Hotter than hot is Herb Alpert's Tijuana Brass, the A&M label's nothing-short-of-sensational instrumental team. Look at these statistics: sales of the six TJB albums released so far are over 10 million copies; five of the six sets are still represented on the album chart, with "What Now My Love" holding down the number 1 spot; all six sets have been certified as gold record sellers ($1 million in sales each) by the Record Industry Association of America (RIAA). A consistent seller in the singles field, the group is scheduled to have a new single on release next week. The story of the TJB's fantastic success is the subject of big coverage in the current issue of Look Magazine.
Faron Taylor is a little bit of a girl.
Only 110 pounds and 4'11".
But...with a big, beautiful voice that knows exactly
how to wring the most intense kind of feeling
from any good ballad you can name.
Or make an old standard sound just like new.
To prove our point, Faron has done it twice.
The tall sound of Faron Taylor on a new Columbia single—

"I CAN'T BELIEVE
THAT YOU'RE IN LOVE WITH ME"
"WHY WAS I BORN?"

Where the action is. On COLUMBIA RECORDS®
The record business thrives on what is “new” or seemingly so, but there is a bedrock of a sound that is covered by the more often than not thin dust of fleeting “gimmick” success. There are a number of such staple sounds, although none, it seems to us, carries the weight of the R&B approach. On one hand, the R&B sound has been the inspiration for some of the hottest disks of recent years by performers who did not emerge from the R&B field; this area of R&B triumph is one market: R&B music has been able to stand on its own as interpreted by artists who were born and bred in the R&B idiom and continue to perform in their forte hit after hit.

It is in the latter fold that R&B holds so much significance. Many times aware artists are able to uncover a rather limited type of sound and use it to their own advantage. Rarely will the original concept step forward and interest the general audience. With the R&B field, we have a situation in which the basics of the sound meet with tremendous acceptance in its earthy, uncluttered form.

We reiterate, as we have in the past here, that the R&B sound seems to weather all sorts of what are essentially short-term developments of new disk sounds. Perhaps only when the industry finds itself in a “between engagements” period as far as fads are concerned do the army of R&B greats bare themselves as the truly long-range, day-in-and-day-out sales staples in pop music. The limits of R&B’s appeal, we should point out, are not confined to the U.S., for there is a striking global acceptance of R&B acts, both on disks and in-person. People in many strong markets overseas are evidently also discovering much satisfaction in listening to the simply stated, realistic and universal philosophy of the R&B lyric, the understated excitement of the R&B artist and his rhythm accompaniment. These aural ingredients of the R&B record are, interestingly enough, paralleled by the “quiet” triumph of R&B as a sales force on today’s market.

Very often the power of the R&B record is obscured by the temporary indulgence on the “single idea” bevy of hit sides. But even when it seems difficult to detect it, the R&B disk endures. It is, when one comes to think of it, one of a few dependable musical sounds that the music industry can turn to from year to year.
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Grandma, Mr. Deejay...and Everybody...

Got Big Eyes For

LIL' RED RIDINGHOOD

b/w Love Me Like Before K-13506

THE NEW SMASH HIT BY

Sam the Sham and the Pharaohs

Cash Box—June 11, 1966
GET ON THE
"BATWAGON"

with this high-steppin'
new single by NEAL HEFTI
“GOTHAM CITY MUNICIPAL
SWING BAND”
c/w "TURKISH DELIGHT" #:8858

Both sides are from his upcoming album
of "Bat-type" music—“Hefti in Gotham City”
LPM/LSP-3621. The mass appeal of this
type of music, plus the success of Neal’s
first album, make this a sales natural!
Order big on this one.

"BATMAN" © 1966 NATIONAL PERIODICAL PUBLICATIONS, INC.
"CASH BOX" © 1966 NATIONAL PERIODICAL PUBLICATIONS, INC.
No King Sale To Liberty

NEW YORK—Rumors indicating the sale of King Records to Liberty Records have been termed "baseless and unfounded." This denial was issued last week by Jack Pearl, attorney for King. "There have been no negotiations or agreement at all, contemplated for a sale of King Records, its affiliates or any of its assets," Pearl stated.

Dick Sherman To Head WB-Reprise Sales in East

NEW YORK—Dick Sherman will join Warner Bros.-Reprise Records later this month as eastern sales director. He will headquarter in New York, taking over a position formerly held by Sid Schaefer, who left the label some months ago to join Kapp Records. Sherman, expected to take up his new position on June 17, leaves Mercury Records as product manager of the recorded tape division. Before this post, he was associated with Mercury's jazz label, Linemight.

In another WB-Reprise appointment, Don Schmitzler has been appointed to the W6 home office staff and Keith Clark will replace Bob Lippert as order service manager for Warner Bros., Reprise and Loma at the labels' production facility in Terre Haute, Ind. In his new position, Clark will be responsible for the order service function for all distributors who order through Columbia Custom. Schmitzler will join the order service function in the promotion, merchandising, publicity, and advertising areas.

Meet Us At The Waldorf Says MGM/Verve To Distributors

NEW YORK—Mort Nasatir, president of MGM/Verve Records, has announced that this year's national sales meeting will take place July 6, 7 and 8 at the Waldorf-Astoria Hotel in New York. The opening meeting is set for 10 A.M., Wednesday, July 6. MGM has already received confirmations from all distributors guaranteeing 100% attendance.

The label will reveal some new plans and ideas which are geared to keep the firm its distributors in top financial shape. Presentations of new product and incentive plans and programs will be coupled with a round of receptions and special entertainments.

Chapel Forms KR Label Under Partnership With Koppelman-Rubin

CHICAGO—Chess Records has formed a label in partnership with Charles Koppelman and Don Rubin, who operate the multi-phased Koppelman-Rubin Associates. The new label, to be called KR Records, establishes a first at Chess, wherein the company has never entered into an agreement of this sort in its 20 year history.

According to the terms of the agreement, jointly announced by Chess' Marshall Chess (vp) and Max Cooperstein (national sales manager) and Koppelman and Rubin, the latter team will provide artists, material and the finished masters for KR. Chess will then take over to provide pressing, distribution, sales, advertising and promotion.

Not affected by the deal are Koppelman & Rubin production agreements made prior to the formation of KR. Besides running a successful in-house producing operation, Koppelman and Rubin run two music publishing companies and a personal management company.

Chess forms a new label, released on the Kama Sutra label—by the Lovin' Spoonful, one of the hottest acts on disks today. They are recorded in New York at Snuff Garrett and Don Good's "Padd IPAer" by the Changin' Times.

The Koppelman-Rubin set-up also garners new producing talent on much the same order as a music publisher.

ABC To Distribute 20th Fox Label

NEW YORK—ABC Records will shortly begin the national and international distribution of the 20th Century Fox label, Cash Box has learned.

While comment on this development will be reserved for the coming weeks, it's understood that ABC and 20th have agreed on a long-term arrangement that will bring to the market a variety of product from 20th under the direction of one label. At this time a label affiliate of a major film company moves into the distribution of its home videos.

As the national distrib of 20th, ABC will market a variety of blockbusters and soundtrack albums, the films of which will be released under the aegis of 20th Century Fox Pickwick.

ATV Buys Half Interest In 2 Chappell Companies

LONDON—ATV, the giant British TV producer-distributor, has purchased a 50% in two subsidiary companies of Chappell Music. One company, ATV Music, is a subsidiary of ATV, a British TV production company, and the second firm, Jubilee Music, is a subsidiary of the international publisher's New York organization.

The acquisition of these two interests marks a move by ATV into the music industry, in fact that Chappell will now have ATV's international music interests, which will now be headed by Leonard Green. Venture are Louis Dreyfus and Mr. Ricketts from Chappell and Lew Garde and Robin Gill of ATV.

ATV is thinking for a number of the smaller labels in the U.K. It already has a 50% in Pye Records, and has recently bought the Moos Empire chain of theatres. The firm also has an interest in Musikverlag, a German publisher.

The Chappell acquisition marks the first time that ATV has branched into the music publishing field. The publishing additions give ATV over 300 standard music copyrights, with the addition TV theme and series music.

Garrett Starts Viva Records Thru Dot

HOLLYWOOD—Snuff Garrett, the successful independent disk producer, has formed his own label, Viva Records. Dot Records, will handle national distribution on an exclusive basis, and Garrett plans a heavy release schedule of a variety of product. Viva's exec line-up is: Garrett, president; Ed Silvers, vice president and A&R, and Ed Silvers, vice president in charge of sales and promotion.

Silvers will headquarter in Viva's new Burbank offices, which are equipped with state-of-the-art facilities, including all of the new recording equipment. Garrett is a producer of records, also operating his own independent label, "Kama Sutra.

As Bobby Lee, Gene McDaniels, Walter Brennan and Johnny Burnette, as well as recording as an artist with the Righteous Brothers, the D.O.A. and others, Garrett has been in the music business for over 25 years.

Beginning with this week's issue, Cash Box expands its coverage of the music industry with the addition of a full-page of major news stories in the international section. This page will be regularly cross-referenced with the familiar country-by-country columns throughout the magazine.
The Platters have been on the musical scene since 1953 when the group was formed by Herbert Reed. Since their first hit, "Only You," on Mercury, the group has been carrying such hits as "The Great Pretender" and "Magic Touch" (to name just 2) to the ear of the music listening public. The Platters have just completed a college tour and are currently making their way to Los Angeles via Boston, Baltimore, and Detroit. The group is scheduled to appear in Bermuda and Japan before the end of Summer.

Herbert Reed, Sonny Turner, and David Lynch are originally from L.A. and Sandra Dawn and Nate Nelson are from New York. Sandra was with the Shantellas before joining the Platters and Nate was lead singer for the Flamingoes. Nate, who plays drums on the side, also produces records and writes songs like "Hear, Speak, See No Evil" which is the flip side of the Platters’ Current Musical outing "I Love You 1,000 Times" (number 42 on this week’s Top 100).

Susan Christie

Susan Christie has been singing for most of her 25-years and somehow along the line developed a wonderfully confident and flirtatious presence which she uses to good advantage on her latest recording. The bass part lass teaches guitar as a sideline in Moorestown, N.J., so Susan’s husband, produced her Columbia outing "I Love Onions" while engaged in graduate studies in the music field at Temple University. The Onion loving thrust was graduated from the University of Penn, and in seemingly almost un-American co-ed fashion, met her husband in high school rather than in college.

Brakie (that’s the real name) has often been featured on Philadelphia television and is presently set for a Herman Spero TV’er. Long a regular on the Philadelphia entertainment scene, Susan Christie was a member of a folk group called the Highlanders and in recent years she has been touring the U.S. with a pop group called the Eggheads.

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

1 LIL’ RED RIDING HOOD (Red moss-BMI) in Tom Shym & Pheasants (MGM 13508)
2 NOT RESPONSIBLE (Lowery—ASCAP) Tom Jones (Parrot 40006)
3 I LOVE ONIONS (Beren—BMI) Susan Christie (Columbia 43595)
4 TOO MANY MORNINGS (Minty—ASCAP) Bob Bremont (Warner Bros. 5873)
5 SHE RIDES WITH ME (Tom Jones-Columbia—BMI) Girl’s Choice (Hallmark 3712)
6 HEART'S DESIRE (Love—BMI) Billy Joe Royal (Columbia 43632)
7 I'M WALKING OUT ON YOU (Liberty—BMI) Ray Price (RCA Victor 55388)
8 HE WILL BREAK YOUR HEART (T-Bone—BMI) Righteous Bros (Verve 7046)
9 RIVER DEEP, MOUNTAIN HIGH (Berry-Bruce-Perkins)—Iva & Tony Turner (Philips 131)
10 BETTER MAN THAN I (Dorian—BMI) Terry Knight (Lucky 11 265)
11 HOW CAN I TELL HER IT'S OVER (Screen Gems—Columbia—BMI) Andy Williams (Columbia 43650)
12 SWEET DREAMS (Acuff—BMI) Tommy McLendon (ML 197)
13 UNDERWATER (Linn—BMI) T-Bones (Liberty 50585)
14 PIED PIPER (Fatskin—ASCAP) Crispin St. Peter’s (Jimi 1320)
15 EVERYDAY I HAVE TO CRY SOME (Whit—BMI) Statlers (MGM 13549)
16 THAT NEW GIRL (Serenity—BMI) Manhattaners (Cordell 517)
17 UP IN THE STREETS OF KNOXVILLE (Web—BMI) F.T.O. Platters (Atlantic 2336)
18 WHERE ARE YOU WHEN I NEED YOU (Treadwell—BMI) Cross Roads (Sun Hill 4029)
19 COME BACK (Ozono—BMI) Turtles (White Whale 237)
20 I'VE BEEN A BAD BAD BAD (Fright—BMI) Alan Price Set (Parrot 30001)
21 IF I COULD START MY LIFE AGAIN (Lupini & Ebo Chlo—BMI) New Christy Minstrels (Columbia 43648)
22 SOMEBODY ELSE IS HAVING YOUR HONEY (Robbs—BMI) Joe & Pati’s (Roulette 4681)
23 GREAT MOMENTS IN A GIRL’S LIFE (Whiskey Truth—BMI) Tokens (E.T. Poppy 519)
24 BECAUSE OF YOU (Gruen—BMI) Hamas & Pais (Roulette 4681)
25 GET YOUR LIE THE WAY YOU WANT IT (Blue Cross—BMI) Ronnie Gutter (Dot 16872)

1 SEARCHING FOR MY BABY (Browns—BMI) Don Moore (Hickory 1129)
2 COME & SEE ME (Houston—BMI) Tammie Tillard (Motown 1095)
28 DEDICATED TO THE GREATEST (Chesney—BMI) Johnny Copeland (Word 7114)
3 I ONLY HAVE EYES FOR YOU (Furniture—BMI) Lettermen (Capitol 5449)
30 I'LL BE GONE (Edwards—BMI) Poco Sez Singers (Columbia 45166)
33 DIDDY WAH DIDDY (Brooks—BMI) Captain Beefheart (A & M 794)
33 COME & GET ME (Stone & Jonas—BMI) Jackie and Johnson (Emperial 66171)
33 FUNNY HOW LOVE CAN BE (Frain—ASCAP) Sammy Davis (MGM 13560)
33 HIGH ON LOVE (Prober—BMI) Knockkickers (Challenge 59332)
33 I NEED LOVE (O’Brien—BMI) Barbara Mason (Arko 120)
33 WIGGLIN’ AND GIGGLIN’ (Edwin—BMI) King Head (Back Beat 563)
33 I’LL GO CRAZY (Crewe-Bob—BMI) Buckinghams (USA 644)
33 PIN THE TAIL ON THE DONKEY (Henderson—BMI) Paul Peete (Columbia 45357)
33 CHERIL ANN Tim Tam (Palmar)
33 WITH A CHILD’S HEART (Lambert—BMI) Stoney Wonder (Tamla 54130)
33 I’M A NUT (Wood-Crawford & Toney Hallay—BMI) Leroy Pullins (Rapp 758)
33 IT’S A DIFFERENT WORLD (French—ASCAP) Connie Franklin (MGM 13505)
33 MISTY (Warning—ASCAP) Richard ‘Groove’ Holmes (Prestige 401)
33 ELYVIRA (Blue—BMI) Dallas Frazier (Capital 5560)
33 RACE WITH THE WIND (S&G—BMI) Robbins (Mercury 72519)
33 FRIENDS & LOVERS (Frisch & Minter—BMI) Nancy Ames (Epic 9485)
33 PAST PRESENT & FUTURE (IV & Yolanda—BMI) Shamper-Les (Red Bird 1006)
33 IT TAKES ONE TO KNOW ONE (Chappell—BMI) Brenda Lee (Decca 1970)
33 YOU’VE GOTTEN ME HIGH (Moore—BMI) New Order (Warner Bros. 51816)
33 I’VE GOT TO GO ON WITHOUT YOU (Shee—BMI) Van Dykes (Mala 530)
New Stereo 8 Cartridge Tapes for June from RCA VICTOR

More than 250 cartridge tapes now available, including product by other labels manufactured and distributed by RCA VICTOR. Summer travel and vacation time is the peak selling season for 8-track stereo cartridge tape — developed and introduced by RCA VICTOR. For the name of your nearest RCA Stereo 8 distributor, write RCA Stereo 8, Dept. E.W., 155 E. 24th St., New York, N.Y. 10010.

Only cartridges manufactured by RCA are factory-sealed and carry this unique warranty guaranteeing replacement for one full year for manufacturing defect.
NEW YORK:
The improvisation's long time reputation as the place to see the brightest and newest names in the business at any time of the day or night, will not be altered by the club's acquisition of a cabaret license. There will be regular acts booked into the club on a one at a time basis, but after the scheduled performer does whatever he or she does, the parade of names, semi-names and unknown will continue as it has in the glorious past. Among the most recent and continuing dropping ins at the Improv that we've seen were Ron Carr, Rodney Dangerfield, Richie Pryor, Sandy Baron, Stiller and Moreau and Ford and Hines.
Peer Southern's Lester Collins played us the "Bells cut from the Bay Charles Singers' "One of Those Songs" LP, which he has found out is getting lots of airplay in the New York area. The Kampsfert tune is certainly worth playing and listening to. The International Submarine Band, whose country-rock sound we wrote about several weeks ago, is cutting its initial deck which couples the theme from "The Russians Are Coming" with a C/R reading of "Truck Driving Man." Carl Holmes and the Commanders, who have been breaking up Cheetah for the last couple of weeks, are off to Monte Carlo for the anniversary festival and then onto the Olympia, Paris, for two weeks. Pete Bennett ran into Danny Thomas at the Copa, where they both enjoyed Bobby Vinton's tremendous show. Pete also mentioned the Rolling Stones' upcoming concert at Forest Hills (July 9). Lester Ladin will provide the music for dancing at the President's Club's Waldorf-Astoria ball for President Johnson (11). Linda Lavin is purely wonderful in the "Superman II" main stemmer.
Horst Jankowski makes his second American junket (13) which will include both local stops across the country and TV spots on the "Tonight" show and the "Today" show among others. Glenn Yarbrough will use the Hungry 1's audience as a background for his new LP being cut live at the niter. The audience will not just be doing catch as catch can sounds however, they will receive sheet music and will be rehearsed prior to the recording. . . . Verve-Polkway's Jim and Jean are off to Canada for appearances to promote their current single "Changes." The husband and wife team will also have an LP released during June. Sid Shaw, who has done club acts for Johnny Mathis, Polly Bergen and Lena Horne, is currently putting together an act for the Tays. South African jazz singer Renee Raff brings her trio back to the Apartment for the month of June. . . . The Standells, who are currently making a lot of noise with their Tower deck titled "Dirty Water" dropped up to the Cash Box offices last week with promo man Samny Vargas. The group tells a story about an unusual promotion for the record, when it was used as the theme of a mid-western city's anti-water pollution drive.
Arranger John Abbott handling his first movie theme assignment for the forthcoming "Nevada Smith" flick. . . . Gene Krupa and his quartet have been slated for an additional week on their current stand at the Metropole.

Two great instrumentals from Broadway's two greatest hits!

Bobby Hackett and Ronnie David
"Open a New Window"
From the Broadway hit, Mame.

"Where Am I Going?"
From the Broadway hit, Sweet Charity.

HOLLYWOOD:
We're as heroic as the next guy. But somehow we can't bring ourselves to submit to the suggestion in Johnny Sea's Warners' smash "Day For Decision" that next time you're at a party ask someone to sing "American Pie and see what happens." . . . Or heed the advice of that announcer on evangelist Billy Graham's KMFC radio show who was heard at 8:00 A.M. on Sundays that we "call up your friends right now and ask them to tune in." .

In just about seven months Capitol Records will unfurl its most attractive hunting in celebration of its 50th anniversary. Back in the days when we were "too young," when the world was at war and the St. Louis Cards and N.Y. Yankees were in first place, and then into Philly and Chicago before jetting back to the West Coast and the "Action" TV'er.

Although it's been "An Uphill Climb To The Bottom," Metric's Al Altman has his Walter Jackson decks (OKeh) of the same name now headed for the top. . . . Roulette's Bick Willis jumping for joy over the label's duet of chart items "Hanky Panky" by Tommy James and the Shondells and "Count Down" by Dave "Baby" Cortez and predicts lots of success for Home and Paris "Because Of You." The Rare Breed is off to Otto's Grotto in the Stilter Hilton Hotel in Cleveland (6-25) where they'll also do several spots on the "Upbeat" TV'er.

Cash Box—June 11, 1966
Glenn Wallachs ran a record shop in Hollywood. According to Wallachs, Johnny Mercer would drop in each week to browse through the new releases and would occasionally, even buy a record. "We used to talk about starting a new label. The more we talked the more enthused we became. And finally, with a big assist from the late Buddy deSylva we rented office space and founded Capitol Records."

Twenty-seven hundred miles away, on 42nd Street near Lexington in N.Y., we were working behind the counter at the Commodore Music Shop when the first silver and black label Capitolos arrived. We recall marking the sleeves for that initial release—Bobby Sherwood's "Elk's Parade," Ella Mae Morse's "Cow Cow Boogie" and Johnny Mercer's "Strip Polka." And, within a few weeks, all three tunes were on Your Lucky Strike Hit Parade along with "Don't Sit Under The Apple Tree," "Tangerine" and "Jersey Bounce."

Fifty the poor record salesman in those days. The average record shop owner would insist upon hearing both sides of every new release before ordering. 78 RPM's weighed almost half a pound each—Columbia's even more. Someone at their Bridgport pressing plant had designed a single that was assembled with a thin layer of cardboard between the sides. So it was possible for "A" to be cracked while "B" was unaffected. Inevitably the side you wanted to hear was the one that was unplayable.

By the time we made the move west we had accumulated about 4000 78 RPM singles. The cost of taking them along was prohibitive. Reluctantly we sold them at 3 cents each—the buyer informing us that he was paying this price because they were encased in heavy cardboard sleeves which were hard to come by. Nevertheless we brought along quite a few—including Margaret Whiting's, "My Ideal," Johnny Mer- cer's "G.I. Jive," Nat Cole's "Too Young" and the Pied Pipers "Dream."

A little less than a year ago the old Palmer residence, Capitol's original office structure reverently referred to as "The Chateau," was demolished to make room for a four story office building, which is now being erected on the corner of Sunset and Vine. We were fortunate to have been able to purchase several hundred bricks from the redolent remnants of the Chateau and they're now just outside our music room in the form of a basketweave patio.

Occasionally we'll turn up our loudspeakers, sit out on the patio and listen to those surfaces worn 78's.

Just the other day Nat "King" Cole reminded us in song that "we were not too young at all."

A few years ago our "West Coast Girl of the Week" was making her music with a typewriter, working as a secretary and studying singing strictly as a hobby. She was en- couraged by her vocal coach in San Francisco to audition for a featured vocalist spot at the Riverside Hotel in Reno Louise Vienna was hired for two weeks with options and was held over for ten months. This beauty has been singing all over the country ever since—the Deauville in Miami, the Flamingo in Vegas, the French Quarter Club in Houston. Recently she auditioned for Andre Previn and Columbia album release "A Voice In The Wind" is blowing in the right direction, leaves for a three month tour in Europe on September 1st. Steve Adler, of the Irwin Zucker promotion office, has composed his first ditty, "Belgian Waffle." It's a salute to the delectable dish of the same name as served at Jim Baker's Old World restaurant on the strip. "Commander Music's chief, Marshall Robbins is negotiating with Adler Elevator Shoes for a tie-in promotion with his novelty "She's Two Inches Taller Than I," cut by Lee Stanton for Chattahoochee.

