


At Runyon’s East Hartford, Connecticut, showroom, an open house for the new basic machines was held the evening of March 3rd. Guests included: Dom Sanso, Bill Walton and Jay Rosin, Mr. and Mrs. Tony Wilkas, Irv Geltzer, William Morrow, Carl Peterson and Ernie Pomerooy. Runyon personnel attending the showings were Irving Kempen, Nat Gutkin, Art Seglin and George Kriersey.

Runyon president Abe Green hosted the New Jersey showing at the company’s home base, Springfield, New Jersey, on March 10th.

Fred Pollak commented on the showings: “We have the machine with the sound this year. Our promotion and publicity campaigns have whetted the appetite of operators and distributors to see the machine and these showings have, we think, satisfied their appetite and made them want to come back for more. We think that when a customer sees the ‘Band Stand’ and the ‘Wall-Ette’ he won’t want to leave without making an order and taking another look.”

In photo at left, Runyon president Abe Green stands next to Irving Kempen, New York office salesman manager. A bespectacled Seymour Pollak smiles as Rowe VP Fred Pollak (no relation) surveys the scene. Photo right: The gang’s all here: Richard Gluck, Rowe regional sales mgr. (with pipe), Louis Wolberg, salesman of the New York office, Carl Koren, Irving Kempen, George Kriersey and Art Seglin, of Rowe.

William’s

BEAT THE SCORE FEATURE
1. BEAT THE SCORE INDICATED IN THE SQUARE ON THE BACK GLASS FOR SPECIAL.
2. EXTRA INNING FOR LIGHTING ALL TARGETS ON PLAYFIELD.
3. BULLSEYE HOME RUN WITH BASES LOADED SCORES SPECIAL.
4. SCORE SPECIAL FOR HIGH SCORES.
5. ANIMATION 3 DIMENSIONAL BASE RUNNING UNIT.

- Laminated front moulding with stainless steel trim
- Standard 3 way multiple chute
- Laminated finished playfield

William’s ELECTRONIC MANUFACTURING CORP.
3401 NORTH CALIFORNIA AVE., CHICAGO, ILLINOIS 60618
Cable Address: WILCOIN
AVAILABLE FOR IMMEDIATE DELIVERY THROUGH YOUR WILLIAMS DISTRIBUTOR

Fischer’s

“New,” Truly Balanced Smaller, Precision Weight Cue Ball

When You Think Billiards...Think Fischer — That’s Quality!
Fischer Mfg. Co., Inc.
Tipton, Mo.

Stern’s ‘Three For A Dime’ Seen to Up Profits

CHICAGO—Several weeks ago Sam Stern, president and general manager of Williams Electronic Manufacturing Corporation, advocated three-ball play for ten cents in flipper amusement games, saying “if operators will at least test this idea, they will see that three-ball play for a dime brings in more money.”

Last week Bud Laurie, sales manager of Williams Electronic, returned to his office in the factory having completed a lengthy road trip calling on the company’s distributors and visiting with operators. He ascertained that where three-ball play for 10c had been put into effect on a substantial scale it has been very successful.

“In one state alone — South Dakota — those operators who have tested three-ball play for 10c, based on Williams’ Electronic’s suggestion have discovered happily that their earnings have risen to as much as 75%,” Laurie declared.

“As a result,” he added, “several South Dakota coin machine operators have subsequently changed their entire route systems to three-balls for 10c play. This should be sufficient impetus for other territories to consider the feasibility of converting accordingly.”

WASHINGTON—The U.S. Agriculture Department reported recently that the dairy industry is expected to continue a two-year growth trend. The federal cabinet will likely fall below the 125.1 billion pounds produced during 1963. This uncertainty in the national economy and dairy products will continue above a year earlier.

From upper left going clockwise are the tray, tap support, bottom support of tray lid. The trays were made for Model Vending Controls, Inc., Los Angeles, Calif., and the tom die castler belonging to the American Die Casting Institute.

CHESTERLAND, OHIO.—The introduction of four zinc die castings in a new line of currency and coin changers has increased the durability and value of finished products and one of the nation's most efficient methods for making such coin changers, according to Robert Dick of Model Vending Controls, Inc., is that a series of "CHANGE-MASTER" machines which rely on die cast trunks, trays, and turrets for ultimate security and quality.