"Honey and Wine"

The Back Porch Majority

ChICAGO:

Roger Williams will be the featured attraction at the big annual banquet of the National Association of Music (Continued on page 12)
Cash Box—June 11, 1966

ITCC Up Cartridges $1; Ray Rand Exits Company

NEW YORK—Larry Finley's International Tape Cartridge Corp. line-up of 8-track stereo cartridge tapes from its "major labels" has been increased to $1 to $6.95 list. Finley said the move was designed to offer dealers greater profit and help ITCC develop a consumer ad campaign. He added that a $5.95 list enabled ITCC to "break the market" for cartridges.

In another development at ITCC, Ray Rand has left the firm as vp and director of marketing. After a four week vacation, Rand plans to announce future plans in the tape cartridge industry. His replacement has not been selected.

Musical Sales Dist. Gets Mira Labels

BALTIMORE—Musical Sales Dist. of Baltimore is now handling the Mira, Movieland and Surrey disk lines of Mira Productions, according to the distribs Chie Silver.
My boys have another hit.*

THE YOUNG RASCALS

YOU BETTER RUN #2338

Written by: Felix Cavaliere and Eddie Brigati
Published by: Slaesar, BMI

Management: Sid Bernstein
Booking: Associated Booking Corporation

Cash Box—June 11, 1966
...the best shape entertainment has ever been in!

LIBERTY STEREO-TAPE ANNOTES 75 CARTRIDGES...4-TRACK AND 8-TRACK BACKED WITH A COMPLETE MERCHANDISING/ADVERTISING PROGRAM...AVAILABLE NOW...GO GET 'EM
<table>
<thead>
<tr>
<th>% OF STATIONS ADDING TITLES TO PROG. SCHED. THIS WEEK</th>
<th>TITLE</th>
<th>ARTIST</th>
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<td>70%</td>
<td>He—Righteous Bros.—Verve</td>
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<td>70%</td>
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<td>60%</td>
<td>Paperback Writer—Beatles—Capitol</td>
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<td>50%</td>
<td>Please Tell Me Why—Dave Clark Five—Epic</td>
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<td>42%</td>
<td>Muddy Water—Johnny Rivers—Imperial</td>
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<td>33%</td>
<td>Hanky Panky—Tommy James &amp; Shondells—Roulette</td>
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<td>Rain—Beatles—Capitol</td>
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<td>You Better Run—Young Rascals—Atlantic</td>
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<td>30%</td>
<td>Have I Stayed Too Long—Sonny and Cher—Atco</td>
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<td>Day For Decision—Johnny Sea—Warner Bros.</td>
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<td>Little Girl—Syndicate of Sound—Bell</td>
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<td>You Don’t Have To Say You Love Me—Dusty Springfield—Philips</td>
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<td>Land Of Milk and Honey—Vogues—Co &amp; Co</td>
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<td>You Wouldn’t Listen—I’des of March—Parrot</td>
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<td>Pied Piper—Crispian St. Peters—Jamie</td>
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<td>Off &amp; Running—Lesley Gore—MerryGo—Mercury</td>
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<td>Younger Girl—Hondells—Mercury</td>
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<td>The Impossible Dream—Jack Jones—Kapp</td>
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<td>Past, Present &amp; Future—Shangri-Las—Red Bird</td>
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<td>My Lover’s Prayer—Otis Redding—Volt</td>
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<td>Lil’ Red Riding Hood—Sam The Sham and Pharaohs—MGM</td>
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<td>Hey Joe—Leaves—Mira</td>
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**LESS THAN 10% BUT MORE THAN 5%**

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<td>It’s That Time Of The Year Len Barry (Decca) 29%</td>
<td>Not Responsible Tom Jones (Parrot) 9%</td>
<td>High On Love Knickerbackers (Challenge) 8%</td>
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<td>Blue Star Ventures (Dalton) 17%</td>
<td>It Takes One To Know One Brenda Lee (Decca) 8%</td>
<td>Cheryl Ann Tim Tam (Palmar) 8%</td>
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Cash Box—June 11, 1966
NEW ALBUMS FOR JUNE ON RCA VICTOR

The most trusted name in sound

EXCITING NEW POP RELEASES

IN MY QUIET ROOM
HARRY BELAFONTE

Sings ballads, backed by strings. "Try to Remember," "I'm Just a Country Boy," "Quiet Room," "Rain Drops." LPM/LSP-3517*

Roy Hamilton
The Impossible Dream

Roy sings "The Impossible Dream (The Quest)," "Island in the Sun," "And I Love Her," "Blown in the Wind." LPM/LSP-3532*

THE BUNCH
Writen and Directed by Julian bravery

Broadway and TV personalities in a hip spoof about five Vazzer-type girls. Will create strong sales interest. LPM/LSP-3635*

DON GIBSON
Sings for All-Time Country Favorites

Great country standards will make this a winner! "Tennessee Waltz," "Oh, Lonesome Me," "Cold, Cold Heart." "99 Washer Women." LPM/LSP-3670*

ANDRE PREVIN WITH VOICES


55th BARRY SADLER
The Green Berets sing the "H" Terrain

Follows up his fantastic first album with material that includes pop, country and service-type selections. Great LPM/LSP-3655*

SINGING IN THE SUMMER SUN
SKEETER DAVIS

To summer songs. "Under the Boardwalk," "Please Don't Talk to the Lifeguard," "Sunglasses," "Summertime." LPM/LSP-3553*

Sergio Franchi
La Dolce Italy


THE LIVE ALBUM OF THE BOSTON RHYTHM SERVICE

Sure to repeat the success of the first "live" concert recording of Highlights from "An Evening at the Club." LM/LSC-2880*

WILLIAM MCKAY
BONE HORSE

A unique treasury of frontier stories. A vivid reminiscence of the man who made our national frontier "Coo" VDM/VDS-113*

DOLCE ESTASES

In irresistible the romance of Chopin, plus the exciting talent of Gould conducting one of the great orchestras. LM/LSC-2890*

SHIRLEY VERRETT
SINGS IN THE STORM

One of the most appealing stars sings songs and ballads, including "Strange Fruit" and "Lamento." LM/LSC-2892*

NEW ALBUMS IN THE "BEST OF" SERIES

HIGH HOPES

Mr. Guitar" plays "Earth Angels," "Yakety Axe," "White Silver Sands," "Alley Cat." "Breathe on Sunday." LPM/LSP-3558

THE BEAK-RID OF TRUMPET


THE BEST OF THE BROWNS


**Recorded in Dialogue sound.
RECORD REVIEWS
• best bet B+ very good B good C fairly C mediocre

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

Pick of the Week

WHOLE LOT OF SHAKIN’ IN MY HEART (SINCE I MET YOU) (2:42) [Jobete, BMI—Wilson]
OH BE MY LOVE (2:49) [Jobete, BMI—Robinson, Moore]
MIRACLES (Tamla 54134)
Both Top 40 and R&B programmers should quickly add this new Miracles release, “Whole Lot Of Shakin’ In My Heart (Since I Met You),” to their playlists in rapid order. The cut is a hard-driving, fast-moving romantic theme, and a top-notch effort by a group that has finally met the guy of her dreams. “Oh Be My Love” is a lyrical, slow-shufflin’ blueser.

HAPPY SUMMER DAYS (2:58)
(Picturedome, BMI—Kush, Adams, Farrell)
RONNIE DOVE (Diamond 265)
Ronnie Dove should speedily add another link to his long, impressive track record with this top-notch melodic effort, “Painted.” The side is a rhythmic, dual-track romantic adaption of a well-known “Madame Butterfly” theme. Plenty of potential here. “Du Ronda” is an infectious, catchy, teen-angled handicapper.

ON THE GOOD SHIP LOLLIEPOP (2:30)
[Movietone, ASCAP—Cline, Whiting]
YOU’RE NOBODY TILL SOMEBODY LOVES YOU (2:16)
[Southern, ASCAP—Stock, Morgan, Cavanaugh]
WONDER WHO? (Philips 40389)
The Wonder Who seem certain of repeating their short while-back “Don’t Think Twice” coin-catcher with his excellent re-working of “On The Good Ship Lollipops.” The crew dishes up the nostalgic stroll in an imaginative, easy-going style complete with some effective counterpoint and harmony portions. On the coupler the group offers a slick, catchy reading of “You’re Nobody Till Somebody Loves You.”

HIGH ON LOVE (2:49)
[4-Star, BMI—L. & K. Colley, Tucker]
STICK WITH ME (2:29)
[4-Star, BMI—Fuller]
KNICKERBOCKERS (Challenge 59332)
The Knickerbockers are odds-on favorites to speedily jump into the winner’s circle with this mighty impressive new Challenge stand. The “A” side hero, “High On Love,” is a rollicking, fast-moving, rhythmic ode which contends that anyone who has been bitten by the love bug will certainly come back for more. “Stick With Me” is a contagious, warm-hearted romantic handicapper.

PACK UP YOUR SORROWS (2:47)
[Ryerson, BMI—Farina, Marden]
THE SWALLOW SONG (2:46)
[ Witmark, ASCAP—Farina]
JOAN BAEZ (Vanguard 3540)
Joan Baez has not had a single release since her “There But For Fortune” international triumph last year, but this new outing should develop blockbuster proportions 1-2-3. The “plug” lid, “Pack Up Your Sorrows,” is a medium-paced, warm-hearted folksy romance with an interesting neo-spiritual flavor. “The Swallow Song” is a slow-moving, hauntingly laconic traditional-sounding folk item.

PRETTY FLAMINGO (2:41) [Shapiro, ASCAP—Barkan]
YOU’RE STANDING BY (2:59) [Bron, BMI—McGuiness]

MANNFRED MANN (United Artists 50049)
The Manfred Mann men are currently toppling the British charts with “Pretty Flamingo” and therein no reason why they can’t do as well here despite some competition from Academy’s Tommy Vann. The tune’s an easy-going, teen-angled item about a rather fickle young gal. “You’re Standing By” is a slow-shufflin’ blues-drenched weeper.

Newcomer Pick

THE WAY OF LOVE (2:12) [Pebblestone, BMI—Pinz, Glover]
WHERE’S MY LOVE (2:45) [Pebblestone, BMI—Pinz, Glover]
VALERIE DUNN (Vanguard 55039)
Newcomer Valerie Dunn can create a national reputation for herself in no time flat with this blue-ribbon Vanguard bow labeled “The Way Of Love.” The tune’s a tender, slow-shufflin’ gentle protest song with a hauntingly melodic riff. “Where’s My Love” is a pretty, medium-paced bluesy plea for romance.

HURTING EACH OTHER (2:49)
(Gold-Udell/Purchase, ASCAP—Udell, Gold)
THAT SPECIAL WAY (2:17)
(Gold-Udell/Purchase, ASCAP—Udell, Gold)
RUTH LEWIS (RCA Victor 8859)
Ruth Lewis stands an excellent chance of having a walkaway smash on her hands with this mighty impressive Victor item called “Hurtin’ Each Other.” This one’s a slow-starting but effectively building dramatic cut about a twosome who are finally faced up with their love relationship. “That Special Way” is a medium-paced, rhythmic, dual-track romancer.

Best Bets

BEST THINGS
(United Artists 50027)
• YOU MAY SEE ME CRY (2:20) [Unart, Ringneck, BMI—Menten] Here’s an excellent side that may make lots of noise for the Best Things. A real slow-moving, funk-filled blueser, the side stands a good chance.
(B-) CHICKS ARE FOR KIDS (3:08) [Unart, Ringneck, BMI—Menten] Lively, multi-danceable here.

BOB & AVARONES (Brent 7064)
• PATTI (2:20) [Brent, Sounds Of Wonder, BMI—Genci] Newcomers Bob and the Avarones could well be launched as a result of this effort. Lid is a pulsing, lonely-sounding weeper with lots of appeal.
(B-) PLEASE SAY YOU WANT ME (2:02) [Brent, BMI—Hayes] Nice updating of the white-back smash.

THE THOMAS GROUP
(Dunhill 4030)
• AUTUMN (2:35) [Trousdale, BMI—Sloan, Barri] The Thomas Group could do well dancing with this medium-paced rocker with a warm-romantic lyric. Side should get immediate attention from spinners.
(B+) DON’T START TALKIN’ ‘BOUT MY BABY (2:35) [Trousdale, BMI—Sloan, Barri] Swinging tune on the back.

THE BAND WITHOUT A NAME
(Tower 246)
• TURN ON YOUR LOVE-LIGHT (2:35) [Don, BMI—Malone, Scott] Hard rockin’ cut with an appealing shout-styled vocal. Side’s a top-notch dance item. “A good shot at becoming a favorite.
(B+) A PERFECT GIRL (2:14) [Haddad, BMI—Faith] Sweet tune on the back.

THE SHADOWS ( Epic 10020)
• I MET A GIRL (2:15) [Shadows, Hill & Range, BMI—Marvin] The Shadows, who have previously backed Cliff Richard, go on their own this with a swingin’ medium-paced teen-oriented item. Lots of loads of potential as both a listenin’ and dancing favorite.

THE FUGITIVES (Mala 513)
• YOUR GIRL’S A WOMAN (2:24) [Shadows, BMI—Charmatz, Felicitto] The Fugitives should go a long way toward establishing a national reputation with this lovely, swingin’ summer sound. The meaningful lyric should have the teens listening closely. Watch the charts for news of this lid.
(B+) SHE BELIEVES IN ME (2:05) [RCA Victor—Trends, Hill & Range, BMI—Welch, Bennett, Rostill] Groovy instrumental backer.

ACHILLES & FRANK (Norman 568)
• THE TWO PEDDLER MEN (2:44) [BMI—Achilles] High-ly unusual tune with the pair doing a lovely job of complementing each other vocals effort. Side should be an oft spun one and could happen with this exposure.
(B+) WATERMELON IS A KING’S DELIGHT (2:50) [BMI—Achilles] Another pretty tune over here.

MARY WELLS (Atco 6423)
• SUCH A SWEET WING (2:40) [Jalynne-Shakewell, BMI—Wells] Mary Wells could make a large dent in the singles market with this rhythmic romancer. The line gives her all in selling the groovy lyric and the backing is highly infec-

(B+) KEEP ME IN SUSPENSE (2:42) [Jalynne, Shakewell, BMI—Sims] Lifting outing with lots of beat backing.

Cash Box—June 11, 1966

THE SOUND THAT'S GOING 'ROUND
ON THE BEST TURN TABLES EVERYWHERE!

MINNEAPOLIS • OKLAHOMA CITY • BOSTON • DALLAS • BALTIMORE • WASHINGTON • HOUSTON • CLEVELAND

BILLY & SUE

a terrific side by

b. J. thomas

HICKORY 1395

Published by: HORNET MUSIC COMPANY

*%w NEVER TELL

Cash Box—June 11, 1966
**Best Bets**

**IMRA THOMAS (Imperial 66178)**
- IT'S A MAN'S-WOMAN'S WORLD (Part 1) (2:49) [Najam, BMI—Jones, Jones] Imra Thomas could crack both the R&B and Top 40 sales markets with this moving, heart-felt romance ballad. Added an extra touch from the sweeping organ backing the lark.

**JIMMY DURANTE (Warner Bros. 5883)**
- WE'RE GOING U F Ong (2:25) [Durante/Jaybarr, ASCAP—Durante, Barnett] Jimmy Durante has a wild one with this happy go lucky side that should get tons of plays of airplay. Durante does his usual fine job in his inimitable style.

**PAT AND ANDRE (Warner Bros. 5054)**
- LET ME GO (2:23) [Rock, BMI—Cole, Nilsson] Tale of a finished affair, that builds into a powerful, sweeping sound. The pair's moving singing gives a lot of teen appeal to the deck. Should make a host of playlists in no time flat.

**CASH MCCALL (Thomas 307)**
- WHEN YOU WAKE UP (2:50) [Chenita & Special Agent, BMI—Higgins, Dillison] Cash McCall should make a splash both Top 40 and R&B with this left, easy paced romancer on which he is backed by a lush horn. The chanter packs heart and soul into the delivery.


**THE ACCENTS (Karaté 529)**
- I'M ON THE RUN (2:30) [Honeyysuckle, Matador, BMI—&G Lapane] Pretty ditty with a loud, hard edged packed into its highly infectious arrangement. Side should find favor for both listening and dancing.

**ARTHUR PRYSOCK (Old Town 1196)**
- LET IT BE ME (2:43) [Leeds, BMI—Becaud, Delano, Coo] Arthur Prysock uses his powerful, warm acoustic interpretation of this lovely romancer. Should get lots of action in no time flat.

**CHUBBY CHECKER (Parkway 989)**
- HEY YOU! LITTLE BOO- LA-LOO (2:16) [Double Diamond, BMI—Al White, Huff, Barry] Chubby Checker could gain lots of plays and sales action with this medium-paced dancer. Infectious organ backing the chanter. Should help this side get lots of exposure.

**WAYNE FONTANA (MGM 13516)**
- COME HOME ON (2:50) [Island — Edwards] Wayne Fontana has a potential powerful solo effort with this medium-paced dancer. Infectious organ backing the chanter. Should help this side get lots of exposure.

**WANDA ROUZAN (Frisco 115)**
- HERE'S A LETTER FROM HOME (2:58) [Frisco & Cher- val, BMI—moving ballad about the girl who remembers her boy friend who's far away. Tender tune has been a back lot favorite among teen listeners.

**LIZ SHELLY (Decca 31970)**

**CASTELLS (Decca 31977)**
- LIFE GOES ON (2:25) [Feist, ASCAP — Vance, Pockett, Melodie] rocker with the Castells doing lots of powerful vocal work. Additional appeal lies in the infectious drive of the lark. Worth a try to back lot fans.

**BRITTNEY LANDRY (Decca 31976)**

**Bobby.vee & strangers**
- LOOK AT ME GIRL (2:28) [Epps, BMI—Williams] Loads of appeal is packed into this twangy, medium-paced teen-oriented easy rock, 45er, voice and the effort of the pair in making him are both pleasant. Should see lots of sales action.

**VICKI ANDERSON (De Luxe 7335)**
- WIDE AWAKE IN A DREAM (2:48) [p.a.] Larvik Anderson does a moving, emotional filled job of interpreting this lovely ballad. Lust lark backing her gives added play appeal to the deck. Should get lots of plays on all Top 40 and R&B outlets. At press time no information was available as to the "B" side of the deck.

**FERRANTE & TEICHER**
- (United Artists 50038)

**KHAORTUM (2:58) [Unart, BMI—Cordei] Ferrante & Teicher do a great job of interpreting the main theme from the forthcoming "Khartoum" flick. The tune a medium-paced acoustical lyrical tear-jerking tale of loneliness. The po- tent sound and Moore's powerful plea for peace should prove to be attractive to the teens.

**ST. JAMES INFIRMARY (2:30) [Preacher, BMI—Dalton, Moore, Moore] Potent funk filled offering.

**THE JIVE FIVE (United Artists 50033)**
- IN MY NEIGHBORHOOD (2:26) [We Three, Little Big-Mike, BMI—Woods, Gordon] The Jive Five should hit the sales groove with this catchy outing. Listen. Watch for both pop and R&B reaction.

**THEM CAME HEARTBREAK (2:58) [Jewel, ASCAP — Abert, Snyder] There's a smooth melo- dical tune back here.

**LIZ SHELLY (Decca 31970)**

**CASTELLS (Decca 31977)**
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**BRITTNEY LANDRY (Decca 31976)**
NEW FOR JUNE

RCA CAMDEN
A PRODUCT OF RADIO CORPORATION OF AMERICA

AMERICA'S BIGGEST ENTERTAINMENT VALUE

Nancy Marahda
Tijuana Taxi

New addition to the "Living" series. Great Latin standards like "Mexico Linda," "49 Bosco," "Maria Bonita," Also—the big hits "Spanish Harlem," "Tijuana Taxi," "Spanish Eyes" and 4 others. CAL/CAS-961

Hank Snow
Travelin' Blues

Features such outstanding Jimmie Rodgers travelin' tunes as "Travelin' Blues," "Roll Along Kentucky Moon," "Blue Yodel #10" plus several of Hank's famous hits from the middle fifties CAL/CAS-964(e)

Frankie Carle
April in Portugal


MARIE
plus Trombone

MARIE and Others Made Famous by TOMMY DORSEY


Cash Box—June 11, 1966
ASTRID GILBERTO (Verve 10144)
- WISH ME A RAINBOW (2:20) [Famous, ASCAP — Livingston, Evans] ASTRID GILBERTO does a pretty jazzy bit on this biting little number from the "This Property Is Condemned" flick. The sweet tune should get the lark a great deal of spins and sales.
- FROM TRY COMIN' SEAL RAINBOW (I'll) I'LL KNOW TO NATURAL RHYTHM (1:27) [Blue Sea, Jac ASCAP — Bacharach, David] Pretty Bossa Nova sound.

(B-+) DON'T GO BREAKING MY HEART (2:10) [Blue Sea, Jac ASCAP — Bacharach, David] Pretty Bossa Nova sound.

KING'S ENGLISH (Prism 1959)
- IT COULD BE BAD (2:36) [Heid, BMI—Miele] Stomping, mid-tempo teen workout.
- TOYS IN HER ATTIC (2:21) [Heid, BMI—Miele] Similar good stuff here.

JACKIE PAINE (Jetstream 725)
- I'LL BE HOME (3:08) [Crazy Cajon, BMI—Paine] Soul-filled wailer.

CHARTS (Wand 1124)

KEELY SMITH (Reprise 4882)
- THE WONDER OF YOU (2:47) [Duchess, BMI—Knight] Vet songstress offers a potent reading of the olde.
- WHO'S AFRAID? (2:57) [Harms, ASCAP — Webster, North] Pretty ballad from "Who's Afraid Of Virginia Woolf?"

INTERTAINS (Uptown 729)
- GLAD I FOUND YOU (2:26) [Smashville, BMI — Hascok, Baxter] Potent throbber here.

FRANKIE ALBANO (Feature 101)
- HIDING FROM MYSELF (2:20) [Styric, BMI—Hermie, Sterner] Strong, multi-danceable rock-

(B+) MAKE THE MUSIC PRETTY (1:40) [Dijon, BMI—Hermie, Sterner] Another good rock session.

ERINN MARESCA (Lauris 8155)
- A BUM CAN'T CRY (2:11) [SRJ, ASCAP — Maresca Slow-paced, slo dogs.

B+ REVIEWS

TROY MARRS (Sure-Shot 5019)
- RHYTHM MESSAGE-PT. I (2:40) [Don, BMI—Marris] Nice vocal effort on this contagious side.
- RHYTHM MESSAGE-PT. II (2:40) [Don, BMI—Marris] Flip is a highly danceable instrumental outing.

GRANT NELSON (Wand 1126)
- BILLY AND SUE (3:15) [Hornet, BMI — Charron] Tragic, war-oriented ballad.

MABLE JOHN (Stax 192)
- YOUR GOOD THING (2:55) [East, BMI—Hornet, Haver] Lowdown, heartfelt wailing by the songstress.
- IT'S CATCHING (2:30) [East, BMI—Parker, Thigpen] Mid-tempo r&B throbber.

LATTIMORE BROWN (Sound Stage 3662)
- LITTLE BAG OF TRICKS (2:29) [Cape Ann, BMI—Orange, Terry] Pounding r&B wailer.
- I KNOW I'M GONNA MISS YOU (3:19) [Cape Ann, BMI—Orange, Terry] More blues, with a slower tempo.

KITTY KALLEN (Philips 40375)
- FROM YOUR LIPS TO THE EARS OF AN ANGEL (3:12) [Saturday, BMI—Crewe, Brown] Throbbing, Latin-tempoed romance.

RAY STEVENS (Monument 946)
- FREDDIE FEELGOOD (2:30) [Ahab, BMI—Stevens] Former hitmaker may come back with this infectious novelty stanza.
- THERE'S ONE IN EVERY CROWD (2:22) [Ahab, BMI—Stevens] This one is a mid-tempo heartatcher.

ERIK (General International 352)
- BLIND STREET SINGER (2:33) [Interval, Percom, BMI—DeChellis] Very haunting folk-flavored ballad.

BAJA MARIMBA BAND (A&M 803)
- LAST OF THE RED HOT LLAMAS (2:40) [Irving, BMI—Brinton] Swaying, infectious session here.
- YOURS (2:45) [E. B. Marks BMI—Roig, Sherr, Gamse] Mid-tempo updating of the study.

CHUCK DOKCERY (Dearborn 545)
- SOLDIER'S LAST LETTER (2:54) [Tubb, Steward] Country-flavored tale of war and tragedy.

HAPPENINGS (B. T. Sunny)
- SEE YOU IN SEPTEMBER (Ears, ASCAP — Wayne, Edwards) Uptempo revamped of the white-backer.
- HE THINKS HE'S A HERO (2:38) [Bright Tunes, BMI—Margo, Margo, Medress, Siegel, Margo] Slow-paced, building teen stanza.

DANES (Tower)
- TO MAKE ME A MAN (2:36) [LeBill, BMI—Hildebrandt] Warm, appeasing mover.
- LOST LOVE (2:35) [LeBill, BMI—Lynch] Slow, shuffling item here.

LEFT BANKE (Snap 2041)
- I HAVEN'T GOT THE FEELING (2:29) [Twin Tone, BMI—Cameron, Martin] Similar stuff, but harder beat here.

PALMER (5005)

BETTY MADIGAN (MGM 13532)
- LIFE GOES ON (2:25) [Lee West, ASCAP—Vance, Pockriss] Vet lark does a pretty job on this strong ballad.
- ARE YOU REALLY REAL (2:30) [Branon, BMI—Ervin, Robinson] Another good vocal on similar material.

CRAIG ARTHUR (Holton 61966)
- THE SON OF A GREEN BERET (2:10) [Crazy Cajun, BMI—A./S. Cordasco, McNamara] Youngster's followup to the Sadler smash.
- THE SON OF A GREEN BERET (2:10) [Jitters, BMI—A./S. Cordasco, McNamara] Instrumental version on the flip.

KENNY SMITH (RCA Victor 8850)
- GO FOR YOURSELF (2:52) [Hornet, BMI—Smith] Pop-r&B, blues-filled moaner.
- MY DAY IS COMING (2:20) [Hornet, BMI—Smith] Plenty of soul on this wailer.

BMOIC (World Pacific 77829)
- I'LL ALWAYS REMEMBER (2:45) [Kylor, BMI—Arms] Another sweet one.
RONNIE DOVE

HAPPY SUMMER DAYS

(D 205)

1660 Broadway
New York, N.Y. 10019

Arranged by
Bill Lohn

Personal Management
Phil Suhl and
John O'Doherty
Columbia Stages 3rd Golf Tourney

NEW YORK—Columbia Records' third annual golf classic was recently held at the Keoolwood Country Club in Elmsford, N.Y. One hundred and fifty golfers participated in this, the firm's largest tournament to date. The golf classic was hosted by label head Bill Columbia.

In addition to Gallagher, those in attendance at the tournament included a number of Columbia Records executives; representatives from music trade publications, radio and television personnel; Broadway producers George Abbott; golf pro Art Wall; Columbia artists Robert Goulet, Steve Lawrence and Jerry Vale; and noted personalities Gary Marshall, Tommy Mercere, George Savio, Dick Williams and Kai Wingard.

Each year, one of Columbia's recording artists is selected to serve as tournament chairman. This year, the honored host was filled by Robert Goulet.

The highest award, the President's Flight Perpetual Trophy for golfers with registered U.S.G.A. handicaps, was won by Eddy Corsetti, with a low gross of 86. Corsetti is affiliated with Decca Distributors in Harrisburg, Pa. The Robert Goulet Fairway Flight Cup, named in honor of the chairman, for golfers with registered handicaps was won by Art Schwartz, with a low net of 70.

The trophies were divided into three categories for the purpose of awarding trophies. These categories included Division 1—Recording Artists, Division 2—Radio-TV Personnel, Division 3—Music Trades.

In Division 1, 1st Low Gross went to Tommy Mercer, 2nd went to Robert Goulet and 3rd was awarded to Gary Marshall. George Savio took the prize for low net.

In Division 2, 1st Low Gross was copped by Pat Digilio, 2nd was taken by Irwin Schlussel and 3rd by Dick Becker. Low net went to John Yotta.

In Division 3, Bob Walls took 1st Low Gross, Fred Scratchell took 2nd and Dick Aultman 3rd. Harry Singerman walked off with Low Net. Golf pro Art Wall scored a gross of 69 in the celebrated Robert Goulet foursome.

The day's competition was highlighted by a banquet headed by Bill Gallagher, Jack Loetz and Gene Weiss. Entertainment was provided by Dick Keough and his orchestra, Ronbo and their orchestra, and Columbia Records artists Les Paul and Van McCoy.

8 Stereo Little LP's Released By Epic

NEW YORK—Due to the recent increase in the manufacture and sale of jukeboxes designed to program Stereo Little LP's, Epic has augmented its growing catalog with 8 new releases. Stereo Little LP's being released at this time include: 'Buddy Grease's Greatest Hits,' "Bobby Vinton's Greatest Hits," "A Taste Of Honey" by the Village Stompers, "The Dave Clark Five's Greatest Hits," "Country Boy" by Bobby Vinton, "Jane Morgan In Gold," "At Times Goes By" by Nancy Ames, and "Swingin'est Gal In Town—Sweet Charity, Mama" by Bobby Hackett and Ronnie David.

Tower Disk To Be Released In Japan

HOLLYWOOD—Toshiba Records of Japan has announced that it will release "Yakohama Nights Of Sadness," one of the sides on the first single by Tower Records' recently acquired ensemble group, the Yakohama Ramblers. Although the American version of the song contains both Japanese and English lyrics, Toshiba said that its version would contain all English lyrics. According to Toshiba, the record will sell at the same price and will have a greater sales potential than records sung in Japanese.

"Yakohama" was released by Tower in the U.S. as part of a production contract with producer/composer, Marty Cooper.

Decca Signs Soul

NEW YORK — Pop songstress Sharon Soul has been signed to a long term exclusive contract by Decca. Her first single was A&R'd by indie producer George Kerr and supervised by the company's A&R executive Dick Jacobs. The new single copies "His Love Is Amazing" with "Let Me Get To Know You."

YOU'RE GOTT POSSIBILITIES
Peggy Lee (Capitol 5653)
I'LL BE GONE
Paso Seco Singers (Columbia 43646)
HOW CAN I TELL IT'S OVER
Andy Williams (Columbia 43650)
I'M MAKING THE SAME MISTAKES AGAIN
Steve Lawrence (Columbia 43610)
IF I COULD START MY LIFE AGAIN
New Christy Minstrels (Command 4084)
MOTHERS & DAUGHTERS
Dean Swermerin & His Sextet (Command 4084)
The SWEETEST SOUNDS
Earl Grant (Decca 25697)
STRANGERS IN THE NIGHT
Bert Kaempfort (Decca 31975)
THE SPINNING OF THE WORLD
Kingston Trio (Decca 31961)

NEW ADDITIONS to top 100

PAPERBACK WRITER
Beatles (Capitol 5651)
RAIN
Beatles (Capitol 5651)
MUDDY WATER
Johnny Rivers (Imperial 5675)
DAY FOR DECISION
Johnny Sco ( Warner Bros. 5820)
LAND OF MILK & HONEY
Vogues (Co & Ce 338)
YOU BETTER RUN
Young Rascals (Atlantic 2338)
WHAT AM I GOING TO DO WITHOUT YOUR LOVE
Martha & Vandellas (Gordy 2923)

WHERE on Service at...

Cash Box—June 11, 1966
FRYER, CARR & HARRIS present

ANGELA LANSBURY as
MAME

a new musical

Book by
JEROME and ROBERT JERRY
LAWRENCE and E. LEE

Music and Lyrics by
PATRICK DENNIS

Based on the novel "Auntie Mame" by
and the play by LAWRENCE and LEE

Dances and Musical Numbers Staged by
ONNA WHITE

Directed by
GENE SAKS

Produced for Records by
GODDARD LIEBERSON

Broadway becomes 'Mame' Street
and Columbia Records captures all the rollicking, raucous rhythm!

"Tip to out-of-towners: beg, borrow, cajole your tickets now for the new musical 'Mame'... it's a joyous, big, bountiful comedy, lots of laughs, and one of the finest performances by any star in any Broadway year... by Angela Lansbury."
—Jack O'Brian, King Features

"'Mame' is back, with music... replete with lively song, an exceptionally able cast, and a splendidly splashy production."
—Stanley Kauffmann, N.Y. Times

"Best is the word for 'Mame.' Best musical comedy I've seen in years."
—Alan Jeffries, ABC News

Columbia Records gives a dazzling send-off to 'Mame,' the Great White Way's newest leading lady, with the complete recording of the original cast starring Angela Lansbury. You can count on Columbia Records to turn a hit show into an even bigger hit album.

The Sound of 'Mame.'
On COLUMBIA RECORDS®

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PRINTED IN U.S.A.
Dynamite Productions

Signs MGM Indie Pact

NEW YORK—Richard Perry of Dynamite Productions has negotiated an independent production deal with Lenny Scheer of MGM Records. Under the pact Perry will produce several first-time performers to release on MGM and its sublabels. The first set to be recorded will be Forresta & Roy. Their first release, "Suddenly, It's Love," will be waxed this month.

Columbia Stages 3rd Golf Tourney

NEW YORK—Columbia Records' third annual golf classic was recently held at the Knollwood Country Club in Elmsford, N.Y. One hundred and fifty golfers participated in this, the firm's largest tournament to date. The golf classic was hosted by label veep Bill Gallagher. In addition to Gallagher, those in attendance at the tournament included a number of Columbia Records executives, most notably music veterans from music trade publications, radio and television personalities, film and Broadway producers George Abbott, golf pro Art Wall; Columbia artists Robert Goulet, Steve Lawrence and Jerry Vale; and noted personalities Gary Marshall, Tommy Mercere, George Driskell, Dick Williams and Kai Windig.

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You've Got Possibilities

Peggy Lee (Capitol 1653)

I'll Be Gone

Paco Seco Singers (Columbia 43466)

How Can I Tell It's Over

Andy Williams (Columbia 43850)

I'm Making The Same Mistakes Again

Steve Lawrence (Columbia 43670)

If I Could Start My Life Again

New Christy Minstrels (Columbia 43644)

The Sweetest Sounds

Earl Grant (Decca 235697)

Strangers In The Night

Bert Kaempert (Decca 31945)

The Spinning Of The World

Kingston Trio (Decca 31966)

New Additions To Top 108

SOMEBODY'S WINNING}

Ray Conniff Singers (Columbia 43636)

CLOUDY SUMMER AFTERNOON

Barry McGuire (Dunhill 4028)

SUNNY

Bobby Hebb (Philips 40365)

IT'S THAT TIME OF THE YEAR

Len Barry (Decca 31969)

LARA'S THEME

Roger Williams (Kapp 738)

COUNCIL

Dave Baby Cortez (Roulette 4679)

THESE THINGS

Uniques (Pepsi 234)

You Wouldn't Listen

The Jets (March-Parrish 204)

Carry On—Two new album-carrying cases from Capitol Records Distributing were shown last week by the company's special products merchandising manager Gil Matthis. The new cases, "The Safari" and "The Caps," are made from expanded vinyl or fabric and are available in four different colors. Each of the cases carries up to 25 LP's and retails for $7.98 (optional with dealer.)

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LONG WEAR STAMPER CORP.
36-41 36th St., Long Island City, N.Y., 11006 (212) 232-4748

Dear Jack,

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

A Satisfied Customer
FRYER, CARR & HARRIS present

ANGELA LANSBURY
as
MAMIE

a new musical

Book by
JEROME LAWRENCE and ROBERT E. LEE

Music and Lyrics by
JERRY HERMAN

Based on the novel “Auntie Mame” by PATRICK DENNIS

and the play by LAWRENCE and LEE

Dances and Musical Numbers Staged by
ONNA WHITE

Directed by
GENE SAKS

Produced for Records by
GODDARD LIEBERSON
HAPPY BIRTHDAY: A gift from radio to the Peace Corps on the oc-
cassion of the Corps’ 5th birthday. The master tape of a new nation-wide
radio public service campaign for the U.S. Peace Corps is presented to
Peace Corps director Jack Hood. Vaughn (right) by Dan Daniel (left) of
WMCA-New York at the Peace
Corps’ headquarters in Washington,
D.C. "The Peace Corps Is a Personal
Thing" is the theme of the new cam-
paign which is based on overseas
interviews of Corps volunteers con-
ducted by Daniel and WMCA’s Ruth
Meyer who toured Peace Corps out-
posts throughout Africa at the out-
let’s expense. The finished campaign,
produced by WMCA after Meyer’s and
Daniel’s return, is designed for coast-
to-coast use by stations using any for-
mat. The Peace Corps will distribute
campaign tapes to radio stations in
addition to donating tapes to more
than 4,000 radio stations later in June.

SPUTTERS: Don Kneass has joined
the news staff of KEX-Portland, Ore. . .
. KYO-Phoenix, Ariz., has aug-
mented its staff by the hiring of Pat
McNeela to the outlet as promotion and
merchandising promised. Steve
Armstrong of WHW-Palm Beach, Fla. has been promoted to the
pe station. . . WMIA-New York has
announced its listener of the hour
midday in 4 a.m. shift over
WGH-Tidewater, Va. He formerly
worked in the outlet’s production de-
partments. . . Terry H. Glenn now has the mid-day
slot on WERB-Buffalo, N.Y.

VITAL STATISTICS: John Corrigan,
former host of WABA-WV, Va., is cur-
tently with WPTL-Fl. Lauderdale. . .
John Lanigan, who was previously as-
sociated with KVON-Chicago, Ill.,
has been added to the staff of KDEF-
Albuquerque, N. Mex. . . formerly
with WCAR-Detroit, Jerry Blocker
has been added to the staff of
WJBR-Detroit. . . After an associa-
tion with WRB-Jackson, Miss., Les
Acree is back at his old position as pd
at WTUP-Tupelo, Miss.
FONTANA HAS IT!

WILD THING

England's No. 1 Record by
THE TROGGS

F-1548
A Page One Production, England
Broadway becomes 'Mame' Street
and Columbia Records captures all the rollicking, raucous rhythm!

"Tip to out-of-towners: beg, borrow, cajole your tickets now for the new musical 'Mame'. It's a joyous, big, beautiful comedy, lots of laughs, and one of the finest performances by any star in any Broadway year... by Angela Lansbury."

—Jack O'Brian, King Features

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The Sound of 'Mame.' On COLUMBIA RECORDS.

FOR MAXIMUM IMPACT OF YOUR NEW ALBUM YOU CAN'T BEAT THE ALBUM INSERT... CONTACT YOUR CASH BOX REPRESENTATIVE FOR COMPLETE DETAILS

—COLUMBIA RECORDS
FONTANA HAS IT!

WILD THING

England’s No. 1 Record by

THE TROGGS

F-1548

A Page One Production, England
Galaxy One-Stop

GOES INTO Chap. 11

NEW YORK—Galaxy Record Distributors, a one-stop operation by Stan Stone, has filed a petition for bankruptcy under Chapter 11 of the Bankruptcy Act. A committee representing the interests of unsecured creditors has been formed. The company is located at 2256 Lawson Blvd. in Oceanside, Long Island.

Jerry Ross Joins Mercury

As A&R Staff Member

NEW YORK—Jerry Ross, veteran indie producer from Philadelphia, has joined the Mercury A&R Staff. Charles Fach, vp and director of recorded product for the dikery, in explaining the A&R addition, said that Ross' supervision of the first Bobby Hebb recording session brought about the appointment. The session resulted in the surging Phillips single, "Sunny." Fach also cited Ross' track record which consists of such national successes as the Dreamlovers' "When We're Reunited" and "You Gave Me Somebody To Love"; Candy and the Kingsmen; and the Sapphires' "Who Do You Love?" Ross will be involved in the recording activity of such Mercury talent as Wayne Cochran and the Sensational C. C. Riders, Jesse Colin Young, and Spanky and Our Gang.

Correction

In the June 4 issue of Cash Box (page 36) an RCA-Victor LP by Derek and Royent titled "Interplay" was erroneously considered to be a Jazz Best Bet; the duo is, of course, a pop attraction.

Two Tunsmiths

Simon Napier-Bell and Vicki Wickham (both seated) were just signed to an exclusive, long-term contract by the United Artists publishing companies which are represented here by producer Mike Stewart (left) and Veep Murray Dectch. The writing duo came to prominence via their initial composition "You Don't Have To Say You Love Me" which has hit for Dusty Springfield in both the U.S. and England.
Do you ever WONDER WHO will have the next top 5 hit?

THE WONDER WHO?
are back with a creative exciting super hit...
ON THE GOOD SHIP LOLLIPOP
B/W
YOU’RE NOBODY TILL SOMEBODY LOVES YOU

40380

if you still wonder who get a scissors

PHILIPS RECORDS
One world of music on one great label!
STRANGERS IN THE NIGHT—Frank Sinatra—Reprise F/FS 1017

The long overdue Sinatra collection on this Capitol album continues along his masterful way with this latest collection of fine tunes headed by his current single smash "Strangers In The Night." The inimitable Sinatra style is lent to such favorite numbers as "Call Me," "Yes Sir, That's My Baby," "Mambo Italiano" among others. Set should quickly shoot up the charts based on the raft of copies that the music listening public will buy.

TRY TOO HARD—Dave Clark Five—Epic LN 24198

Self-penned (that is group penned) tunes, that become big hits, is the forte of the Dave Clark Five and this set typifies that phenomenon. With the lead track being the group's most recent smash and the other eleven in that same bag that has long pleased the quintet's innumerable devotees, this set should be a top notch sales item.

TOGETHER AGAIN—Ray Charles—ABC-Paramount 5289-S-529

Ray Charles has found success with music from the two manifold fields of Rhythm & Blues and everything in between. This set combines some of Charles' fine adaptations of C&W favorites ("Tiger By The Tail," "Together Again" etc.) with such moving items as his moody interpretation of "Don't Let Her Know." That package should prove to be a prime sales item with varied music lovers.

A NEW SONG FOR YOUNG LOVE—Lettermen—Capitol T/ST 2496

The list of hit singles and albums have built up for the Lettermen a sturdy following, which should be out in force for this session by the group. A fresh approach and a velvet style are the keynotes to the trio's success, especially with the campus crowds and the young adults. Some of the tracks that highlight the performance are such standards as "I Only Have Eyes For You" and "If I Loved You," as well as the show tune "Try To Remember."

ANY NEWS FROM NASHVILLE?—Homer & Jethro—ABC-Verve LPM/LSP 3533

One of the consistently one of the most successful of country music teams, Homer and Jethro have made big hits in country market with this LP, and threaten to do a great deal of pop business as well. Many of the hits make for upcoursing tracks, and lots of honest fun, with such cuts as "The Folk Singer Song," "Act Naturally" and "Dear Don Bowman," blazing the trail. May zoom.

BRIGHT LIGHTS AND COUNTRY MUSIC—Rick Nelson—Decca DL 4778/DL 4779

The first C&W package for Rick Nelson, this offering (on which the artist is backed by the Jordanaires) spans the C&W canon from Rick's own "You Just Can't Quit" to "Kentucky Means Paradise" by Merle Travis. The album which is the chanter's 7th for Decca, should quickly find its way to the phonographs of country fans as well as to those of Nelson's pop fans.

HIT SONGS TO REMEMBER—Ray Anthony—Capitol T/ST 2530

The sparkling trumpet of Ray Anthony, long a favorite with many a good music buyer, gets a top-flight workout on this Capitol collection. Featuring a well-chosen selection of selections from recent harvests, the hornman sizzles up a storm with a set that's bound to receive healthy reaction from spinners. Some of the tracks on this package include "Michelle" and "The Shadow Of Your Smile."

CHILDREN OF THE MORNING—Kingston Trio—Decca DL 4758/4755

The long awaited Kingston Trio have a tremendously pleasant set in this latest of their many LP outings. The group, which did so much to influence folk-oriented popular music, has included such timely items as the Lennon-McCartney "Norwegian Wood" and "The Softest Sound." On this set along with a number of tunes from the pen of trio member John Stewart. Set should do well with the group's followers.

JIMMY DEAN'S GREATEST HITS—Columbia CLS 24/35

Well-known to TV audiences as well as country buyers, Jimmy Dean is bound to score well with this collection of hits that includes, of course, Part of Columbia's highly attractive "Greatest Hits" LP release, the album features the personable singer rambling through a roster that includes such titles as "Big Bad John" and "The First Thing Every Morning," as well as "I.T. 169." A goodie.

BREAKOUT—Mitch Ryder & Detroit Wheels—New Voice 2002

Mitch Ryder and the Detroit Wheels should make a big splash with this LP, which is a set that contains both their most recent single "Little Latin Lupe Lu" and their current chart riser "Breakout." The group's hard driving, pulsating sounds are also applied to a host of recent favorites like "The Midnight Hour" and "Walking The Dog." Watch the charts for future word of this offering.

THE NEW SCENE—Sarah Vaughan—Mercury MG 21079/SH 61079

Sarah Vaughan, who has long held a loyal following of middle-of-the-road fans, should please most of those fans with this Mercury platter. Excitement and verve are the highlights here as the songstress walls with a wide-ranging assortment of winners, ranging from evergreens to contemporary favorites. Standout tracks include "Everybody Loves Somebody" and "Michelle," among others.

STAGECOACH—Original Soundtrack—Mainstream 56077/S-6077

The music from the 20th Century Fox re-make of the 1939 cinema spectacular is in the latest edition of original soundtracks. The cast of the film includes such heavyweights like Margot Grahame, John Mills, "Stagecoach To Cheyenne," "Get Out Of Town," and "The First Born And Escape Route" are among the better tracks. Norman Rockwell did the painting for the cover and the package should be popular.