Today, automatic food vending installations in factories, hospitals, schools, launderooms, cars, washers, and parking meters are now an accepted way of life, and rapid transit lines and many other establishments are self-sufficient, in part, through the introduction of walk and cone money changers, according to Dick, executive vice president of Model Vending. "Die casting has answered the needs of the growing change-maker industry and has helped erase many of the problems between customers and unattended vending equipment," he revealed. To help them in their work, design engineers of Model Monopocket Control, turned to the member of the American Die Casting Institute (ADCI) and the American Foundrymen's Society, Los Angeles, Los Angeles; Jay Scherer, Oakland Cigarette Service, Oak-land, Calif; Donald L. Hoopes, Canteen Concessions, Los Angeles; Weymouth, Weymouth Distributing Co., Inc., and Maccar & W Vendors, Long Beach; and Marietta, Ohio, servomation Wit-tek, San Francisco.

U.S. Milk Supply Off; Higher Prices Observed

WASHINGTON—The U.S. Agriculture Department reported recently that the dairy industry is expected to continue a two-year growth trend. The federal cabinet will likely fall below the 125.1 billion pounds produced during 1963. This uncertainty in the national economy and dairy products will continue above a year earlier.

Gibney Named Region Head

PHILADELPHIA—James F. Gibney has been named regional manage- er for the ARA. Gibney will be responsible for all com- mercial activities of the ARA in California, Oregon, Washington, Arizona, Nevada, and Wisconsin, effective April 1.

Gibney, who resides with his wife and nine children at 2050 Bardale Drive, Ri- verdale, Md., is a native of Philadelphia, Pa. A veteran of the Korean War, he was western representative for the Hard- ing-Williams Corp. for six years be- fore joining the ARA as a line orga- nizer for the West Coast. He will be headquartered in Los Angeles.

Arizonans Organize Council, Name Executive

THE SCENE—Arizona vending opera- tors and suppliers recently organized and will affiliate with the National Automatic Merchandising Association (NAMA) as a charter member. According to Thomas B. Hanger, NAMA executive director, at a meeting in Phoenix, members of the Arizona Merchan- dising Council elected Gerald L. Ross- mond, Watkins Cigars, Inc., Phoenix, president of the group. Other officers are Art Kaufman, Val- ley Drugs, vice president; and M. C. Purcell, Flag- staff, secretary-treasurer.

Elected to the Arizona Council's board of governors are: Paul Bacon, Automatic Co., Belling- ham; Armand Guerra, Canteen Company of Central California, Sacramento; Tony Capers, Tony Capers, Vending, San Francisco; Eugene W. San- volution Bay Cities, Inc., Berkeley; Don Fisher, Los Angeles Trade Tech- nical College, Los Angeles; Marlon Po- toe, The Vending Company, Los Angeles, and John K. Manning, Hayden Natoni, Inc., San Francisco. The officers are John L. Manning, chairman, Canteen Company of Central California, Sacramento; David Hard- er, secretary; and Claude J. Biddle, treasurer. The council's first meeting will be held at a later date.

New Products

A new Tray Set-Up Machine for wrapped sandwich production has just been added to the line of packaging aids manufactured by Columbia Pack- aging Corp. of Maspeth, N.Y.

The set-up trays and machine were designed by CPC to expedite the pro- duction-in-bulk of wrapped sand- whiches and pie and cake wedges, and to provide a fresh, appetizing ap-pearance.

The triangular sandwich trays, with open face and top, are designed to offer solid bottoms and sides, sturdy packaging for sandwiches, pies, enabling them to be shipped safely. Food products are also protected from heat- seal elements. "The trays eliminate excess hand and 'squishing out' of soft fillings, since they can be used as scoops, one in each hand when the sandwiches are cut diagonally, two," said a company official. Made of sold, sturdy sulphate board with non-stick coating, the trays can be color-coded for day or current identification and or imprinted with vendor identification.

In addition to supplying the ma- chine to quantity users, Columbia will also furnish the trays alone, either flat or set-up. For machine-users, the trays are shipped flat. For manual use, the trays are shipped already set-up and nested.

The Tray Set-Up Machine delivers trays set-up, ready for use, in batches of designed capacity and pre- sented to feed operator of sandwich cutting table of adjustable rate. The machine, the size of an in-cabinet, can be rolled away when not in use. It plugs into any 110 volt outlet. A foot-operated switch is optional.