THE BROTHERS FOUR SING LENNON-MCCARTNEY—Columbia CL 2502/CS 9302

On this album the vocal arrangements were done by Bill Onon and the orchestrations were arranged and conducted by Peter Matz. The Brothers Four (who are Dick Poley, Bob Flick, John Paine, and Mike Kirkland) vocalize on 11 songs from the John Lennon-Paul McCartney song list. Tracks include "Norwegian Wood," "We Can Work It Out," "How Now Man," and "Michelle." The package should go well.

SWEET CHARITY/MAME—Bobby Hackett/Ronnie David—Epic FLM 13107/FLS 15107

Original music from two of Broadway's most touted newcomers, "Sweet Charity" and "Mame," is the basis for this exciting selection from each. The album was arranged and conducted by Bobby Hackett and Ronnie David. The Hackett trumpet and the David keyboard do some high-flying here, blasting with such current favorites as "Big Spender," "Mame," among others. This one could do real well.

Cash Box—June 11, 1966
Hit
No. 2

THE
SHADOWS OF KNIGHT
OH YEAH

... from their best-selling album
GLORIA
DUNWICH #666

Distributed by

Management: Windy City Management Inc., 25 E. Chestnut, Chicago
Publicity: William Kermit Smith
Booking: Willard Alexander Inc., 333 N. Michigan, Chicago

Cash Box—June 11, 1966
THAT LOVIN' FEELING—King Curtis—Atlantic 33-189/SD 33-189

King Curtis and his saxello (similar to a soprano sax) give soulful renditions to a host of recent smashers at a high level of excitement. Some of the better numbers are "My Girl," "My Baby's Gone," "I Left My Heart In San Francisco," and "The Shadow Of Your Smile," among others. Curtis' excellent sounds recreate the mystique of the likes of "The Shadow Of Your Smile," "You've Lost That Lovin' Feeling" and "I Left My Heart In San Francisco" among the many. The disc should move well with both devotees of instrumental sets and people who just like to dig top sounds.

YOU ARE—Steve Rossi—Musicor MM 2686/MS 3086

Steve Rossi, half of the famed comedy team of Allen & Rossi, goes the 'straight' route on this solo offering. The charter kicks off with the set with the album's title track, which was taken from the film "The Last Of The Secret Agents," which stars the comedy pair along with Nancy Sinatra. Oldies are sprinkled generously throughout, with nice sessions on "Love Is A Busrnch" and "Paris In The Night."

THE ABC CHILDREN'S CHORUS—ABC—Paramount ABC/ABC's 548

Here's a spirited session by the ABC Children's Chorus that's excellent for the youngsters. The twelve members of the chorus, under the guidance of director Richard Wolf, come across with a collection of melodies that span the Broadway, pop and folk areas, with tracks that include "Little White Duck," "I Whistle A Happy Tune" and "Happiness Is." Should score with the kiddies.

GREAT LOVE THEMES—Cannonball Adderley Quintet With Strings—Capitol T/ST 2531

An offering of love themes by Cannonball Adderley and his group which consists of Nat Adderley on trumpet, Joe Zawinul on piano, Herbie Lewis on bass, and Al Heath's drums. Among the best cuts are "Project 9," "I Should Care," "All The Things You Are," and the title song. Heath, who long ago switched from alto to tenor, acts as soloist on this album. The set should be well received by jazzophiles throughout the world.

IF YOU AIN'T LOVIN', YOU AIN'T LIVIN'—Faron Young—Capitol T/ST 2558

A consistent best-seller for the Mercury label, Faron Young should score well in the bluegrass belt with this Capitol offering. The songsters fly with a whole panel of goodies, including several familiar sounds from the past, in an excellent session. Among the tracks here are "Hey Good Lookin'," as well as "I've Got Five Dollars And It's Saturday Night."

MY OWN FAULT—Brother Joe May—Nashboro 7031

The full, rich, emotion charged sounds of Gospel music are provided by Brother Joe May, on this latest set for Nashboro. Here the listener a fine cross-section of the stirring sounds of Gospel music, and should get played time and time again. Among the items are "Jesus Keep Me Near The Cross," "Will You Guide Me?" and "Faith And Grace."

TIPPLE, LOOM & RAIL—Mike Seeger—Folkways FH 5273

A collection of folk songs dealing with the industrialization of the South enhanced by Mike Seeger's penchant for historical accuracy. "The New Market Wreck," "Harlan County Blues," "Spinning Room Blues," and "The Death Of John Henry," are excellent tracks on this ethnic offering. Should be well received by folk historians and lovers of American folk music in general as well as by the artist's many fans.

LES MCCANN LTD AT SHELBY'S MANNE-HOLE—Limeight LM 8263/LZ 84086

The wonderful piano stylings of Les McCann run full and free throughout this eight tune LP that was captured live at Shelby's Manne's Hole in Los Angeles. Among the top items on the disk is the interpretation of "I Could Have Danced All Night." Other cuts, whatever original or adapted provide a vehicle for both the leader and his sidemen Victor Gaskin (bass) and Paul Humphrey (drums).

ON THE TRAIL—Jimmy Heath Quintet—Riverside 486

Heath's tenor-sax is backed by Wynton Kelly's piano, Kenny Burrell's guitar, Paul Chambers' bass, and Al Heath's drums on this package which is highlighted by such blue-ribbon tracks as "Project 9," "I Should Care," "All The Things You Are," and the title song. Heath, who long ago switched from alto to tenor, acts as soloist on this album. The set should be well received by jazzophiles throughout the world.

COMPLETE COMMUNICATION—Don Cherry—Blue Note 4226

This set contains a fine new musical statement by cornetist/composer Don Cherry, who has packed both sides of the disc with his original sounds. With "Complete Communication" gracing one side and "Elephantine" (both are separated into four parts) on the other, Cherry, along with "Gato" Barbari on tenor sax, Henry Grimes on bass and Edwin Blackwell on drums, has something here that should be heard by dedicated jazz buffs.

RACHMANINOFF/PIANO CONCERTO NO. 2—Faron Young—Capitol T/ST 2558

Two great pieces of music are wonderfully interpreted on this disk by Byron Janis, supported on the first by the Minneapolis Symphony under the direction of Antal Dorati and on the second by the London Symphony under the baton of Herbert Menges. This disc should be an oft played, welcome addition to the collections of devotees of the classics.
TWO R&B SMASHES GOING POP ALL THE WAY

JOHNNY COPELAND

DEDICATED TO THE GREATEST

WAND 1114 OVER 40,000 NATIONALLY

ROSOCOE ROBINSON

THAT’S ENOUGH

WAND 1125 OVER 20,000 IN CHICAGO

SCEPTER/WAND RECORDS
GREAT ARTISTS...GREAT SOUND...GREAT VALUES...

ITALIAN OPERA PRELUDES and INTERMEZZOS
Including
Pagliacci - Cavalleria Rusticana - L'Amico Fritz
Manon Lescaut - Adriana Lecouvreur
Orchestra of the Bologna Municipal Theater, Arturo Basile, Conductor

RICHARD STRAUSS
SYMPHONIA DOMESTICA
FRITZ REINER
CHICAGO SYMPHONY

OFFENBACH
GAIÉ PARISIENNE
BOSTON POPS / ARTHUR FIEDLER

SHOSTAKOVICH
SYMPHONY No. 1
THE AGE OF GOLD
Ballet Suite
Jean Martinon
London Symphony Orchestra

RCA VICTROLA

Cash Box—June 11, 1966
THE DIRECTORY'S FIRST FORMS GO TO PRESS NEXT WEEK!

ACT NOW IF YOU WANT TO BE IN IT!
BOBBIE NORRIS

NEW YORK—Bobbie Norris is going places as a singer. She steps a good deal closer to stardom with her dynamic vocal performances each night at New York's Pershing Room, where she came to fill the niche her singing with vibrant song styling last Wed. (1). It's obvious that with the exciting appearance of the label "A&R," the San Francisco-born, Columbia Records, label, whose vocal versatility is immense, despite what could be a self-limiting husky quality.

She can belt without giving the impression she is shouting, and her balance and moments of a meaning in the classical style. There is, however, one unfortunate moment in the performance of most of the songs, including the 'Swan Lake' suite (of the songs of the 30's. This parade of oldies, interestingly enough, also involves the generally tasteful and the meaning behind a class lyric. Occasionally, one of them is a solid standard composition.

I am Talking to my Heart" and a Henry Mancini medley (e.g. "Moon River," "Dearest Heart").

On her, she wraps up a medley of oldies with an original piece of material, all too unfortunately familiar about how exclusive were the songs of the 30's. This parade of oldies, interestingly enough, also involves the generally tasteful and the meaning behind a class lyric. Occasionally, one of them is a solid standard composition.

The Lady is a Tramp." Of course, there are marvelous songs that are not likely to be as grand on such standouts as "I'll Get By," "Who Care," "Blue Moon," and "Tonight in the Dark." Earlier numbers (a bit of which closes her act) in Mr. and Mrs. Andre Previn's great "You're Gonna Love That," a certainty as far as Bobbie and folks who appreciate is concerned. A good segment of that market get a chance to hear and see the charming performer for themselves recently on Ed Sullivan's TV. Sullivan was among the opening nights who cheered her debut at the Pershing Room.

Triple 'R' Associates

NEW YORK—"A new press and publicity relations outfit, Triple "R" Associates, Inc. In New York, has opened their office at 1819 Broadway.

The firm has already listed such clients as Jay & the Americans, the McCoys, the Shepp, and a new group called the Beyond. In addition, the firm has been retained as public relations consultants by Kama Sutra for its roster of artists, including the Goodtimes, the Crystals, the Pythons, the Contra, Mont Rock III, Louis Prima, Sam Butera & the Witnesses, and Bobby Mann.

Phyllis Industries

NEW YORK—Stan Catron, general manager of South Mountain Music, held conferences with Jurian Binsma and Claude Pascal, English and French-speaking representatives of Phillips Industries, respectively, last week. The purpose of the meetings was to arrange for publishing rights to songs in the Tridon and Fling Music catalogs. Negotiations were also finalized for Phillips to have world distribution rights to product on DCP International Records.

Caton Concludes Deals

NEW YORK—When the Four Tops bounced on the stage at Basin Street East last week with their opening show with "Fascinating Rhythm," the audience was clue to what was to follow. It was the rhythm all the way, and while not "a new beginning" for the group, it was an absolutely contagious performance.

Even the most staid viewer couldn't help but be swept up in the excitement of the Motown Records foursome. Good, wholesome entertainment was the byword for the evening. Their performance that beautifully recaptured the excitement of the group's earlier rock 'n' roll. But only the excitement was from another era, exciting and fresh and invigorating. In these days when many an act on stage is "workin' over the top" by putting on the show as much as the audience.

The pace of the show never let down, even when the quartet switched from a rouser like "Shake Me, Wake Me" to a plaintive blues number, "Fascinating Rhythm." Everything about the performance was new. Of course, they let the cat out of the bag when they let off with "Fascinating Rhythm."

Also on the bill was the comic headline Jackie Vernon, who split many a side with his tales about the adventures of his fellow Southerners, Sev- erin, whose wailing trumpet has bewildered over by the club management.

NEW YORK—Jay & the Americans have been selected as America's leading pop and folk music artists at the Canadian World Exposition in Montreal this summer.

The theme chosen by the United States exposition, "Create and share," will stress the creative accomplishments of American individuals. The main concourse in the country will be titled "American Spirit" and it's there that the group will perform with their guitars.

The U.S. Information Agency is bearing the cost of shipping and insurance for the exhibition of the artists. This agreement insures that full security precautions would be in force rounds the clock to prevent any damage or theft.

The group has been on the scene for artists now and has turned out eleven successive chart smashers around the world.

The quintet, which is currently rocking with its latest United Artists record "Irish," remains the number one band in Britain, where they'll spend a week doing radio, TV, and fan club sessions in London. After Britain (their first visit), the boys will go on to do TV spots in Paris and Germany, then will take a week's vacation in Rome before leaving for another two-month tour of colleges throughout the U.S.

Greengrass Enters Album Field

HOLLYWOOD—Following up on the success of its single releases, the in-house production firm, is now entering the album field with 3 LP's coming out in June. The first one out will be the Standards which will be follow-up to their big single by the same title which was done by Tower. Ketty Lester's new album, featuring her Tower single "I'm Woman Love," will be the next release. A Gloria Jones package is also scheduled for 1968. All 3 sets were produced by Ed Cobb, A&R director for Greengrass. These albums are following up his first single, "When My Heart Hurts No More." The Greengrass organization, via Honeycomb Publishing, is also involved in the preparation of Jimi Hendrix follow-up album for "It's Over."
Decca Launches 'Country Month'

NEW YORK—In keeping with the tradition of country music in the past few years, Decca Records has once again designated the month of August as its "Country Month," and has given emphasis to the campaign with a release of 16 new C&W albums. At least ten of the albums are particularly timely in that they are by artists who were recently or are currently represented on the singles charts, and in every case their new LP release also contains their new LP single.

Leading off the new releases is Buddy Stainer, who makes his debut on Decca with "History Repeats Itself," containing the original hit song by the same name that recently soared high on both the country and pop charts. Wilma Burgess, Warner Mack and Bill Phillips, all currently represented in the larger field, also make their Decca LP debut in the June promotion with brand new package deals. A collection of sacred songs by Jimmy Davis, "Songs of Bill Monroe And His Blue Grass Boys," a set from the Nashville Sound, and "Hillbillies Down," Asher Sizemore & Little Jimmy with "Mountain Ballads And Old Hymns" and Uncle Dave Macon doing a collection of Appalachian songs complete the first week's offerings. Additional latter is added to the June program with the release of Vol. 7 of "All-Time Country & Western—The Original Hit Performances." In addition to all the new products, the entire LP catalog of the complete roster of Decca country artists, past and present, are available on the new terms of an attractive dealer incentive program. Many of these catalog items have been standard sellers from their original release date up to the present.

A colorful litho book, titled "The Great Nashville Country & Western Music Are On Decca Records," depicting the new releases and listing all the product included under the terms of the program, is now in the hands of the Decca field organization, and is currently contacting their respective accounts with full details of the promotion.

Easel mounted in-store and window displays have been prepared to serve as point-of-sale media. These displays, in vivid color, are available in quantity from all Decca branches.

Also in support of the promotion, trade advertising has been scheduled to coincide with the dates of the program. An extensive radio and TV promotion campaign is also in effect to assure maximum exposure for all the new releases. In addition, a grand will run for the entire month of June.

Ogerman: 3D Music Man

NEW YORK — Although no fanfare emanates from Claus Ogerman's Brill Building office, June is no less a record of one of the most progressive, closely knit music set-ups in the business. With the addition of an overall Head of Music Productions and Holdings Music, Ogerman, along with such key men as Bonnie Maltz and Bill Phillips, all currently represented in the larger field, has signed 10 new artists within the past three months. The firm's aggressive approach to a new market is further confirmed by the recording of several of these artists on such labels as RCA, Epic, Fontana, and Kapp.

Weiss informed German and Webb Pierce, all consistent sellers.

Ogerman, working in close concert with his new talented personal manager, Larry Weiss, who is a producer, and his communications manager, has signed 10 new artists within the past three months. The firm's aggressive approach to a new market is further confirmed by the recording of several of these artists on such labels as RCA, Epic, Fontana, and Kapp. Weiss has not spent all their time warming up in the bullpen. In the next few weeks Glamour-styled masters will be released to a host of key labels including Epic, ABC, ABC, and Amy-Mall, Red Bird, Polydor, etc. In addition the firm is presently negotiation to A&R seven major labels and artists on other labels.

As producer of the Cash Box that the company is now actively pursuing an open-door policy in regard to writers, producers, etc., Weiss has said that the signing of 10 artists is selective, any worthwhile talent or property will certainly be considered for placement or exploitation.

THE NEWEST NEW CHORIST

The New Chorist Minstrels recently strengthened Sino-American relations by presenting a program of music that is familiar to the group. The newcomer, Kyoko Oshima (above photograph, Cash Box offices with Minstrel co-manager George Greull), was chosen over 300 young professionals in open auditions conducted in Japan. Kyoko, who started singing in her homeland several years ago, has appeared in two Japanese films and appeared on the stage with Sammy Davis, Jr. Kyoko is presently rehearsing with the Minstrel so she can be fitted into the nucleus of the group as soon as possible. She is the first Japanese enter-tainer that has ever been brought to the U.S. to join an American singing group. This marks the first step in the Minstrels' international expansion. Next year, they anticipate adding an Italian vocalist.

Jubilation

Jerry Blaine (right), president of the Cosmat Corporation, recently signed Jocie Dee and the Starlighters to an exclu-sive contract for Jubilee. Dee, who has hit the past with such songs as "Mint Twist" and "Shout," has been the first artist to sign with Jubilee called "Feel Good About It." Along with Dee (seated left) and Blaine in this photo are Ed Miller (left) and Trade Martin, who produce Dee's dates.

Ifield Set For Intense Disk-Television Exposure

NEW YORK—Frank Ifield, recently signed by Hickory Records in Nash-ville, is making his first appearance in a U.S. record market, makes his 1966 American TV bow on June 30 via the NCB-TV summer season known as the "London Palladium Show." It's the first American television appearance for the singer in several years. Two weeks in advance of the show, Hickory will release Ifield's first single for the label, "No One Will Ever Know." The song was cut during the singer's visit to Nashville early in May with his recording manager from EMI in England, Norrie Paramour. "No One Will Ever Know" was produced by Western Rose, president of the Acuff-Rose Music Corporation, of which Hickory is a part. During the visit, Ifield also cut a number of sides for an album to be released later this fall. His Hickory album, "The Best Of Frank Ifield," to be released in late June, was produced in London.

Ifield is also signed to Acuff-Rose Artists Corp, which arranged the chanter's guest appearance at the London Palladium show during his Nashville visit. The agency is also negotiating for further American TV appearances for the artist next fall.

'Bullets' Durgeom Joins Ashley Famous Agency

NEW YORK — Bullets Durgeom has joined the Ashley Famous Agency as vice president. In order to take full advantage of his background and experience in the talent field, he will not operate out of the particular department but will enjoy a roving assignment. Bullets begins his association with the agency this year. He has years in personal management.

He was a founder and first president of the Conference of Personal Managers East. In recent years he formed Durgeom-Katz Associates. Dur geom has managed the careers of many outstanding artists including: Trini Lopez, Jackie Gleason, Sammy Davis, Jr., Merv Griffin, and Alan Sherman.

London's D'Amato In Grahth

NEW YORK — Tony D'Amato, an American who is A&R director for Sino-American Corporation, is to return to town last week for a round of meetings and planning sessions. He is in London these days. D'Amato has been living in England for the past 4 years, and visits here 4 times a year, "to keep his fingers on the pulse of the American market." D'Amato said the most exciting upcoming release is the Phase 4 debut of Robert FORN, conducting his orchestra in a "symphonic suite" version of the score of Gershwin's "Porgy And Bess."
Flying Hawk Expands
NEW YORK—Bill Seabrook of Flying Hawk Music has announced last week that the company has been incorporated and worldwide-wide distribution of the firm's product has almost been completed.

Contracts have been signed with London Records for distribution of "Shotgun Wedding" in South Africa, Australia and New Zealand. Deals have also been set for distribution of the master in the following territories: United Kingdom, Ireland, Germany (Hansa Shallplattan), Scandinavia (Philips Sonora); Benelux (Dobbeli); Canada (Capitol) and in the U.S. the deck will be handled by the Towns Records.

In another move the firm has signed two new acts—Lithungia and the Pipe Dreamers to exclusive long-term recording contracts.

Len Barry Down On Long-Haired Groups
NEW YORK—Len Barry, well remembered for "1-2-3" and "Like A Baby" and currently riding the Top 100 with "It's That Time Of Year" on Decca, has told the William Morris agency that he no longer wants to work any extended outside delivery engagements with the "long-haired, dirty-looking, sloppily-dressed acts." In one of the more outspoken comments to come from a young performer recently Barry went on to say: "It isn't only that they look like a collection of tramps, they act that way and that's the way they really are. They're completely indifferent to the kids who have more than they do and their personal habits are disgusting. I have too much respect for my audience, whether it's adults or teenagers, to show business and for myself to ever work with them again." The songwriter and producer, who has a head of hair on talented kids but that he is a "shock and awe" type, has been used as a replacement for talent.

Pocket Guitar Books For Cole Perfey
CHICAGO—The M. M. Cole Publish- ing Co. has released a series of 8 pocket size guitar books to retail for $.50 each. Such titles as "Guitar Strum For Fun," "How To Play Solos For Swingers," "Chord Harmony Fun," "Blues With A Beat," "Rockin' Guitar," "Folk Songs." and "Combo Chords" are available to dealers in a gold-colored counter display. With additional classroom and retail sales the available data, dealers are invited to contact Cole Publishing, 261 E. Grand Ave., Chicago, Ill.

Hermitage Music Outfit Named Lead Jet Distrib
NASHVILLE — The Detroit-based Island Music Publishing Co. has named the Hermitage Music as distributor in middle Tennessee and southern Kentucky. Island is the Lea Music cartridge player, Robert Finney will be in charge of sales of the player at the firm.

Lorber Signs 2 Artists
NEW YORK—Alan Lorber Productions has signed Eddie Jackson and the Continental Classics recording contracts.

Atco To Handle Del-Vons Master
NEW YORK—"Gone Forever" by the Del-Vons on the Wells label will be distributed by Atco. The record, which reportedly has started to break in New York, was recorded by Mike Fargo, owner of the City Soul Record Shop in Jamaica, N.Y.

Brigado Music Bows In New York
NEW YORK—Brigado Music Ltd., the New York recording and publishing firm has just opened offices at 327 West 42nd St., N.Y. The firm, under the guidance of Dave Brigati and Larry Vernier, has been in the recording business for some time and has reorganized under the name of Shadow Morton's Phantom Productions.

Merrick Company Expands Abroad
NEW YORK—The Merrick Company, a public relations firm with offices at 18 E. 48 St. in N.Y.C. and at 9000 Wilshire Blvd., Los Angeles, Calif., is expanding its activities and offices abroad. In conjunction with this policy the company has announced an exclusive representative association with Claudine D'argent of Paris, France, who is handling Merrick's business in London, it was announced by Mike Merrick, president of the company. All clients of the firm will be represented on a year-round basis on the continent by these newly formed offices.

To facilitate this international network, Merrick has appointed a new executive with the New York office will take over as head of the Los Angeles office for the next two months, commencing immediately.

TRO's Plats Arriving Here For Home Office Meetings
NEW YORK—David Plats, recently named President of the TRO organization of international operations for The Richmond Organization, arrives in New York this week to visit the firm's London headquarters (12), Plats, who has operated TRO's London operation, with TRO president Howie Richmond, since its inception 11 years ago, will be here for extended conferences with Richmond and as well as other members of the TRO organization.