This new SIGMA swing-top-recepta- cule—with 25 gallon capacity—is now available from the Industrial Fabricated Products Department of Universal Carbon Corporation's Plastic Division.

Straight-wall design, coupled with 316 stainless capability, recommends this new A-1014 receptacle for use in vending and other fast-food areas. The all-polyethylene receptacle is available in gray, white or speckled red with white spinner and white receptacle.
CHICAGO—George L. H. Gilbert, Seeburg's Export vice president, is currently in Europe visiting the Chicago firm's phonograph and vending distributors and affiliates. Gilbert will be in Europe for six weeks and is scheduled to visit Britain, the Netherlands, France, Belgium, Switzerland, Germany, Italy, Morocco, the Canary and Balearic Islands and the Scandinavian countries. He returns to the U. S. in Mid-April.

Gilbert recently moved his base of operations from Europe to the new $5 million dollar Seeburg plant in Chicago. Through his efforts in generating international commerce and sales, the United States Department of Commerce recently conferred its Excellence Award on the Seeburg Corp.

"The Seeburg Little LP Record program has done much to also generate international good will," Gilbert said. Seeburg's man in charge of the Little LP program, Stan Jarocki, has been instrumental in placing the recorded material of many European artists on Little LP and stereo records for the first time in America. Conversely, Seeburg's Little LP program has also been responsible for introducing many U. S. artists, via stereo records, to new audiences throughout the world.

Servicemen See Electra at World-Wide School

CHICAGO—World Wide Dist. Co., distributors for Seeburg music and full line vending in this wide area, held their regular bi-weekly service class Wed. March 9, in the firm's classroom (a new facility on the premises), featuring the servicing of Seeburg's Electra coin-operated phonograph.

Mike Shohat, Seeburg's music field engineer, conducted the session on the following subjects: electric selection, coin switches, speaker hookups and simulated service calls.

World Wide staffers on hand were: Nate Feinstein, Harold Schwartz and Howard Freer. Among the operator-personnel in attendance were: Mike Brett, Tom Perez, Al Karras, Bob Grogan, John DiSero and Sam Ward.

The next scheduled session will be held in the same classroom from 1:00 to 5:00 P.M. on Wed. March 23. All operators in the wide Chicago area are urged by Schwartz to contact World Wide to register their personnel.

Irv Orist, head of the vending division, announced that he will hold a service school class on Seeburg's Hydro-Swirl Dry Ground Coffee Vendor from 7:00 to 10:00 P.M. Tues. March 15.

Enticing Light-Box Animation

The Big Change Is To
The ROWE AMI BANDSTAND makes friends everywhere

Watch Your Profits Soar!

American Electra & Classic

Either one is the perfect pool table for your location. The Electra features an electrically operated drop coin mechanism (used with either a battery or available current) while The Classic features a "feather touch" cheat-proof coin mechanism.

AMERICAN SHUFFLEBOARD CO.
210 Paterson Plank Road, Union City, N. J. (201) UN 5-6633 (Los Angeles Office—1423 Southwestern Avenue)
COIN MACHINE INVENTORY—USED EQUIPMENT
A Compilation of Phanographs and Amusement Machines Actively Traded on Used Coin Machine Markets—New Machines Are Listed Elsewhere in This Section

COIN MACHINE INVENTORY—USED EQUIPMENT

MUSIC MACHINES

BOWLING AME

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To Cleveland Coin Game
C. B. Ross and 44 For Glass

CLEVELAND — On February 24th and 25th, the learning lights burned brightly at Cleveland Coin Machine Exchange, Inc. Forty-four operator servicemen journeyed to Cleveland Coin's buildings to increase their knowledge about circuits, relays, schematics, counters, tone arms, amplifiers, and the myriad other components which make up today's electronic coin-operated Wurlitzer phonographs.

C. B. Ross, Wurlitzer service manager, and Bob Harding, field service representative, held forth both days for a concentrated course aimed at spreading the Wurlitzer credo of super-troubleshooting.

Dave Liebling, left of Cleveland Coin and Ron Gold, right, president of the firm, surround the much-traveled and redoubtable C. B. Ross, standing close to the object of his instruction, the Wurlitzer 3000 phonograph.