A full agenda is in prospect. Plats, whose recently expanded responsibilities include the use of the TRO network throughout the world will discuss plans for catalog exploitation in numerous territories in Europe and Latin America. In addition, he'll update the firm on the progress of various legitimate show projects, including the musical, "Nell," based on the novel "Nell Gwynn" which will be presented in London by composer, Johnny Worth.

Scully 4-Track For Gateway
PITTSBURGH—The Gateway record company has announced that they have enhanced their 4-Track recording machine. Scully 280, the machine is operated through the firm's recently built 16-track recording machine. Scully 280, the machine, is operated through the firm's recently built 16-track recording machine.

Garrett Forms Viva
(Continued from page 7)

was with Wand-Scepter as general manager of the firm's Flomar, Zomba and Purchase music publishing companies. Silvers left the company for a national tour of Dot branches and distributors throughout the country.

Russell has been associated with Garrett's publishing company and has been responsible for arranging and co-producing most of the recording sessions produced by the company. Commenting on the formation of the new label, Garrett said that Viva will concentrate on developing "new talent". The publishing company will continue to record established artists for release on major labels.
London Launches Drive On Hi & Int'l. Catalogs

NEW YORK—London Records, which last week brought to a close its five-year contract with a new album sales plan, has now introduced a special six-week sales program incorporating a 70% discount and other merchandising aids on the entire Dacapo catalog, which includes nearly 300 LP's of select merchandise from the famous Memphis-based label. On the Hi front, such artists as Walk the Line's Johnny Cash, Bill Black Combo, are the featured names in the new release. Mitchell Nelson, on the other hand, is making his debut on the Hi front with "Happing," which includes such re- cent sessions as "Agent Man." The 'In' Crowd," "The Shadow of Your Smile" and "What Now My Dear," as well as Mitchell's own "Bad Eye."

Golden Gift

MG/Mercury president Mort L. Nasatir recently presented the Righteous Brothers (Bobby Hatfield, left) and Bill Medley) with the Gold Record for their initial outing for the label, "Soul and Inspiration." The presentation was made during the duo's highly successful stint at Basin Street East. 

Nasatir's 1st Year At Mgm/verve Finds Label At All Time Sales Peak

NEW YORK—Since taking over as president of MGM one year ago, Mort Nasatir has been the guiding hand in steering the label to unprecedented success. The company, riding high with eight albums on Cash Box's Top 100 Albums chart. Four of these albums in Top 20 are: "Dr. Zhivago"soundtrack; "Soul and Inspiration" by the Righteous Brothers; "The Best Of The Animals" and "Daydream" by Walker, Chicago.

As part of a two-month-long promotions program, NASATIR'S first year in charge of the MGM/VERVE label is being marked with special promotional efforts at record stores which includes: Free copies of the MGM/VERVE catalog, special window displays, counter displays and ads in the trade press. The program is currently under way.

Walk his own orchestra at one period about three shows a year. He intends to limit this to one show a year, since shows today tend to stay on the road for longer periods, coming in only to record or to be used in more weeks of "preview" shows. Both the road and "preview" will be important for any possible changes. He figures he has spent as much as 24 weeks out of a year preparing show orchestras. His treatments on his penation, however, is unique. While most record producers require a minimum payment and a weekly royalty for the run of a show, he is paid a percentage of the take of a show. He is currently weighing through a dozen new presentation next season. In addition, he will work closely with new writers Lor Crane (the original ASCAP producer) and Nadine Lewis, who are writing a new show, which will be released next season. The show will also open a theatrical producing dept at Dacapo.

A new campaign in promotion shows to his credit plus such other standouts as "Carrie" and "In the Heat of the Night." In the future, the company will go on defense with "Siskel and Ebert" and "The Happy Man." The new move will complement the release of an "Our Favorite Son" record in February. The show will also turn out a new record in May. A new line of record contracts is also being announced this spring.

Marks Catalog Featured At Summer Music Festivals

NEW YORK This summer's music festivals, in the United States and Europe, will feature music from the Mark's catalog of serious music. Roger Sessions' "Psalm 140" will be sung this summer at the Tanglewood Music Festival on July 4th. The orchestra will be conducted by Erich Leinsdorf at Tanglewood. August 6th, Sessions' Violin Concerto will be performed by Yo-Yo Ma with Gunther Schuller conducting. In Bucharest, Romania on June 10 and 11, "Black Maskers Suite" by Sessions will be played by the National Romanian Symphony Orchestra with Peter Paul Fuchs conducting. Conductor Ernest Ansermet will perform the same work with the Orchestra de la Suisse Romande at San Francisco's Stow Lake from June 10 and 11. A tour and six Ehrling and the Detroit Symphony Orchestra will perform the "Suite From Montezuma," based on Sessions' most recent opera, on tour.

Other Marks' material to be played this summer are Charles Jones' "Five Melodies For Orchestra"; Darius Milhaud's "Robin And Marion" (August 20); Holst's "The Lantern Marriage" (August 19). These three works will be performed at Colorado's Aspen Music Festival.

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AMY-MALA-BELL
2 free for every 10 purchased on entire catalog. No expiration date.

ATLANTIC-ATCO:
15% discount on all product thru July 31.

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

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

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

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

GATEWAY
Two free for every 10 albums purchased on entire catalog. Expiration date in definite.

JEWEL-PAULA-WHIT
One free for every five purchased on entire catalog. No expiration date.

LIBERTY-DOLTON
Special terms through distributors on all product.

LONDON
Discounts, dated billing and merchandising assists on Hi and International catalogs. Expires July 15.

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

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

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

PRESTIGE
15% discount on all LP product until further notice.

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

ROULETTE
15% discount in free merchandise. Expiration date indefinite.

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

SMASH-FONTANA
Special discounts available through distributors. Expiration date not announced.

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

VEE JAY
10% discount on LP's.

ALBUM PLANS
Deals, discounts and programs being offered to dealers and distributors by record manufacturers.
Let's Go To The Movies & All That Mainstream Jazz

NEW YORK — "Let's Go To The Movies And All That Jazz" keynote speaker, John Roberts, has announced the program designed to celebrate the film's 75th anniversary. In order to acquire funds for the production, the program will feature a benefit concert.

The first week's visits include Sea- way in Cleveland, Music Merchants in New York, and Roberts in St. Louis. Also visited were Los Angeles, Dallas, Chicago, San Francisco, and Merit in Los An- geles.

Mainstream has developed a high- torque soundtrack catalog and since soundtracks are the backbone of the film release, they can bene- fit from the motion pictures from which they come, distributors were en- couraged to participate in the association. Major film companies, in- cluding Warner Brothers and Warner, have expressed their com- mitment to support the program label in promoting the noise-edge effects.

Among the current Mainstreet releases are "Award Winning Original Soundtracks of America's Most Suspenseful Motion Picture Themes" and "The Detectives And Their Themes".

Shad emphasized that distributors are aware of the new market for classical music in the field of soundtracks, at a time when they may need a solid soundtrack. The company is working to make regional managers aware of the area that is going to be most important in the future.

He concluded the extensive travel by visiting Dunmont Records in Boston, Associated Distributors in Chicago, and the Philadel- phia branch.

Lear Deals Cartusha Player With FM Radio

DETROIT—Lear Jet Corp. has introduced the new Lear Jet Stereo 8 tape cartridge player with solid state FM radio, designed for accessory install- lations in cars, trucks, planes, home, or for commercial use.

The new Lear Jet Stereo 8 unit, model ASPM-800-H, will utilize the stereo cartridge player with high-fidelity fidelity and stereo cartridge and features complete automatic and automatic 8-track stereo playback. A special magnetic head switches automatically to accommodate the tape as desired on the tape to play back all programs on the cartridge and repeat, without manual attention. A push button se- lection of stations in the home as desired on the tape to play back all programs.

The model also incorporates a solid state FM radio with automatic tuning, frequency Control for drift-free FM tun- ing. A special FM stereo indicator light and FM multiplex switch are included on the Lear Jet Stereo 8 unit, designed to be used with a push button to select the station. A multiplexer is included in the player with a push button to select the station. A multiplexer is included in the player with a push button to select the station.

The model is designed to be used with a push button to select the station. A multiplexer is included in the player with a push button to select the station.

Easy installation of the unit. The Lear Jet Stereo 8 unit may be built into a wide variety of kits, model AS-2, with two surface mount speakers, or model AS-4, with four speakers for custom in-door installation. The Lear Jet Stereo 8 unit is designed for easy installation of the unit.

Mercury To Unveil Philips Tape System At Chi NAMM Show

CHICAGO—A two-pronged offensive, designed to establish the Philips stereo cartridge tape record and playback system in the U.S., kicks off July 10th when Mercury unveils new "Philips" and "Philips" mark
cardboard, at the National Association of Record Manufacturers' convention. The firm's Recorded Tape Division introduces the first release of fifty one and-a-half inch i.p.s. pre-recorded stereo tape cartridges.

Mercury president Irving B. Green is confident that his sales force, executives and international cross- licensees the effects of the Philips tape playback system. Philips li- censes had an almost two-year mar- ket since its introduction, in the mid-sixties, in a market where the industry is looking for application in bowing the ex- panded line of Philips playback units and tape library here.

Interest for the Philips cartridge program heightened this week when General Electric joined a list of major manufacturers marketing a playback unit for the Philips system. Previ- ously, Wollensak, AWA, Noreco, and Mercury had announced initial Philips tape unit manufacture.

Green, in amplifying his discussions in Holland, said that Philips initially introduced its system in Holland and Switzerland, and the firm released the cartridge tape to the public in late 1965 with a European label, "Philips", and the present model, "Philips" tape unit manufacture.

Columbia Signs Diahann Carroll

NEW YORK—Columbia Records has signed Diahann Carroll to an exclusive, five-year, five-album recording contract. The lark's initial single, "Don't An- swer the Phone When It Rings, My Head," has been rushed into im- mediate release. Her recordings are being supervised by Columbia pop & A&R producer Howard Roberts.

Mae West: 'A Rock'n'Roll Hero' Too

NEW YORK — If Mae West, sexiest of sex symbols, ever utters that word, the only people who will claim more than 30 years experience in the idiom is “Moe.” The least is the opinion of David Mallet, who produced her first recording effort in eight years, a Tower LP called "Way Out West," on which the veteran performer does a crop of material which, it is announced by a rock group whose members' average age is 15.

Mallet, a Britisher who was associ- ated producer of the "Shindig" TV show, says that Mae was "three decades ahead of her time." "Her 1930’s re-

Terry Noon Is PM Of Pincus' Eng. Co.

LONDON—George Pincus, President, and Lee Pincus, European director, of Ambassador Music have appointed Terry Noon president of British arm of the company. John Beecher remains in charge of the management. During a recent visit to London, George Pincus had meetings with record executives and distributors, as well as doing business on his many music publishing friends. He subsequently left for Paris and Milan.

Cash Box—June 11, 1966
LONELYVILLE (2:10) [4 Star Sales, BMI—Burgess]
TIME AND PLACE (2:39) [Newkeys, BMI—Hall]

DAVE DUDLEY (Mercury 72585)

Hot on the heels of his recent winner, "Viet Nam Blues," Dave Dudley should be back up there in short order with this stanza called "Lonelyville." A rhythmic, lonesome-sounding item, this one is a real fine side by the chanter. "Time And Place" is also a heartbreaking side.

WALLPAPER ROSES (3:55) [Melrose, ASCAP—Robertson, Spina]

THE SON OF A GREEN BERET (3:36) [Soul Songs, BMI—Walker]

JERRY WALLACE (Mercury 72599)

Not far behind his "Diamonds And Horseshoes" clicker, Jerry Wallace is back on the scene with another goodie aimed for hitsville. Top side, "Wallpaper Roses," is a mid-tempo, blues-filled item about a feller hoping for his errant gal to return. "The Son Of A Green Beret" is a throbbing extension of the recent Barry Sadler smash.

ALMOST PERSUADED (2:55) [Al Gallico, BMI—Sutton, Sherrill]

WE GOT LOVE (2:13) [Terran, BMI—Davis, Fliger]

DAVID HOUSTON (Epic 10025)

David Houston, who recently held down a healthy chart berth with his "Sammy" effort, should soar right back into the money with this sure-fire side called "Almost Persuaded." Tune is a slow-moving, heart-tugging ballad of a man who successfully fights off temptation. Flip, "We Got Love," is a light, happy-sounding stomper.

CASH BOX BULLSEYE

Judging by his recent touch with "One Bum Town" chanter, Del Reeves launches another attack on the Top 50 scene with this wallpaper titled "Gettin' Any Feed For Your Chickens." The lid is a bouncy, rollickin' novelty stand about a guy with a sure-fire line. "Plain As The Tears On My Face" is a shuffling, tear-jerking session.

HARD TIMES (2:27) [Sure-Fire, BMI—Allan]
WORLD OF UNWANTED (2:40) [Sure-Fire, BMI—B./P. Osborne]

OSBORNE BROTHERS (Decca 31977)

After recently climbing way up the charts with their "Up This Hill And Down" outing, the Osborne Brothers are ready to move right back into the big sales picture with this item called "Hard Times." Lid is alogging with a do-wop-oriented novelty song, "World Of Unwanted" is a lonesome-sounding, melancholy weeper.

IF YOU WANT IT, COME AND GET IT (2:06)

[Central Songs, BMI—Taylor]

JERRY INMAN (Tower 242)

Jerry Inman stands an excellent chance to break out big with this blue-ribbon stanza tabbed "What A Way To Go." Tune is a funk-filled, low-key galloper about a feller who's got a bad case of the down-and-outs. Undercut, "Now I Lay Me Down," is a plaintive, tear-filled story of more heartbreak.

WHAT A WAY TO GO (1:49) [Bettye Jean, BMI—Miller]

NOW I LAY ME DOWN (2:17) [Red River, BMI—Miller, Garrison]

JERRY INMAN (Tower 242)

Jerry Inman stands an excellent chance to break out big with this blue-ribbon stanza tabbed "What A Way To Go." Tune is a funk-filled, low-key galloper about a feller who's got a bad case of the down-and-outs. Undercut, "Now I Lay Me Down," is a plaintive, tear-filled story of more heartbreak.

I'LL MISS YOU EVERY CHANCE I GET (1:58)

[Tomah, BMI—Povey, Lane]

ANYWHERE BUT GONE (2:18) [Peach, SESAC—Andres]

JERRY LANE (Chert 1353)

Jerry Lane could well establish himself on a national basis with this potent lid titled "I'll Miss You Every Chance I Get." Tune is a wallowing, sorrow-filled heartbreaker with a strong sound and lots of appeal. "Anywhere But Gone" is another wooser, but in a slower vein.

AL DEXTER (Dot 18424)

B+ ROSALITA (2:17) [Peer Int'l, BMI—Dexter] Dexter may come back into the sales picture for the second time with his way-back winner. Could get plenty of spins.

B+ PISTOL PACKIN MAMA (2:45) [Vogue, BMI—Dexter] Here's another biggie from the past that may strike paydirt again.

DOUG LAVALLEY (Sioux 5179)

B+ 100 MORE DAYS (2:25) [Southern, BMI—LaValley]

Doug LaValley may stir up a good reaction with this loping, easy-going novelty side about a man who finds that alcohol and gasoline makes for a bad mixture.

B+ LONELY LITTLE ROOM (2:23) [Sioux Village, BMI—LaValley] Undercut is a sorrow-filled, shuffling eye-wiper, done up nicely.

Cash Box—June 11, 1966
**COUNTRY ROUND UP**

Young Hank Williams, Jr. recently celebrated his 17th birthday by leaving for New York to embark on a 35-day European series of personal appearances with his band, the Cheatin’ Hearts. Prior to his departure, the champ was feted with a party by band members and their wives, who generally help him mark the occasion. The highlight of the evening was the presentation to Hank of a registered quarter horse, a gift from his mother. After the party, the boys worked dates at WDCA-TV, WJZ, and E. Patterson, in (28) before leaving for Europe. Currently making big noise with his latest single, “Standing In The Shadows,” Hank’s newest MGM album is called “World Tour.”

We’re happy to see that lots more stations are making the big switch and are coming on over to the C&W side. Some of the latest outlets to join include WCBN-Lake Charles, La.; WBIX-Jacksonville, Fla., which began over on May 17; WMTS-Murfreesboro, Tenn.; WTID-Newport News, Va., which is now under complete new ownership and operation; WJAB-Portland, Me., which will become the only 100% country outlet in Maine; and WELW-Cleveland, which will be the only C&W broadcasting in the area. Needless to say, all of these new stations are in immediate need of filling up their library of country records, so labels, distributors and promo people should get going and help them out. Further listening news comes from Jim McCoy, who is now dividing his time between WFNC-Winston-Salem, Va., Jim is also in need of new country disks, and offers copies of his own brand new disk, a duet he writes to, on station letterhead, at WFNC.

As the story goes, the complainer is from the Brite Star label. The show will take place at the station’s Sugar Booger Ranch, with performances scheduled for an afternoon and evening. Artists interested may contact Gerry Nicks, P.O. Box 291, Lakeland, Fla.; KSOP-Salt Lake City reports another huge turnout for their latest “Back to the Rodgers and Hammerstein Gala in the Patti Gardens at Lagoon.” The show featured Loretta Lynn, Gene Autry, Nelliee Wise, Candy Martin, Red Foley and Johnny Cash, with special guests as Dry Harworth, as well as the KSOP Wranglers. In Ontario, Ore., KTLX helped celebrate the 25th anniversary of the new London Ontario, Canada, edition of its own “Jimmie Rodgers Memorial Day” on May 26. The program was a full schedule of a 3-hour memorial show, which featured rare original 78 rpm Jimmie Rodgers recordings, and the Jimmie Rodgers story from start to finish... Bob Scott out at WTHE-Hempstead, N.Y. tells us that the station mailbags are crammed with mail. Jumptions for the outlet’s new “Country Club” Members receive decals, buttons and I.D. cards, which cover all members of the family and are good for discounts at local stores and shows.

Charlie Green reports that he has just signed the Compton Brothers to a contract with Dix Records. The Brothers, formerly on Columbia, and recently featured on C & W Bama, were cut by Charlie in Nashville with their first disk, “Country Music”/“My Mother’s Love,” to be released immediately.

FROM DUKE TO COLONEL—The famed Duke of Country (left), who recently returned to the Grand Ole Opry and the personal appearance scene after a twenty year absence, recently was commissioned a Colonel on the staff of Governor Frank La- mont, of Tennessee. The surprise presentation was made on behalf of the governor by another colonel, Ray Acuff, after the Duke’s guest appearance on the Opry on May 21.

Roadrunning Van Trevor appeared on WBMD-Baltimore’s “Backstage” interview show May 26, and taped the Tom Reeder TV series in Washington, D.C. that evening for WDCA-TV. The following day he appeared at the famed Constitution Hall in the nation’s capital with such personalities as Roy Acuff, Dottie West and the Compton Brothers. On the 25th he set out for a four day Civil Defense Jamboree in Bristol, Conn., and on the 29th he played in Passaic, N.J., setting house records for after noon and evening performances at Irene’s Lounge. Van, a relative new comer to the dusty personal appearance trail, remarked that he was one of the most exciting weeks he had a nervous breakdown.

Quentin “Red” Welty has recently been appointed station manager of WWST-FM in Wooster, Ohio. Welty had been gen. sales manager for the Dix Radio Stations for 15 years, and now runs the outlet as a partner in the Dix chain. Reed has worked in country music since the ‘50s as a publisher and producer, thru his B.W. Music firm, and as personal manager to such acts as Kenny Roberts and Kathy Dee. He is a life member of C-M-A and also of NARAS, and will continue his publishing and management activities in country music in addition to his new position.

**Country Round up**

**COUNTRY ROUND UP**

**NEW YORK—**Gerald W. Purcell’s association with WJZ-W New York will be presenting another country music weekend in the New York area, June 10-12. The weekend will begin on with “The Johnny Cash Show,” which will appear at the Brooklyn Academy of Music (10) and the Newark Symphony Hall (11) and will feature June Carter, the Statler Bros. and the Tennessee Three.

On June 12 at Symphony Hall the lineup of names will include Hank Snow, Dottie West, Archie Campbell, Carlene Carter, Dave Dudley, Del Reeves, the Rainbow Ranch Boys and the Road Runners, for one evening performance.

The Purcell organization will also present the Johnny Cash Show at the Bushnell Memorial Auditorium in Hartford on June 12, in conjunction with station WEXX.

**Dot Buys C&W Master**

NEW YORK—Charlie Green, head of the record easters, for A & R operation, reports the purchase of a new country single on his recent Nashville trip. Bought from Jimmy Louis of Topic Records, the deck couples, Macy Lewis and Valerie Stax and “Night My Angel Followed Me.” It is reportedly breaking in Texas, Alabama, Kansas City and Cleveland.

**JUSTIN TIME—**RCA Victor waxer Justin Tubb set a mild precedent recently when he was booked for a one-night stand at the City Hall Theatre in Hamilton, Bermuda, becoming the first country artist to do shows for the civilian population there. The show naturally pulled in S.R.O. and also featured two G.I. acts, Reed and the Country Rhythm Boys, as well as two local acts, the Carter Family and the Big Family.

As a result of a fine showing by Tubb, promoter David Lopes has already booked another country act, starring Billy Walker. Tubb, who is currently riding the country charts with his duet effort with Lorene Mann, “We’ve Gone Too Far Again,” will be returning to the Grand Ole Opry on July 1, after an 18-month absence.

**Cash Box**

**Cash Box—June 11, 1966**

**A Key Role—**Jim Key, president of the Nashville-based Key Talent setup and Newkeys Music, has expanded his payroll roster with the addition to the firm of Marie Ratliff, who will head up the newly-created promo department for both companies. Serving since 1963 as executive secretary for both firms, she will now be in charge of publicity, promotion and advertising in both firms, in addition to her other duties.

In making the appointment, Key stated that it is the firm’s policy to make promotions whenever possible from within the present staff.

**Ahoy, Me Buck-O**

Buck Owens pauses during another record-breaking performance to check the figures on some of his latest winners. The show, which featured Dick Curless, Kay Adams, Merle Haggard, Bennie Owens and Tommy Collins, was staged by W.W.O.L. - Buffalo N.D. of the Jimmies Lou (left). Others in the photo are Owens’ manager Jack McFadden (right) and Capitol rep Joe Oka.

**Country Round Up**

**FROM DUKE TO COLONEL—**The famed Duke of Country (left), who recently returned to the Grand Ole Opry and the personal appearance scene after a twenty year absence, recently was commissioned a Colonel on the staff of Governor Frank Cla- mont, of Tennessee. The surprise presentation was made on behalf of the governor by another colonel, Ray Acuff, after the Duke’s guest appearance on the Opry on May 21.

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**Cash Box—June 11, 1966**

**2 Big New C&W Outs!**

**The Day After Forever**

**Peggy Paxton**

**Peng 211**

**Can’t Find The Door Knob**

**Jimmy Foutheree**

**Peng 239**
The Greatest Team since 20 Mule Team
I’m Wild Bill Tonite
by
Janet McBride & Vern Stovall

Now breaking pop! The hottest record in San Francisco. Breaking in Omaha, Hartford, Los Angeles, Kansas City, St. Louis, Okla. City, Ft. Worth, Dallas, Cincinnati, and everywhere.