Many interesting developments took place during the school, attended by knowledgeable operator servicemen as well as new recruits to the growing vending business. Ross and Harding started instruction at the beginning—

Dave Liebling, left of Cleveland Coin and Ron Gold, right, president of the firm, surround the much-traveled and redoubtable C. B. Ross, standing close to the object of his instruction, the Wurlitzer 3000 phonograph.

How to read a schematic—and went right through the finer points of trouble-shooting.

Here's what the action looked like, as over forty-four service mechanics from the State of Ohio (plus a delegate from Pennsylvania) gathered to learn the 3000 top to bottom.

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How to read a schematic—and went right through the finer points of trouble-shooting.
ATTENTION JOKE BOX OPERATORS WITH over 75 locations. Grow with the West Coast's No. 1 Volume 100% profit insurance. Ask your local wholesaler for details. MENTION YOUR AD. 808-332-9999. CALIFORNIA.

Firm's publication.

FOR SALE:

BARGAINS: BAILL BOWLY, MA. We have over 100 items in stock. Phone # (213) 740-5700.

WIRI, 2000 WITH FOUR $210 WALLBOARDS. Racketo 120 walkboards, 100 nickel, 650 dimes.

Write: 12428 Electronic, Plainfield, N.J. 08011.

REELS

NEW - WHOLESALE PRICES TO OPERATORS IN 20% return on operated "Krafting." 25¢ in. Address LINING MACHINE, 55-75 Clapham Blvd., Coral Gables, Florida. 33134.

FOR SALE COMPLETELY RECONDITIONED:

"2200, $250; 3200, $350; 4200, $450; 5200, $550; 6200, $650.

Write: 55-75 Clapham Blvd., Coral Gables, Florida 33134.

SOUTHERN ENGINEERING'S NEW IMPROVED ORIGINAL MECHANICAL COIN CHANGER: REFURBISHED TO PRESENT NEW. WRITE: CLIPSPIDE PARK, N.J.

WANT:

FREE STEUBOFRU MACHINES, SALLY BINGO AND Flipper. Pinball machines. Read our new catalog (15% off) and call 341-5751. EBERHARD WAREHOUSE: P.O. BOX 5754, NEW YORK, N.Y.

FOR SALE - WE CARRY A COMPLETE LINE OF COIN COUNTERS, (new or used) coin sorters, coin testers, coin changer, ETC. Globe Distributing Co., Inc., 23241, 55-75 Clapham Blvd., New York, N.Y.

CLEARANCE SALE ON AMI D-20, E-325, WILLIAMS 2010. Also have a full line of pinball and arcade games. Trucks for sale and brochage. BIRD MILLS MACHINES, INC., 125-14 382-3633, QUEENS, MANHATTAN, KANSAS, PH. 3-6252.

WINTER'S A MESS - WANTED: a large selection of used coin operated games, parts, bows, arcades, etc. Mail order from Port of Detroit Martin and Crane. 3010-C Fouke Road, Dearborn, MICH. 48126 PH 3-7860.

ALL CHROME WALL BOXES ACTION CLOSE:

Immediate Delivery, Shellbo, 210-11 select chrome wall boxes. All 2010, Good to better condition. We exchange any make or model of Late 1970's wall boxes. LOWEST PRICES. Peace Distributing Co., NJ. PHONE: 3-63254.

FOR SALE:

DOWNJOHN-DOWNEY COIN COUNTER:

SODA MACHINE, (2) 2010s, 3000, 4000, 8000. phone: 415-955-1903.

BALLY ALL THE WAY, $150; AUTO-SHOP PHOTO}: Machines in good condition. 200-500 new games. Phone: 542-6576.

SALE: 4 BALLY 6616 COFFEE $495: 4 Sedan, $125; Coffee, $245; Auto Shop, $75; $150. 9320, Middletown, N.Y. 12542.

MISC.

"COMEDY SPECTACULAR" DESIGNED GIANT comedy handbook. One-liners, punch, etc., 1000+ gag lines, 1000+ gag words, 1 month trial subscription to the "Hollywood Gold Comedy Letter" for $5 per month. $15.00 per year. Comic and gag writer. Jon. Hollywood, Calif. 91605.