The Longhorn Record #871

Cash Box — June 11, 1966
Gerry Oord, president of N.V. Bovema, EMI's licensees for Holland, recently brought his sales staff to London for a two-day business-cum-pleasure trip. Gerry Oord is seen in the center picture with EMI Chairman Sir Joseph Lockwood. The party is seen (top left) arriving by air from Holland, (top right) being welcomed to EMI House London by managing director Geoffrey Bridge, (bottom left) touring EMI's record factory at Hayes, and (bottom right) top executives of both companies pictured at a cocktail party held by EMI; they are (front row): Ron White (EMI), L. G. Weed (EMI), Gerry Oord, Jr. (Bovema), John Whittle (EMI) and Ken East (EMI); (back row): Messrs. Pomps, Sprangers, Hutter and Lamberts (of Bovema), British bandleader Joe Loss, Mr. Hoexmans (Bovema) and Geoffrey Bridge, Wally Rand and Len Smith of EMI.
We're running out of space.

Don't panic.

We don’t mean space for our expanding international operations. That kind of space we won't run out of until CBS Records has an outlet in every last city in every last country in the world.

At last count, we’re only represented in about a hundred countries, so we still have a few bases to touch. After that, we can always hope for intelligent life on Mars.

No, the kind of space we're talking about is the kind of space you’re looking at. The advertising space we’ve been using every week to fill you in on our flourishing affiliates and proliferating services all over the globe.

That kind of space we're out of. So this ad marks the end of our current advertising campaign.

But our other campaign—our constant effort to make the best of modern music services available wherever you need them—goes on and on.

That's how we earn our space-age nickname. CBS à grow-grow.
BOVEMA SALES FORCE MEETS WITH EMIL

HOLLAND—Jerry Oord, president of N.Y. Bovema, licensee for EMI in Holland, recently organized a two-day visitation tour for members of his sales force to meet and make personal contact with top executives of the major EMI. A tight schedule of business and social engagements uncertainly lasted them the time they arrived. On the first day a cocktail party was held hosted by EMI's office at Meter Square H.Q. followed by a luncheon at Flan- gers near a hotel. At the conclusion of the afternoon, the delegation attended a sales talk held in the large confer-

ence room at EMI House. In the after-
noon they were taken on a conducted tour of London. On the second day they were taken on a tour of the EMI record factory at Hayes followed by a visit to the HMV record store in Oxford Street. The party subsequently returned to Holland.

Jerry Oord, the dynamic President of Bovema is to be congratulated on initiating yet another move to bring about closer European co-operation. It was Oord who, a few years ago, brought a party of leading Dutch record dealers to this country for a business-cum-pleasure trip.

REVEAL EDISON WINNERS FOR ’66

LONDON—RCA artist Eddy Arnold, accompanied by his manager Gene Purcell and pianist and MD Bill Walker, arrived in Britain for two weeks of radio and TV to promote his latest single "I Want To Go With You," a Paul Anka for Arnold, a result of his first visit earlier this year his previous single "Make The

Beach Boys (international teen music); Annie M. G. Schmitt, "Heer- lijk Duur Het Langst" (Dutch cabaret and musical); "The Sound Of Music" (international musical); Dutch Military Band (Dutch instru-
mental); Eddy Barclay (international instrumental); Miles Davis (international jazz), Bob Dylan (folk/songs); "The Four Goan with children's choir "The Leide Selektjes" (chil-
dren-repertory). An extra scene will be presented to Maurice Chevalier for "Sixty Year Chansonne.

EDDY ARNOLD ARRIVES IN ENGLAND

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dren-repertory). An extra scene will be presented to Maurice Chevalier for "Sixty Year Chansonne.

CBS Names Ad Agency For Promo In England

NEW YORK—The British subsidiary of Columbia Records, CBS Records, Ltd., has appointed the Hays Advertising Ser-
vice, Ltd. to handle its promo-
tion in the United Kingdom, effective July 1.

Central Advertising Service, a subsidiary of The London Adver-
tisement Exchange, Ltd. (LPE), will be responsible for advertising, research and marketing advice for CBS.

Until the formation of CBS Records, Ltd. a year ago, Columbia records were distributed in Britain under the Philips label. Since then the company has taken over the facilities of Oriole records and is establishing its own local outlets.

In addition to distributing Columbia records in Great Britain, CBS Records is building up its own group of British artists.

FAMED TOURIST—America's First

Lady of Song, Kate Smith, acts like a tourist on her very first trip ever to the U.S. A. The singer is snapping one of England's Buckingham Palace records. Kate's newest LP is "The Kate Smith 50th Anniversary Album."

Holland's Best Sellers

This Last
Week Week
1 Paint It Black (Rolling Stones/Dean) (Basart/Amsterdam) (Basart/Amsterdam) (Basart/Amsterdam)
2 1 Sloop John "B" (Beach Boys/Capitol) (Franky Day-Molodis/Amsterdam)
3 5 Do You Take It (Noshes/Havor) (Impala-Basart/Amsterdam)
4 3 The Pied Piper (Crispian St. Peters/Decca/Jets/Fontana) (Franky Day-Molodis/Amsterdam)
5 2 Dedicated Follower Of Fashion (Kinks/Pyke) (Belinda/Amsterdam)
6 9 Help (The Beatles/EMI) (Golden Earrings/Pol'yder) (Impala-Basart/Amsterdam)
7 8 Saturday's Child (The Rolling Stones/Decca) (Basart/Amsterdam)
8 7 From Me To You (The Beatles/EMI) (Golden Earrings/Pol'yder) (Impala-Basart/Amsterdam)
9 6 Homeward Bound (Simon & Garfunkel/CBS) (Basart/Amsterdam)
10 10 Ebbtide (U.S. Philips) (Dame Myrthe/Leaves/Pol'yder) (Altona/Amsterdam)

(Columbia appears on page 83)
DENMARK

The Record has accepted an offer to come to Copenhagen for concerts this summer, it has been reported in local dailies. So far, no date or place in Copenhagen has been mentioned. This week, the popular British group has been on the charts here in Denmark for six months with their “Yesterday.”

Bob Dylan’s recent concerts in Copenhagen, combined with a strong promotion in newspapers, has resulted in a high demand for tickets for Nordisk Polyphon Akt. (NPA) reports to Cash Box. As the result of a gigantic press party in Copenhagen, local tastes were numbered with his Philips recording, "Color Me Barbabra," volume 2 "The Ellington Era," volume 2 of "The Golden Years" by Billie Holiday, "The Sound of Silence" by Simon and Garfunkel, "God Bless The Grass" by Peter Seeger, "Happiness Is Ray Conniff" and Beethoven’s "Archduke" by the Stern-Rose-Istom Trio, all on CBS.

FINLAND

Tapio Rautavaara, 50, veteran singer, has outclassed today’s teenage favorites, such as Beatles, Rolling Stones, etc., by holding the number one position on the Finnish top ten charts this week with his new Barbra Streisand album, "Color Me Barbabra," volume 2 "The Ellington Era," volume 2 of "The Golden Years" by Billie Holiday, "The Sound of Silence" by Simon and Garfunkel, "God Bless The Grass" by Peter Seeger, "Happiness Is Ray Conniff" and Beethoven’s "Archduke" by the Stern-Rose-Istom Trio, all on CBS.

SWEDEN

A new record label on the market here is Swe-Tone, owned by members of the group the Beautifuls and distributed by Cupol. Debut record of the group with "We Should Get Along Fine," "Take A Heart." On reprint label, Cupol has the Motions with "Just a Souvenir." It was reported that should be mentioned that Cupol had the label Reprise registered here long before "The Sounds of Silence" had its own name.

New publishing house here is Hep House, a company now being formed and registered with the authorities. Owned by members of the Olga recording group, Cupol has the Motions with "Just a Souvenir." It was reported that should be mentioned that Cupol had the label Reprise registered here long before "The Sounds of Silence" had its own name.

Karassell Grammofon AB is now making a strong promotion campaign here for the Loriin Spoonful on Kanna Sutra. Recent releases include "Balderhead Linn." Metrotone has a single with Jéaners with Ol A Sandland with Swedish versions of "Owe, Owe" (in Swedish; "Vad Livet Lå Serot") and "Remembrance Me Darling, Remember" (in Swedish; "En Blyt Liten Blommor")

Denmark’s Best Sellers

This Week

Week On Chart

1 1 These Boots Are Made For Walkin’ (Nancy Sinatra/Reprise)
2 2 5 Dedicated Fellow Of Fashion (Kinks/Pye) Belinda (Scanpix/Chappell)
3 3 15 Michelle (Beatles/Odeon) Multitone A/S, Denmark
4 4 25 Barbara Ann (Beach Boys/Capitol) Thore Ehrling Musik AB, Sweden
5 5 My Love (Petula Clark/Vogue) Edition Odeon, Sweden
6 6 26 Yesterday (Beatles/Odeon) Multitone A/S, Denmark
7 7 10 Torn Easy (Rolling Stones/Decca) Musikforlaget Esæsb, Sweden

Norway’s Best Sellers

This Week

Week On Chart

1 These Boots Are Made For Walkin’ (Nancy Sinatra/Reprise)
2 2 5 Dedicated Fellow Of Fashion (Kinks/Pye) Belinda (Scanpix/Chappell)
3 3 15 Michelle (Beatles/Odeon) Multitone A/S, Denmark
4 4 25 Barbara Ann (Beach Boys/Capitol) Thore Ehrling Musik AB, Sweden
5 5 My Love (Petula Clark/Vogue) Edition Odeon, Sweden
6 6 26 Yesterday (Beatles/Odeon) Multitone A/S, Denmark
7 7 10 Torn Easy (Rolling Stones/Decca) Musikforlaget Esæsb, Sweden

French & English

1 Cheveux Longs Idées Courtes (Johnny Halliday) Philips, Labrador
2 Le Cinema (Shelma) Philips, Labrador
3 Bambino (Petula Clark) Philips, Labrador
4 Je Tiens Un Tige Par La Queue (Claude François) Philips
5 Make Believe In Me (Bobby Darin) Philips, Labrador
6 Miss Café (Petula Clark) Philips, Labrador
7 Les Crayons De Couleurs (Hugues Aufray) Barclay
8 Made In The USA (Frankie Vaughan) Philips
9 I Put A Spell On You (Alan Price Set) Decca
10 Juanita Banana (Henri Salvador) Vogue, Pathé
11 The Blue Bayou (Roy Orbison) Vogue, Pathé
12 Non Je N’ai Pas Oublié (Enrico Macias) Pathé, Cirta
13 Walk On Over (Tony Christie) Vogue, Pathé
14 Un Air Du Folklore Auvergnat (Stella) RCA, Pathé
15 La Poupee Qui Fait Non (Michel Polnareff) A.E.

Cash Box—June 11, 1966
The event of the week is the Bob Dylan arrival in Paris for a one night appearance at the Olympia. He came two days before the show but he refused every TV or French television offered him.

This week we have news from:

CBS: Humourist singer Edouard has just cut a second record "Ne Va Pas Peur Antoinette." The record is a single because Vogue Records which cut Antoinette forbids the release of Edouard's first EP because of plagiarism. Bob Dylan's latest EP "Rainy Day Women #12 & 35" is released this week, in time for Dylan's arrival. Patrick Abrial's first record, an LP, has just been released by CBS. The maturity and variety of his songs makes CBS cherish the highest hopes for this artist. New artist under CBS label; Spanish author and composer Raimone. He will be the lead of a special Musiciarama at the Olympia, on June 7. His first EP will be released for this occasion—Raimone is sometimes called: "The Spanish Dylan." CBS Canadian artist Pauline Julien appeared on the same Musiciaramas as Raimone on June 7.

GERARD TOURNIER: Tournier tells us he is delighted by the very good start of the last Richard Anthony EP, Richard sings three songs sub-published by Gérard Tournier. They are: "La Terre Promise" ("California Dreamin'"), "Bien Pour Faire Une Chanson" ("Run For Your Life"), "Un Autographie SVP" ("Homeward Bound"). Claude François recorded a French treatment of "A Must To Avoid," Johnny Hallyday one of "Respect." Tournier also tells us he stopped (prematurely) for personal convenience the agreements he had with Robert Mellin. They were supposed to continue for 18 months. Gérard Tournier recently bought the French catalog of Editions Jean Dejou in which are featured several standards like "La Chansonneuse," "Ma Muse" etc. . . . He also got a participation pertaining to the majority in society Paris Etoile of the composer Paul Durand and in the Editions Méditerranées which were owned by Mrs. Lerrand.

FANTASIA: Valérie Lagrange just recorded, for Philips label, a French treatment of "Come With Me And Love Me." French title is "Mizzie La Pie." Author is Marc O a young and well known theatre author. A French song from Jean Bernard and Pierre Saks with Fantasia original copyright has been just created in London by Matt Monroe and Kenneth Kirkham. English title is "All In My Mind."


French LP TOP FIVE

1. Chanter (Enrico Maclas) Pathe
2. Aufray à l'Olympia (Hugues Aufray) Barclay
3. Les Eucrations (Antoine) Vogue
4. platekine (Jean Ferrat) Barclay
5. Farewell Angelina (Joan Baez) Amadeo

It is a great pleasure for Barclay-Netherlands to report that Neil Christian has visited our country for the second time within a month. His success is enormous and television and press are very enthusiastic and above all very interested in the way he is bringing his songs. Furthermore it is a great honour for Barclay-Netherlands to announce that Eddie Barclay will receive an "Edito" for his recording "50 Succes Par l'Orchestre d'Eddie Barclay" in the section international instrumental music.

Local NTS-TV aired a TV special, entitled "Something Special" featuring the famous CBS' group the New Christy Minstrels, in such songs as "Chim, Chim, Cher-ee" and "Everybody Loves Saturday Night" among a total of 12 songs.

CBS' Seiji Ozawa, the Japanese conductor of the Toronto Symphony Orchestra visited Holland for the first time. Ozawa conducted the Amsterdam Concertgebouw Orchestra in an all-Berliozian series. Ozawa was welcomed by his Amsterdam Hotel by CBS' classical man, Gerard Hulsebosch, who also arranged an interview with Ozawa and local leading classical magazine "Luister." CBS' young pianist Andre Watts will participate in the forthcoming Holland Festival, being the soloist in Liszt's Piano Concerto in E-Flat Major. The orchestra will be the Amsterdam Concertgebouw Orchestra conducted by the famous Czech Karel Ancerl.

Recent important CBS additions to the classical LP field include an album by the London Soloists' Ensemble, of which the leader is Nicholas Roth. This ensemble is featured in works of Telemann, Geminiani, Stanley, Vivaldi, and Bartok. Nicholas Roth is well-known in Holland for he was head of the Chamber Music Dept. of local VPRO-Radio, for several years.

The world famous violinist Henryk Szeryng will revisit Holland for a concert at the new Concert-Hall "De Deelen" in Rotterdam, on June 8. The violinist will be the soloist in Brahms's Violin Concerto with the Rotterdam Philharmonic.

Basart's record department released a new single of their top group Leo Barones on Europhon-label last week. "I Know" and "She's Mine," both Basart world copyrights, are getting strong promotion by all deejays, convinced as they are to work on another sure smash hit. The Basart production team recently started working on the Barones first LP. The Who high on the Dutch hitparade with Basart (Esson-Holland) controlled "Substitutes" introduced their following single "A Little Matter" into the charts. The group is planned for a tour of live performances in Japan and will probably do a TV spot while being there. Paul Simon and Art Garfunkel are doing remarkably well in Holland. "Sound Of Silence" and "Homeward Bound," the latter of which is in 9th position on the Dutch charts, will be followed by "I Am A Rock" which is already very successful over here. All these titles are controlled in Holland by Basart N.V. Cliff Richard is back in the top 50 again. His "Blue Turns To Grey" (Esson) topped the Dutch hitparade this week. Doors LP is now "Crumbs From The Board," a Dutch Vivace-Basart original, waxed by Gert Timmerman and his wife Herman and the couple Fred and Helen Ganseb is expected to do very well in the weeks ahead, as instant sales were extremely promising. Ratkins—good looking songstress recently signed to the young pop label Relax—will have a first try on the Dutch charts with a cover version of "Je n'Attendrai Jamais" ("I Wait For No One But You") which is about to be released. Flipside is the local version of the German hit "Was Bin Ich Ohne Dich" (What Am I Without You). Both tunes are copyrights of Interten-Basart.

LIBERTY ENTERTAINMENTS FOR EVERYONE...WORLD WIDE!

The Metric Music Publishing Group

This past week was marked by an important international visit from the classical music world: Eugene Ormandy, the Philadelphia Orchestra's direction of Maestro Ormandy has many albums released in this country by CBS Do Brasil. This company made a special promotion for the occasion and invited press members with the program and distributed among press representatives. Intensified promotion for disc sales is in progress.

Alfredo Corleto, always efficient and helpful pr man for Discos Continental, showed us proudly the letter in which London's B.B.C. requests sending of discs for a documentary program, "Jazz in Portugal," The Vips, the Roberto e Erasmo hit composition "A Volta," and the instrumental version of the group Os Incríveis of the Albarin Barreto and Turin in a popular radio program. Information of the same company informs about this latest teen-group, that the "Meus Namorados"

There is a special promotion by beat to London for the World Soccer Championship—besides shows on board, they will be presented in Portugal, Spain, France, Italy and England and in the entire world. "Samba & Humor," to be presented in all those countries. The A.R.D. department, headed by Diego "Palmeira" Malerio, is concentrating on the release of songs by Roberto/Erasmo, through a special disc. The program, manufactured by José Di in which the experienced music man deposits great hopes: absolutely favorable in reviews by Aracne Morais. "A Go-Go" will be launched through this recording.

The album Companhia Brasileira De Discos (Philips) is now headed by experienced and efficient Luis Mocarzel, formerly with Audio-Fidelity, which later became Som/Maor—It was he who told us about the exclusive contract held by the Robertos. The company, headed live at the Theater Record, with Elisa Regina and Jair Rodrigues. Also that, following a plan of direct contact, General Manager Alan Trosnat was lately in Recife (capital of northern state of Pernambuco), commissioned, managed and Armando Duarte, new promo man in Rio. Taking advantage of the successful tour of "Os Incríveis," the company requested to prepare a new LP by that well-known and popular artist for the Philips-Polydor label. Some of the top exclusive artists of the company participated in a very successful "live" program for the "Ouro" magazine, "Samba do Brasil" (a tux-box in Brazil!); the visiting artists were Jair Rodrigues, Hebe Camargo, Noel Rosa, Joca Valadares, Angel Angelo, Wilmor Nascimento.

Discos RGE is also sending the latest news as follows: after the enormous success scored by Billy Vaughn's rendition of the hit number "Michelle," now headlining the charts, the company an album with the international popular orchestra, in which that excellent melody is best, but other good numbers are included, like Maria de Boa, "The Sound of Music," "On This Date," "I've Grown Accustomed to Her Face." A new French idol, chantier-composer Jacques Brel, is being presented to the receptive public, who因而 the strong promise of his greatest hits, which he recently presented with great success at the "Olympia" in Paris. Becoming more and more famous in this country is Brazilian instrumental and vocal teen-group Music The Bells—the RGE album of the boys recently released brings varied selection of local and internationally famous hit numbers, of which "Ring Drink" is the highlight of the album. "The Chariot's Wheel" (written by Roberto & Erasmo Carlos) is heading for it. For the coming June Popular Festivities, folklore-orientated "Choros" were presented by Brazilian ensemble of the Mogiana Nova groups, the Bossa Jazz Trio is having a second volume released, with a good selection of current hits. For the teen-music fans, always in larger number, the company is releasing an international success, introducing here Peter and Gordon ("In Touch With..."), that is already having good air-play.

For the promo room of CBS Do Brasil we received the following news flashes: The "Yeah, Yeah, Yeah" strong cast is being enlarged with two new groups: Lea & Hum and the other boys are having their single disc bow released, with great hopes from the producers. For the dancing crowds, CBS is releasing the album by instrumentalist Niquinho, with the expressive title of "Mexicinho." Also CBS presents an exclusive contract with the company Product, introducing two new numbers, "Nunca Leve Sus Garotas Ao Bolche" (Never Take Your Girls To The Boulche) and "Festa De Primavera" (Spring Party). Also in the tremendous hit of their first album, teen-group Renato Seus Blue Caps, with top hit "Fecho Os Olhos" (All My Loving), the company is preparing a second number, "To Be My Love," for the CBS label. After his disc, Pinto finished cutting his first single for the company with "Uma Cruz Em Tua Mão" (from a successful "soap-opera" on local TV), backed by "Meu Conto," "Porque Te Amo," "Porque Tu," and "Dias de Chuvsa," Roberto Carlos, is having trouble to go through his much requested new album. The company reports active program of tours. The chantier-composer is being requested to tour 14 different countries presently and is preparing a wise way to do it. Another Roberto, Roberto Menescal, after releasing his latest LP, "Playing disk. Already being sold and looked for the new single cut by Roberto Pinto for the label, of which the strong number is "Tanta Ingrassia.

Due to the enormous success of Diogo Pacheco's program, presenting teen-music successes in classical approach, by operatic stars of the moment, the show was repeated, still with presentation by Roberto Carlos, Wanderléa and Sandro, and the evening was concluded by the maestro of the evening, Roberto Casali, having received a number of special honors.

AROUND THE WORLD—A group of about twenty Japanese groups are flying around the world, combining a holiday with business visits to the record makers they are representing in Japan. All the participants are members of the All Japan Record Dealer Association and their first stop was Brazil. They were received in Brasilia where they were entertained by the Indian Industries and the Dutch sales organization N.V. Phonogram. After complete exposure to the Dutch sales system the group will proceed to stops in England and the United States.

Brazil's Best Sellers

This Last Week

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Brazil's Top Twelve LP's

This Last Week

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Top Six Double Compacts

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Brazil (Continued)

Erasmo Carlos, this time with the participation of "Basso" Felipe Cerone, besides the artists that were in the first show, with the exception of Zâunio Vautlini, who left on "Samba Brasileira," performed, together with the other groups, the other hit leaders of the evening. The disc is being expected anxiously.

WE PREDICT THAT—although many people consider that the numbers that are being presented during the "Second National Festival of Brazilian Popular Music" are not of the highest level, several will be among the future best-sellers in this country before the end of the year.
Japan's Best Sellers

ALBUMS

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Rubber Soul—The Beatles (Odeon)
The Sound Of Music—Sound Track (RCA)
Best Of Peter, Paul & Mary—Peter, Paul & Mary (Warner Bros.)
Journey—Jean Baes Golden Album—Jean Baes (Vanguard)
Rolling Stones Golden Album—The Rolling Stones (London)

LOCAL

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Kimi To Itsumademo—Yuzo Kayama (Toshiba)
Yuda & Nana—Iwao Tashima (Polydor)
Homemade Ashite—Takuya Joh (Toshiba)
Ano Tazakute—Shinichi Sasaki (King)
Ake No Fried Chicken—Yoshihito Asaa (Bach)
Aiko No Yoru—Kazuo Panski (Toshiba)
Bokudake No Kumi—Teruhiko Saigo (Crown)
Ame No Naka No Futari—Yukio Hashi (Victor)
Omoide—Akira Fuse (King)
Aikata Aikata—Kazuko Sugino (Polydor)

INTERNATIONAL

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Taste Of Honey—Tijiana Brass (London) The Ventures (Liberty)
The Beatles—The Green Berets—Sgt. Barry Sadler (RCA) Sub-Publisher/Shinko
Danny & The Juniors—Don't Let The Sun Go Down On Me—Danny & The Juniors (Shoki)
Tongue & Culture—Claude Chari (Odeon) Sub-Publisher/Taiyo
Tina Campbell—We Love You—The Bombers (RCA) Sub-Publisher/Shinko
Nancy Sinatra—These Boots Are Made For Walking—Nancy Sinatra (Reprise) Sub-Publisher/
Shinko
In Un Fiore—Wilma Golch (Seven Seas) Sub-Publisher/OMP
The Eagles—Hotel California (Toshiba) Yoko Kishi (King) Yoichigawa Sugawara (Polydor) Sub-
Publisher/Shinko
Blue Eyes—The Blue Comets (CBS) Publisher/Seven Seas
The Last Train In The Space—The Spotniks (Polydor) Sub-
Publisher/Shinko

11
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15

Bara Ga Saita—Mike Maki (Philips) Johnny Tillotson (MGM)
Rolling Stones Ground Track (Polydor Sub-Publisher/Victor
toshiba
We Never Go Home Anymore—Shangri-Las (Red Bird) Sub-
Publisher/Shinko
Je Te Dis Mon Age—Majorie Noel (Seven Seas) Mitch Sahara
In Connie Down De—Gianni Morandi (BCA) Sub-Publisher/

Larry Page and Dick James who head up Page One Records Independent record label, have announced that their first No. 1 smash with "Wild Thing" by the Troggs in late January. Larry Page was responsible for the earlier promotion in Britain of Sonny and Cher's big records, and he has now assembled a strong band of artists and giving them exclusive exploitation has certainly paid off with Page One's first number one. The Troggs have announced a six-month agreement with Philips Records for U.K. distribution on the Fontana label and Page negotiates separate deals with overseas territories, and in the first couple of weeks will release the follow-up to the two year contract and Fontana (America), France, Switzerland, Sweden and Australia. An album "From Nowhere Comes The Troggs" is to be released in the States, and "Wild Thing" is already in the Can. The success of "Wild Thing" brings Phillips the first U.K. smash in a year and takes them to the top of the charts for the 10th week.

Roger Nolan of United Artists pulling out all promotional stops for Shirley Bassey's first release, as a world wide contract artist for U.A. Records. The single "Don't Take The Lovers From The World" penned by Hugo and Luigi was written for Bette Davis, who was appearing in cabaret at the American and U.A. artists Jay and the Americans are in London for ten days of radio and promoting their latest single "Crying" whilst here they will cut an album with M.D. Charles Blackwell and their American A & R manager Granahan.

Roger is also handling Frank Cordell's score for the movie "Khartoum" starring Charlton Heston, Laurence Olivier, Richard Johnson and Ralph Richardson which will be premiered before H.R.H. Princess Margaret on June 9th. U.A. recently recorded the soundtrack for "After The Fox" starring Peter Sellers and a single of the title "I'm A Dog" is due for release.

A series of religious recordings has been launched by Pye Records on the Sacred label. First release comprises six 12" LPs chosen by advisers of all denominations representing not only the traditional forms of music for worship but also the secular trends and the growth of contemporary interest in religious music. The records have been produced to interest the young and the established, which so far has been limited to the older generation of Britain's population regularly attend church services) from a liturgical standpoint and accordingly will appeal to a much wider public than the average religious LP. The 12 recording series will ultimately include music and recordings embracing all religious traditions from ancient to modern. The Sacred line of LPs will appear in bookshops specializing in religious literature. Albums retail at 34/9d mono and stereo.

A third party of AIR just completed a series of recordings with the Beatles resulting in their current single release "Paper Back Writer" and a new album "The Beatles". This third LP contains all material and is notable for its cover material and the inclusion of electronic effects. Mentions of "Paper Back Writer" third album is planned for U.S. release in June containing three new tracks together with eight Beatles songs from the British releases, but not the U.S. George Martin returned from the States recently where he signed a contract with United Artists under which he will record orchestral albums, his first LP for the label and the second single "Holly" is set for release.

Richard Clayderman of Lorna Music has a lot of hits parade success via Paul Sinfield's company Island Records, the Beatles (Decca) and "Some Day One Day" by the Seekers. (Columbia). Other Simon-Bruce Woodcock compositions "Tell Me Baby, I Wish You Could Be Here" by Val Doonican (Decca) "Flowers Never Bend With The Rainfall" by Shirley Albare (Pye) and "Blessed" by Guy Darrell (CBS) and the Tremeloes. (Decca). French singer Richard Clayderman has cut "Cloudy" for release on Columbia and he is expected in Britain shortly for promotional TV and p.a.s.

The Roulettes who started their career as a backing group for Adam Faith look set to establish themselves as a major group. They have been singing "I Can't Stop" published by Apollo Music. The number was penned for them by American composer/producer Dennis Lambert on a recent visit to Britain.

Page One Records hosted reception for Atlantic artiste Ben E. King in London for TV and radio promotion on new single "So Much In Love..." EMH hosted party for Erroll Garner here for series of concerts... Potential charter in the Animals new single "Don't Bring Me Down" issued on Decca as is their new LP "Here Comes The Nice" released. The Zombies are working on the Six-mas songs for release on United Artists. Marianne Faithful returns to the music scene with new Decca single "Tomorrow's Calling"... Roy Harris opens season of cabaret at Talk of the Town commencing June 8th... Tagged "The Best In Britain..." is a new issue album by Eddy Arnold currently in Britain for TV and radio promotion.

Cash Box—June 11, 1966—International Section 55
**GERMANY:** BEST SELLERS OVER THE PAST 8 WEEKS

(Courtesy of "Music"

**This Last Weeks**

Week Of November 17

**1**

1966 **100 Mann & Ein Befehl (Ballad of Green Berets)** — Freddy Quinn / Heidi Brühl / Polydor—Sgt. Barry Sadler—RCA Victor

**2**

2005 **277 Der Mann, der alles andere will** — The Beatles—Polydor

**3**

750 **225 Der Mann, der alles andere will** — The Beatles—Polydor

**4**

1966 **8 Thomas P. Die Musik der glad-About!** — The Beatles—Polydor

**5**

1966 **233 Thomas P. Die Musik der glad-About!** — The Beatles—Polydor

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1966 **233 Thomas P. Die Musik der glad-About!** — The Beatles—Polydor

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1966 **233 Thomas P. Die Musik der glad-About!** — The Beatles—Polydor

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1966 **233 Thomas P. Die Musik der glad-About!** — The Beatles—Polydor

**10**

1966 **233 Thomas P. Die Musik der glad-About!** — The Beatles—Polydor

**This Last Weeks**

Week Of December 1

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**GERMANY'S LUKE BOX-NEW SONGS RANKING**

(Courtesy of "Automobil-Markt"

**This Last Weeks**

Week Of December 1

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**10**

1966 **233 Thomas P. Die Musik der glad-About!** — The Beatles—Polydor

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**Australia's Best Sellers**

1. Hitch Hiker (Boy Baby / Laurie—Parlophone)
2. Elusive Butterfly (Bob Lind—Fontana)
3. Ballad Of The Green Berets (Barry Sadler—RCA Spacka Music
4. Leaning On The Lamp Post (Herman's Hermits—Columbia)
5. Where The Action Is (The Rolling Stones—London)
6. Nowhere Man (The Beatles—Parlophone)
7. Second Hand Rose (Barbra Streisand—CBS)
8. These Boots Are Made For Walking (Nancy Sinatra—Reprise) Booyes & Hawkes
9. What A Wonderful World (The Lovin' Spoonful—Astor)

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American entertainer Frankie Randall is booked to arrive in Australia early in July for nightclub and television appearances. RCA has started advance promotion centered around Frankie Randall with "Rosemarele" and "Something For Nothing." Local publishing rights on the top sides are held by Bossey & Hawkes, whilst Bellinda Music controls the remainder.

Sparks music reports that things are going well now for their song "The Ballad Of The Green Berets," which was written by Paul Anka. "The song has received much wider acceptance than when it was first released some months back. "Brian Bruce of Spars is preparing for the second repeat printing of the sheet music.

Local recording idol Normie Rowe continues on his successful path with a new RCA album. The album is titled "A Wonderful Feeling," and features Normie with a batch of twelve songs including his recent hit "Breaking Point." Normie's new single is "The 11th Hour." Rowe is expected to leave England for some time in August. To mark the installation of the new $100,000 Organ in St. Patrick's Cathedral, Melbourne, W & G Records are releasing the highly regarded organist, Sergio de Pieri, who is also the church organist. The jacket for the set is a lush double-fold pack which features extensive notes on both the music and the organ itself.

Barry Kimberley, manager of Essex Music of Australia, is delighted with the prospects of the new Simon & Garfunkel single, "I Am A Rock," which has been issued here by CBS. Barry is also very high on "The Stones I Throw" by Normie Rowe; "Substitute" by The Who; "Take It Or Leave It" by The Searchers; and the revival of "Come On Let's Go" by The McCays.

Iris Moxy, Publicity Officer for RCA records, tells us that during his recent personal appearance season in Australia, Neil Sedaka recorded four items from his cabaret act for inclusion in an album to be released here shortly. The session was cut in stereo with a large studio orchestra under the direction of Gordon Jenkins, arranged by Boosey & Hawkes, produced by Sydney, and engineered by Blackwell before. RCA also report great interest in the new single by American television star Gene Barry; "Burke's Law" and "Lady Be Good." Gene Barry made a television appearance on Don Len's "Tonight" show.

Frederick C. Marks, executive director of Festival Records, and Martin Clarke, managing director, on gold miner and shearer songs are currently being discussed. RCA has already released the English hit "That's Nice" by Neil Christian. This one originates from Strike Records of England where it scored well in sales.

Two new locally produced singles of late include "Through My Fingers" and "Can I" by Ricky and Tammie. (Sunshine/Festival); the Twirlers are on RCA with "Chilly Winds" and "Thanks For The Hand To Hold"; the Aulton Mob are on Kinnerton/Festival with "March Of The Mods" and "What Did The Seagulls Say?"; and the Top Cats appear on RCA with "Please Don't Touch" and "Diana." Some time back a local boy Rok. E. G. went to England to try his luck. He's still overseas and is recording under the name of Robie Porter; his first single from England has now been released for Festival feature with titles "Heartache Hurry On By" and "I've Often Wondered."
One of the most important French catalogues will be released in the very near future in Argentina, according to the negotiators held between Sucre Industrias Musicales and Disques Vogue of Paris. Sucre topcper Enrique Aguirre has been linked to the giant French label by several artists of big potential value that will be able to profit in the current trend towards European music.

CBS in Argentina is one of the most important that seems to be a big revival of its famous "promotional" records, which in the past netted big sales and started a trend that in recent weeks has been awakened by the whole international press. This time the album is tagged "Ronda Juvenil," and is sold at 65 pesos (about $3.50) while regular albums cost about 900 ($4.90); the selection intends to repeat the success of French films being exploited in Argentina in recent weeks, headed by Jorge Sobral, and international names like Gene Pitney, Tito Rodriguez and others. A press kit arranged and CBS expects to make this one of the first successful 1965 albums.

RCA is working hard on the promotion of two albums recorded by U.S. artists. One of these albums is female-oriented, recorded by Celia Cruz and the Music Festival held in Mar del Plata. Peggy cut an album with standard boleros and sales are good. In Colombia, "La Guayaca," a ballad by Los Cafres was an LP, also with boleros, playing his guitar and singing. The diskery feels that there is also an international value and considers they will be released in several other countries soon. RCA is also interested in Europe discussing the way to arrange an even better cooperation between the RCA companies since Smart is the world and the local branch.

Lilian Pizzar Smart feels happy with the success of "Senza Fine," leit motif of the "Flight Of The Phoenix" film, written by Gino Paoli and now being released in Argentina. "Senza Fine" is selling well, recently visited by the press to this country by this artist. Ornellas has also recorded the song in English, for release in the United States.

The second album recorded by Los Cantores del Alba ("Rubia Moreno"), los de Salta ("Prendedor De Perlas"), has been released this week. The album is titled "Luna Cautilva" and "Milonga De Arrecifes". There is also an album by Italian star Giorgio Gaber ("Mai Mai Valentina") and another one by Mina who has been recorded by Osvaldo Pugliese and his orchestra, "Pugliese Instrumental.

Through the past months, Trova has entered a good place among the diskeries recording and exploiting new artists. The album of the up to now little exploited international folk music market, has been released by Los Cafres. The disk "Si Pasas Paso," is divided in two parts, a trova and another titled "Sounds of New World," with takes like "Natal Pipe," "Sonata For Loudspeakers" and "Australian Harp." For less old-time folk music, has just two new Elenco albums, out in Brazil: "Edu Lobo" and "Sylvia Telles."

Promo man Germaine Nagues reports the appearance of a new diskery, devoted to wild music, based on rock and roll, blues, and jazz. The name of this new diskery is Los Cafres, and its owner is the same romantic mood as during his previous efforts. The diskery has inked a contract with Los Cafres, a Rota, who appeared recently on Channel 11 via the "Ritmo y Juventud" program.

Lagos Publishers are working on "Romance De La Despedida," penned by Horacio Cesar, with tropical music even more and a single by the same Hollies: "I Can't Let Go" and "Running Through The Night.

Microfon reports the recording of the second album by Richard Davis, this time with "Cantinela Brasile," and "Soledad," the same romantic mood as during his previous efforts. The diskery has inked a contract with Richard Davis, a Rota, who appeared recently on Channel 11 via the "Ritmo y Juventud" program.

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Microfon reports the recording of the second album by Richard Davis, this time with "Cantinela Brasile," and "Soledad," the same romantic mood as during his previous efforts. The diskery has inked a contract with Richard Davis, a Rota, who appeared recently on Channel 11 via the "Ritmo y Juventud" program.
Seeburg "Electra" is long-lived in earning power.

You know Seeburg phonographs enjoy a long and productive life. Long after same-year models of other makes have been melted down, Seeburg models keep going. They defy obsolescence. Keep on delivering great performances. Pulling in top income. Paying for themselves over & over again. Don’t overlook those money-saving five-year warranties on the tomat memory unit and magnetic pickup. "Electra," too, has all these most desirable qualities. You could say "Electra's" most important built-in feature is a long life rich in top earning power.

Big in location appeal.
Terrific in stereo quality.
Powerful in patron allure.
Unequaled in quality & value.
Everything you want in a phonograph.

The Seeburg Sales Corporation,
International Headquarters,
Chicago 60622
The arcade season has arrived; for the next four months, the warm nights and free time are going to give couples, youngsters and families a chance to get out and entertain themselves, and operators are looking to make a healthy profit.

Arcade enthusiasts are loyal and free-spending; with a pocket full of change they take their pictures, test their driving skills, find out how strong they are, how good-looking they are, watch a miniature Budda being made out of hot plastic, drink soda, eat popcorn and candy bars, spend all their change and go home whistling.

Arcade regulars, though, don’t make up the bulk of the customer flow. Most of them are children, young couples out on a date and families. Since, among young couples, the boy is supposed to see to his date’s happiness, comfort and well-being, he may avoid an arcade if it’s dirty or unappealing. If he tries a machine and finds it doesn’t work, he and his date will give it up for a bad job and try the ferris wheel or the drive-in. Families will do an about-face if they spy a dirty arcade.

Customers, who will try anything once, may not try it twice, and if they see the same games year after year, they will be disappointed. Neither the customer nor the wise operator is interested in museums.

An arcade operator has four months to jump in, go all out, and make his pile. Any individual who does his peak business on a short schedule prepares himself—a boxer trains for a bout, an actor rehearses for an opening night, a general plans an attack. The operator should, we think, make the same preparations. Several new machines in the front of the location will pull in more people than a dozen old ones. If a machine isn’t in working order it should be fixed. If it needs a new coat of paint, paint it. Hang a few streamers on the walls, hire a clown to give out free lollipops on Saturday morning when the neighborhood children come piling in with their week’s allowance.

Merchandise.

This term, becoming more familiar, does not apply to the machines themselves. It means selling the customers who are, the operator hopes, going to play the machines and who are, the operator hopes, going to make him some money. It means bringing in the young couples with bright lights and the family with clean floors and walls.

People aren’t going to spend much time with a dirty amusement game, or sit inside a dusty photo unit, or drink much soda from a stained vendor or eat much chocolate or popcorn from battered and scratched machines.

So it behooves the operator to take a few days, or a week, or two weeks, cleaning, fixing, restoring and decorating his arcade for those four big months when he expects to do big business.
MOA in Washington: Granger Calls Upon Performing Societies to Show Good Faith

FRED GRANGER

WASHINGTON, D.C.—Fred Granger, performance operator, Las Vegas and other members of MOA's Legislative Committee have asked that all performers and operators meet with association attorney Nick Allen and be on top of what could involve a crucial step in the copyright battle between MOA and the performance rights agencies.

According to Granger, the subcommittee of the House Judiciary is presently considering both sides—MOA's proposal to amend the royalty exemption and the quest for two new-look 'juke box' royalty exemption by the performance rights agencies. At the meeting of the nine-member subcommittee closed to outsiders, Granger revealed that the decision, which he and they may require so quickly, could strongly influence the eventual outcome of the battle and MOA must be on hand to perform whatever measures they deem necessary should the subcommittee announce a decision.

The subcommittee is charged to ready any movement in the copyright agreement between the operators and Allen, and that's the reason we're in Washington now.

Granger said he had no indication of which side Rep. Kastenmeier's amendment to the original July 20th at this time. They have three choices in the dispute—to favor adoption of MOA's proposal, the repeal of the exemption or suggest their own amendment based on testimony from both sides.

While in Washington, Granger, together with Allen and the legislative committee members, prepared for a formal statement on the present MOA position which reads as follows:

"The understanding of the performing rights organizations and their associates are sticking to their demand for outright repeal of the so-called box royalty exemption and the right to impose performance fees on the operators without any limitations fixed by Congress. We also understand that they have suggested the possible inclusion in the GENERAL REVISION Act (HR 1472) that procedures for arbitration or adjudication or both, of the amount of royalties to be charged to individual operators all over the United States.

"We have examined this subject and are satisfied that it is wholly illusory because the suggested procedures have been confirmed (1) register at least once, (2) register each work, (3) register of the topical area which is highly and only in the jurisdiction of the Federal District Court in New York City and Washington D.C. This is really nothing more than a new dress for the costume that they would be protected by the ASCAP Consent Decree.

"We think it is high time for the performing rights organizations to offer a compromise proposal, as the Music Operators of America have done, if the performing rights organizations are really interested in achieving an acceptable solution to the problem.

"The Music Operators of America reiterate their grave concern and their strong opposition to the open-end liabilities which their opponents seek to have imposed upon them.

"Music Operators of America have submitted to the Judiciary Committee of the House of Representatives the specific proposal for a new copyright royalty to be paid solely by the juke box operators. That proposal was carefully worked out and was submitted to the committee in the sincere belief that it is the fairest way and the most workable way to resolve this problem. The Music Operators of America will continue to press for acceptance of their proposal in order to defeat the demands which the performing rights organizations have been pressing upon the Congress of America to vote its proposal, the Congress of the United States for at least 40 years.

"Representatives of both MOA and the performing rights societies have debated testimony to the nine-member House Judiciary Committee last June and are waiting out the legal machinery in Washington to testify at the Senate Judiciary whenever they are ready. We vigorously must deliver our position to the Senate since last August." Granger stated, "but they're still审议 until a still unspecified date."

At any rate, decisions have yet to be delivered from both judiciary subcommittees, full committees and any change in the copyright exemption. As a particular amendment, we must be voted on by both House and Senate in Congress.

In order to re-acquaint operators with MOA's proposal, Cash Box reprints its text below.

Copyright Royalty Proposal on Behalf of the Music Operators of America, Inc.

S 114. Scope of exclusive rights in nondramatic musical work: Royalty payable with respect to phonograph records used on coin-operated machines. In the case of coin-operated machines, the exclusive right provided by clause 4 of Section 106(a) to perform such works by or upon coin-operated machines, shall be subject to the conditions specified in this Section.

(a) To be entitled to receive royalties under this Section, the copyright owner must be identified in the registration or other public records of the Copyright Office. To be entitled to perform musical works to be reproduced or rendered by or upon a coin-operated machine by means of phonorecords the owner or his agent must be on file with the Copyright Office and such registration shall be evidenced by a certificate issued by the Copyright Office identifying him and each such machine, (2) affix an identifying certificate, or authorized copy thereof, issued by the Copyright Office, to each such machine in a prominent place thereon for ready inspection. No such certificate shall be transferable or have any validity hereunder if issued by any person other than the operator to whom it is issued. The failure by an operator to comply with the requirements of this paragraph renders the reproduction or rendition of musical works by or upon a coin-operated machine fully actionable as an act of infringement under Section 501.

(b) A royalty shall be payable by every operator of a coin-operated machine by or upon which a musical work is performed by means of a phonorecord in the amount of 2 cents for each musical work recorded on a phonorecord which is acquired by him for such purpose. No other royalty shall be payable in respect of the performance of a musical work by or upon a coin-operated machine by means of a phonorecord.

(c) Royalty payments shall be made quarterly in January, April, July and October, by the operator or his agent, and shall include all royalties for the 3 month period. An operator whose quarterly payment shall be accompanied by a statement of account certified by the operator's agent as being correct.

(d) If the copyright owner or his agent does not receive the quarterly payment and statement of account when due, he may give written notice to the operator that, unless the default is remedied within 30 days from the date of the notice, the right to reproduce or render the copyright owner's musical work with or upon a coin-operated machine shall be terminated by the owner. Such termination renders the reproduction or rendition by or upon a coin-operated machine of the copyright owner's musical work for which the royalty has not been paid fully actionable as an act of infringement under Section 501. A wilful failure or refusal by an operator to make, or cause to be made, the quarterly payment accompanied by the statement of account, when due, shall constitute a violation of Section 506(a).

(e) "Operator" as used in this section means any person who, alone or jointly with others, owns or has the power to exercise primary control over one or more coin-operated machines by or upon which a musical work may be performed by means of a phonorecord.

Bordelon Of Ops. Sales Speaks To Graduating Class

■ Stresses Industry's Growth

NEW ORLEANS—On Monday, April 15th, the graduation ceremony of Delgado Institute in this city was addressed by Fred Granger, Operator Sales (local Seeburg distributor) on the subject of coin machines. The students, all electronic technicians, were invited by Bordelon to discuss the growth in the industry's electronic development and were invited to lend their newly acquired skills to the business and help with the present void in skilled machine technicians.