30,000 PROFESSIONAL COMEDY LINES, pre-burst lines, 1000 punch lines. $1.00 per 500 copies. 1000 copies for $150.00. H. W. Sargent, 1055 Main St., Southbridge, Mass. Material sells for $150.00 to $200.00. Write: DANIEL CRESCENT, BALTIMORE HARBOR, 1964.


NATIONAL SHUFFLEBOARD & BILLIARD CO.

COFFER VENDORS
AK-6—Ceramic. Batch Brew Coffee. Whipped cream and sweeteners included. 5 cents.
AK-7—Coffee. No cream or sweeteners. 5 cents.
AK-8—Coffee. No cream or sweeteners. Free.

COLD DRAUGHT BEER VENDOR
BE-10—Ceramic. Cold Draught Beer. 5 cents.

SPARKLE VENDORS
SK-1—Ceramic. Sparkle. 5 cents.

GAMM VENDORS
G-4—Ceramic. Gambler. 5 cents.

ROSE VENDORS
R-1—Ceramic. Rose. 5 cents.

_THE WURLITZER COMPANY_ PHOTOGRAPHY

Bumper Pull-Away Reg. Site Model 7844-10
Bumper Pull-Away Reg. Site Model 7844-20
6'x12'x6' 1000 lbs.
Model 114-1100
Model 144-1400
Model 164-1600
Model 184-1800
Model 204-2000

_Dishing-Up Electric Co._

Cigarettes 168 seats 80 seats 64 seats 48 seats 40 seats 32 seats 24 seats 16 seats 8 seats

Cell 2

IRVIN KAYE & CO., INC.

COFFEE VENDORS
AK-6—Ceramic. Batch Brew Coffee. Whipped cream and sweeteners included. 5 cents.
AK-7—Coffee. No cream or sweeteners. 5 cents.
AK-8—Coffee. No cream or sweeteners. Free.

COLD DRAUGHT BEER VENDOR
BE-10—Ceramic. Cold Draught Beer. 5 cents.

SPARKLE VENDORS
SK-1—Ceramic. Sparkle. 5 cents.

GAMM VENDORS
G-4—Ceramic. Gambler. 5 cents.

ROSE VENDORS
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Cell 2
At Rock-Ola, we believe in ideas. Simple ideas. Good ideas. The kind that build operator profit. We've built a business with this kind of thinking. Some result in new mechanisms. Others add refinements to existing components. Through the years, all have contributed to better performance and less trouble for the people who operate our phonographs. That was the whole idea!

Upon entering the coin operated music field in 1935, Rock-Ola introduced a host of sparkling new ideas. A silent, all-mechanical 12-selection changer mechanism. Single cam V-belt drive. A 2-ounce crystal pick-up. Operators quickly got the idea that our ideas were sound.

Since the introduction of David C. Rockola's simple penny weighing mechanism way back when, many good ideas have come from Rock-Ola. Profitable innovations that have produced better pin games, amusement games, counter games, vending machines, furniture, radio cabinets, parking meters, remote music systems and coin operated phonographs.

David C. Rockola's simple concept that all ideas ought to be simple brought about the 6B5 output tube, pioneered by Rock-Ola for the amplifier of the 1936 Multi-Selector. It reduced the number of tubes and gave distortion-free response. Floating baffles followed, then dual meters, visible coin chutes and electric slug rejectors. And who'll ever forget Rock-Ola's light-up fronts and remote speakers that came later, along with resonating tone columns, slug rejectors, Dial-A-Tune, Mystic Music and full front accessibility.

In 1948, a constant speed turntable motor was introduced. This cut down on the number of clutches and simplified service. A new anti-wear pick-up reduced record pressure to less than an ounce greatly lessening record damage.

Ideas followed ideas. A revolutionary revolving record magazine was a 1953 innovation that produced a 120-selection phonograph. An all-mechanical selector system and the now famous Mech-O-Matic 33 1/3 rpm Intermix arrived in 1961. So perfect was the design, so simple the concept, they are still used virtually unchanged today.

The challenge for improvement continues at Rock-Ola. We are always looking for better ways of doing things. Some are new. Others are improvements. All of the good ideas are represented in today's high performance Grand Prix II, Princess Royal and Starlet phonographs. You can rest assured that others will inevitably follow, because at Rock-Ola, ideas are simply the price of progress.

Rock-Ola Manufacturing Corporation
800 North Kedzie Avenue • Chicago, Ill. 60651

Music products for profit for 30 years