Bordelon was assisted by Warren Scortino (Music manager of Operators Sales, Seeburg, Amusement Co.). Since that date, Bordelon's office has been petitioned by many of the students to take them on as apprentices to learn the business and facilities, which was arranged in cooperation with the Delgado Institute, and as a further result, many of the students are expected to join the distributing firm's technical staff at the company. With the kind permission of Bordelon, here with reprints a portion of his original talk and solicits this firm's efforts to attract new talent into the industry.

"Since the beginning of the coin machine industry in the early 1960's, electronic components began to play a major role in the growth and development of this industry. From the relatively simple mechanical phonographs and amplifiers that were manufactured in those days, the industry has become every technique, better and more sophisticated electronic coin machines and phonographs were developed. As a result, the growth of the employees of the operators of coin machines, and in many cases the old screwdriver and pliers mechanic is a thing of the past. Today, it is a prerequisite for any technical operator and everyone in the company to have an electronic background.

"The Seeburg manufacturing corporation of several hundred parts and corporations in the United States with sales approaching $100,000,000 annually. Many of the officials at the top of our industry today were former technicians who name a few, Bob Brether, who is the vice president in charge of vending at Seeburg, originally began as a technician in our company. Earl Crafts, head of the engineering department at Seeburg, was originally employed as a technician. I myself joined a technician of the company as a mechanic helper. I later attended radio and television school and came up through the ranks to the position of general manager of Operators Sales. The last person Mr. Scortino is the service manager for our company and joined the Seeburg distributor as a technician in 1946.

"A conservative estimate is that there are between 400 and 500 thousand coin operated phonographs in the United States. While the phonograph film is an offense to violation record will automatically terminate. Such termination renders the reproduction or rendition by or upon a coin-operated machine of the copyright owner's musical work for which the royalty has not been paid fully actionable as an act of infringement under Section 501. A wilful failure or refusal by an operator to make, or cause to be made, the quarterly payment accompanied by the statement of account, when due, shall constitute a violation of Section 506(a).

"To meet these needs, several years ago Seeburg initiated a program of training service Men employed by distributors and operators at a fundamental level by conducting schools at their plant with instructions from their (Continued on page 7)
Focus On:
Williams Electronic Mfg. Corporation

CHICAGO—Williams Electronic Manufacturing Corporation, founded in 1945, at the conclusion of World War II, has been riding the crest of a rise in coin operated game sales the past ten years or so, under the guidance and direction of manufacturing veteran Samuel Stern, president and general manager. Sam, a tireless worker, attributes his success chiefly to his more than 30 years in the coin machine business in the distribution and manufacturing phases of the industry.

Stern’s credo for success is “the idea of producing the type of coin-operated equipment that will give the operator the greatest profit potential at the lowest possible cost—not but to overlook the ultimate in quality control and the utmost in appearance in cabinet design.”

“One thing I must impress you with is the fact that this business—or any other firm, for that matter—should measure its accomplishment in numbers of people, and in no other way.”

“We are fortunate in having the best employees in every department we could muster up at all levels from the very top on down.”

Most coin machine operators are aware of the fact that there are actually two entities in the company—Williams flipper amusement games and United puck shuffle alleys and ball bowlers. Williams Electronic was acquired by the Seeburg Corporation on May 28, 1964. Williams in turn acquired United Mfg. Co. in September of 1964, and ultimately moved the entire combined facility to the larger, more modern United factory at 401 North California Avenue.

This plant was built in 1948. With further additions the plant embraces an area exceeding 100,000 square feet of space overall, and is completely air conditioned.

The first United shuffle alley (United reportedly created this type of coin-operated equipment) was introduced to the trade in September of 1949. To date more than 200,000 shuffle alleys have been produced in this factory and in the old United plant on Broadway. United has been known to ship out 350 shuffle alleys daily in both plants.

Charles B. (Bill) DeSelm, a longtime sales executive at United and a vet in the coin machine business since 1931, recalled that the big ball bowling alley game was first introducted at United Mfg, in November of 1956. More than 10,000 of the first model were produced. Also, the first pin game with a timing device was developed by United in September, 1954. United, he said, had numerous other ‘firsts’ over the years.

The firm boasts of a distributive network that covers practically every market throughout the free world and the firm’s coin-operated equipment is even on location in three arcades in Budapest, Hungary.

Stern credits the success and popularity of his company to “the people who keep the wheels of industry humming.” Second in command at Williams is Herbert L. (Herb) Oettinger, executive vice president. During his more than 30 years in the industry, he has been actively engaged in the manufacturing phase of amusement games development and production. In 1964 Oettinger took over as treasurer and comptroller at Exhibit Supply Co.

Among the key personnel at Williams are such widely known executives as Jack Mittel, vice president of the sales dept. He has been associated with the firm for about five years.

Al Gregg, chief electrical engineer, has been active in this field since 1964, Frank Murphy, chief mechanical engineer at Williams, started his career in the coin machine industry at O. B. Jennings & Co. in 1957. Since that time he has been active as a designer and engineer of coin-operated equipment. In 1940 he was employed at J. H. Keeney & Co.

Oettinger credits a unique combination of two engineering specialists in coin-operated vending machines—two men who have kept abreast of the latest developments in development and production.

Murphy’s experience covers the full range of coin-operated machines, such as vending, phonographs, kiddie rides, pool tables, flipper pinball games, bingos, etc. He assumed his post at Williams Electronic Mfg. Corp. early in 1965.

The sprawling plant at 3401 North California Avenue was designed and built specifically for the coin-operated amusement games business in 1948, and presently employs in excess of 700 people. In addition to the production facilities there are other departments for production of component parts that go into Williams-United amusement games.

The factory also has an extensive plating department, four receiving and shipping docks, and several other allied departments. Each dock will accommodate two huge truck trailers at one time within the building with the doors closed. There are three loading docks on the Roosevelt Avenue side which will accommodate the shipping of big ball bowlers and shuffle alleys as well as receiving supplies for manufacture.

California was designed and built for coin-operated amusement games business in 1948, and presently employs in excess of 700 people. In addition to the production facilities there are other departments for production of component parts that go into Williams-United amusement games.

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A. Gold graduated Dartmouth College and Western Reserve University (he is a member of the Ohio State Bar Association), taught English at Cuyahoga Community college, and joined Cleveland Coin in 1956 as part of the sales staff. By 1960 he was treasurer of the company, and when Cleveland Coin formed a separate vending division in 1962, Gold was picked to head it. On the death of the near-legendary Morris Glisser, Gold was named to the presidency in August, 1965. His forecasts on the vending and foreign markets and his description of career opportunities in this newly emerging sophisticated industry were heard from his office in Cleveland.

**Q. A. Gold**

"Something to sink our teeth into."

**Q. How would you describe Cleveland Coin?**

A. We are exclusively a distributor, yet we have evolved in many different directions. We operate on different levels, so to speak. We have the problem of trying to evaluate the value of the distributor on different levels.

**Q. Levels such as?**

A. Exporting. Our export business is quite large.

**Q. How is your company looked upon in Cleveland?**

A. Very well, I think. We like people to know about the industry. We have been profiled by both our city newspapers, the Plain Dealer and the Press, and Cleveland Coin was the subject of a radio show, also. So we've been around for many years, and I believe that is a fort from the old days. I suppose you know, or perhaps you don't, that it was the custom many years ago for a distributor to paint his office on the black and not identify himself in any way. We never believed in that, and it's a terrible way of encouraging public interest in our industry.

**Q. Why the change?**

A. Oh, the business has refined so much in the last six years. Our suppliers today—brokers talk about them; estimators list on the "big board" the sales and earnings are good. The number one thing, I think, that the most important factor is the sales potential, which is so great.

**Q. Some people in the industry say that things aren't as good as they were ten years ago.**

A. As far as the rear operators and distributors talk about the good old days and how lucrative the collections were, many of these operators may not have been on the "big board," the sales and earnings are good. The number one factor, I think, is the sales potential, which is so great.

**Q. Can you give an example?**

A. Yes. For instance, our last addition to the Cleveland Coin Coke is a man who has a business degree from college and a background in art. Perhaps these don't seem to go together, but one day this fellow received an order and made a sketch of the location showing where the machines would be placed. We now perform this service as a regular function. If a customer has a small plant, say, or an odd-shaped location; we do the layout work—we are, I think, the only company of our size that performs this service in the country. The major vending companies have art departments, of course. But this is my point: in dabbling around with art this man came up with an art that we have used already on the customer's machines. This is an example of how art can come into vending for all companies, in this case Cleveland Coin. We have found that the customers want something that looks good and sells.

**Q. Do you look for specialists with a university background?**

A. Well, of course we are always on the lookout for trained men, but we don't demand a degree from a particular university or a degree from any university. We want qualified people with some experience of the industry by any means. We respect them and need them. Some fellows are so skilled that they're crack salesmen and I willingly accept a fellow's qualifications. We can't do withoutaggressive salesmanship.

**Q. A bad start? How so?**

A. It's a difficult time when a large vending machine appeared the operator was somewhat hesitant. But, let us say he bought two units or five units and put them on location. One of them broke down in all manner of ways, but the other continued. He didn't know that it takes a specially trained mechanic to fix it— that the systems are different from those phonograph or an amusement game. Therefore, an operator's house is a prize in place of a service contractor or after he took care of the other unit, he found that there were a lot of other operators taking a beating because they didn't know vending. And, we have distanced ourselves from early days. It was something relatively new to the public and, so we learned what the operator had to learn.

**Q. Which is?**

A. Which is that vending is a field unto itself. It requires a certain kind of salesmanship and it requires detailed mechanical training.

Once we learned that vending was a gold with its own special requirements, we developed maximum efficiency in other areas—technical and salesmanship. And we find that the know-how goes up, so does the sales revenue. It is also help to develop interest on the part of the operator. We encourage school services and hold seminars for the operator and his mechanic with the function of what a vending machine is, also distribute games and phonographs.

**Q. Why did you?**

A. It is quite natural. We feel that vending is a field unto itself and, it requires a certain kind of salesmanship and it requires detailed mechanical training.

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Deborah TV Increases Films For Audio-Visuals

PHILADELPHIA — Fran Williams, president of Deborah Television Produc- tors, has appointed Fred Leonoldo to the executive post of production man-ager for the cinema juke box film division of Deborah. Williams, who said he pioneered film production for the cinema juke box in this country four years ago, only recently decided to devote extensive fa- cilities and manpower for audiovisual production.

Williams said Deborah will sell its product to manufacturers of the various machines on the market, and to independent operators as well. The firm, according to Williams, has been acquiring orders “beyond all expecta-tions” from operators across the coun-try.

Deborah has expanded its film pro-duction roster in order to produce three new film productions per week exclusively for cinema juke boxes. “This will give the manufacturers and operators a selection of fourteen new films per month,” Williams said.

Deborah is supplying film products both in 8 and 16 MM, with a choice in optical or magnetic sound tracks. Williams said he also plans to market a home type film package, containing 8 or 16 MM sound film for playing on any standard home movie projector with magnetic sound.

Profile On R. A. Gold: Vending; Using The Used

(Continued from page 62)

that is passing. We are winning back their confidence.

Q. Well, that’s one problem licked. Do you have any others?

A. There are three important factors in exporting. European buyers are using more sophisticated buying tech-niques. Separation points are being reached in some world markets and others will have to be developed. And there is some increase in production of machinery by European manufac-turers.

Q. Are you competing with them? A. Yes. I will go back to sales potential on that question. One of the reasons it is so great is because of the re- finement of the equipment being made in America. American machines today are the best in the world from every standpoint, but I understand it was not always so. Today, we no longer have a technical problem. Now we just worry about how we sell it.

Q. Well, how do you sell it?

A. We acquaint the operator with the possibilities of a piece of equip-ment before selling him. This goes beyond selling him on a one-time basis. This is the distributor’s respon-sibility to the operator; it is im-portant that we pass on as much knowl-edge as possible to the operator. As business becomes more complex, you are more of a retailer. It is a sophisticated market which we are trying to help sophisticate even more. I mentioned service schools—well, they are drawing larger audiences, and we’re glad of that. We show them how to use preventive service so that they won’t have to use remedial service. It’s just the same in law; most law-yers like to practice preventive law rather than remedial law. It saves their clients money. The sales holds true for service, doesn’t it?

Q. Some other examples of sophisti-ca- tion?

A. We devote considerable time to market studies and market specializa-tion. As the markets become more complex, the parts for a game or a vendor or a phonograph become an integral service of the distributor. We get letters, sometimes two or three pages long, from foreign operators who do not know the name or type number of parts, so they have to describe it. We are establishing foreign parts department to meet this problem. We are doing vending re-search for South American countries. If the vending potential in the United States is big—and it is—it is also big in Europe. Some old B & B faulty machines went over there and set back our image, but it is softening. Real quality used equipment is now becom-ing available for Europe, and the response to such equipment is going to be very exciting. Cleveland Coin is going to be there.
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. (210) UN 5-6633

(Anonymous Office—1425 Southwestern Avenue)

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| $165 Fury |
| $165 Future |
| $165 Galaxy |

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| $715 Osiris |

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<td>Rock-Ola</td>
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<td>Gottlieb</td>
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CABLE: ECOMACH Call-Wide-Cable

ON THE AVENUE, TENTH AVENUE—Where is Joe? We asked Mike Munves of the whereabouts of his much-traveled brother and he replied, "Tell me the truth, I'm not sure. He was in yesterday but he went right out again. Maybe Louisiana, Texas." And how's business? "Just lovely." . . . Dave Freed at Musical Distributors begged off talking so he could take care of the custom- ers moving into the showroom. . . . Strollers along Tenth Avenue may be surprised to see an automobile in a coin machine showroom—well, part of an automobile. It's the dashboard, specially designed to show how a stereo set and/or tape cartridge fits in. The showrooms are those of One-Stop Coin, Bill Wharton with his new Gold Medal popcorn cap vent, bells, and he expects to do plenty of business with the unit. . . . Abe Lipsky had a night to remember when he was honored as the Man of the Year of the UIA's Coin Machine Division. The banquet and dance at the Statler Hilton was filled with Abe's friends, who gave him hearty rounds of applause. 9/30-10/1 Long- time worker in the industry—and being for the Abe they all know. . . . Al Simon's "ElectroPool" going great guns and rolling off the assembly line; the new game has broken popularity records far and wide. . . . Murray Kaye of Atlantic Sales Corp. pointed to the Seeburg "Electra" in answer to our question. "There's no bigger picture." . . . United East Coast Corp. president Irving Holzman was tied up with business calls and Lou 'the Redhead' Druckman was busy selling Williams games. . . . Over at Runyon Sales, Louis Wolburg was in deep conference with several customers. Irwin Kemper was keeping the telephone wires humming last week. Our favorite blonde, Sandy Rasinskoy, was recalling the delights of the Memorial holiday, mirth and spirits. Ah, yes.

SOMETHING BIG COMIN' UP—That's the tune Rock-Ola distributors were singing last May 20th at the Summit Hotel when they saw the brand new Rock-Ola machine on display. The machine was released during their closed meet. The machine is now being shipped nationally and overseas but in the meantime, take the hint from the distributors: when it's ready to go, get to the head of the line. After the day's sales business was concluded, Rock-Ola treated its reps to a gala night out at the Americana Hotel's Royal Box, where the distributors dined on lobster and roast beef to the emotion-packed and often haunting vocalizing of the great Miss Nancy Wilson. On hand for the evening's enjoyment from our terrains were: Joe Ash, Dave Stern, Bert Betti, Mr. & Mrs. Al Simon, Al Dinzillo, Mr. and Mrs. Joe Grillo, Mr. and Mrs. Ed Teller and Joe Shaw.

CONVENTION TIME—Rove's Jimmy Newlander, much-traveled exhibit chief, is back in Whippany after a very successful run at the Restaurant Show held last month. Jimmy showed the Bandstand and Wall-ette units in an attractive restaurant-type display and drew many an interested restaurant owner over to dig the phonos. Jim drove all the way out to the Pontiac but on his return run, about 60 miles from home, got involved in a fender-bender with some "Sunday driver." Although there was considerable damage to both vehicles, neither party was injured, luckily enough. . . . Sol Lipkin and Mike Beza of American Shuffleboard winding up at the Social Services Show. . . . Big blast reported by the Florida guys at Daytona on their annual.

HERE AND THERE—Congrats and good sailing (that is, selling) to the boys at Deborah Television Productions on their stepped-up activity in the audio-visual field. Deborah's proxy Fran Williams also announced the appointment of Leo Leonard to the post of production manager for his new cinema-juke box division. Fran says he's been deluged with film orders from audio-visual ops all over the country and from the various manufacturers for product. Deborah makes the films to fit the varying specifications—either in 8mm or lightweight with choice of magnetic sound track or the opposite. A regular meeting of the New York State Operators Guild will be held Wednesday, June 15th at the Governor Clinton Hotel in Kingston. Prexy Mike Mulqueen says the meet is scheduled to get underway at 3:30 P.M. and requests a good turnout from members. . . . Bob Fenton, local American Tobacco vending representative, brings in $2.00 per quarter for each column stocked with Tarryton and $2.00 for each stocking new Lucky Strike Filters. Bob's excited about sales ops have been moving on the new filter brand. Says the new allowance should boost 'em even higher. . . . Bill Ray down at Peach State Distributing's Atlanta office reports one of the best years the firm's had to date in the parts and supplies division. Chiefly responsible for the grand Peach State parts business is their elderly Catalog, which is a "must" for every promotional allowance the firm's brands will go into effect July 1st. The new breakdown will offer cigarette ops $2.00 per quarter for each column stocked with Tarryton and $2.00 for each stocking new Lucky Strike Filters. Bob's excited about sales ops have been moving on the new filter brand. Says the new allowance should boost 'em even higher. . . . Bill Ray down at Peach State Distributing's Atlanta office reports one of the best years the firm's had to date in the parts and supplies division. Chiefly responsible for the grand Peach State parts business is their elderly Catalog, which is a "must" for every promotional allowance the firm's brands will go into effect July 1st. The new breakdown will offer cigarette ops $2.00 per quarter for each column stocked with Tarryton and $2.00 for each stocking new Lucky Strike Filters. Bob's excited about sales ops have been moving on the new filter brand. Says the new allowance should boost 'em even higher. . . . Bill Ray down at Peach State Distributing's Atlanta office reports one of the best years the firm's had to date in the parts and supplies division. Chiefly responsible for the grand Peach State parts business is their elderly Catalog, which is a "must" for every promotional allowance the firm's brands will go into effect July 1st. The new breakdown will offer cigarette ops $2.00 per quarter for each column stocked with Tarryton and $2.00 for each stocking new Lucky Strike Filters. Bob's excited about sales ops have been moving on the new filter brand. Says the new allowance should boost 'em even higher.
An esteemed gentleman who certainly gets his kicks out of life is octogenarian Nathaniel Leronco, founder-chairman of Canteen Corp., who recently received the loveliest honor to be bestowed on the nation's Master Masons at an event in New York's Waldorf Astoria. "Levone," a master Mason for more than 60 years, now gets to wear the coveted black fez. Furthermore, again this year, as he has for many years, the wonderful Leronco will be host to forty blind children who have a desire to attend a baseball game. The event takes place at White Sox Park, Friday, July 15, when the White Sox face the Athletics. Leronco was formerly the board chairman of the K. C. Athletics when the late Arnold Johnson was prez. He (Johnson) was also the late chairman of Canteen Corp., now known as Automatic Canteen Company of America. ... We just got the word from Tom Hanger, executive director of National Automatic Merchandising Association (NAMA), who announced that James M. Ross, the former chairman of the rapid expansion of NAMA state councils last week. He succeeds John S. Insalata who resigned several months ago. G. A. St. John, a long-time Mason and a financial officer of the Masonic Temple, will assume the duties of chairman.

Gil Kitt, Joe Robbins, et al host a gala premiere showing of the new Rock- Ola line of coin-operated phonographs, Friday evening, June 3, in the Como Hotel. A recollection of previous Empire Distribs showing that spacious room will probably be filled to overflowing. Other co-hosts will be Jack Barnes, Bill Milner, Bob vision, and other Empire employers. ... A very busy A. A. Steiger, head of Coin-op Distribs, turned out early last week, an event business trip, Alcide Ed La Hood informs that sales on the Scopitone machines are growing by the day.

Thoughts while typing: If everyone of us donated just a little to a worthy cause, such as the CJA Fund Drive, it wouldn't be missed at all, but it would go a long way towards easing the hardships of those who are in desperate need. The Coin Machine directors who are most anxious to serve you in the Sports, Coin Machine & Amusement Division of the Metropolitan Club, Inc., are Sam Stern (chairman) of Williams Electronic Mfg. Corp.; Nate Feinestein, chairman of the Coin Machine group, of World Wide Amusements. Chairman are James M. Ross, of Midway Mfg. Co.; Joe Robbins, Empire Distributing Co.; Stan Levin, Atlas Music Co.; and Lewis of California. Here's a word from old buddy Eddie Ginsburg, proxy of Atlas Music, who tells us that Ed Printy, of Satisfied Vending Co., was the golf hero, Wednesday, June 1, at Midwest Country Club during tourney that was 'aced' a hole-in-one on the 12th hole (190 yards) with a four wood. This was Ed's first hole-in-one (and we hope it's just one of many)! ... When D. Gottlieb & Co., introduced the "Central Park" single player amusement game the company's heads—Dave, Alvin and Nate Gottlieb and Judd Gottlieb, along with many of the company's salaried employees—were extremely gratified with the results and international acceptance of the piece. However, this current Gottlieb model is turning out to be one of the biggest winners for the northwest side manufacturer thus far this year.

U. S. Ross, Wurlitzer's service chief, and sales executive Albert Davidson hosted a week long service school in the Windy City for service personnel of the company's distributors. The windup of the week's activities was a banquet and presentation of diplomas, Friday evening, May 27, in the Com., Co-hosts were Bob Harding and Karel Johnson of Wurlitzer, representing the Chicago area. Second Vice President, Nat Hirschenson, National Coin Machine Exchange; and Harry Jacobs and Russ Townsend, of United, Inc., in Milwaukee. A very busy plant in the Windy City area is Chicago Coin where Mort Session and company are busy loading production on the exciting "Hawkeye" two player amusement game which is currently in production for the "Corvette" big bow ball lane, "Medalist" pack shuffle alley and "TV Baseball" novelty game. An even bigger is in his office at Wurlitzer, as he heads up his service at World Wide Distributors Nate Feinstein still manages to find the time to work very hard in his voluntered chores as chairman of the Coin Machine Division of Combined Jewish Appeal (CJA). Nate is most anxious for a big turnout of coin machine people at the big dinner and fund drive, Tuesday evening, June 7, in the Standard Club.

Midwest service companies are playing an ever-expanding role in the industries, which is headed by three enterprising young men who are in their early twenties: Leroy Utterback and Lynn Ruber. The two have a national network of sales that is prospering rapidly. ... We had the opportunity to visit and observe the action over the long holiday weekend in the activities of Long's amusements again this year, at the Holiday Resort Lodge near Rockford, Illinois. The equipment is serviced by Midwest Distributors, formerly headed by ICMOA Proxy and MGA board chairman Lou Levone, who now manager himself to the nation's capital this week on association business.

### Milwaukee Mentions

Time is running short for reservations at the Dell View Hotel at picturesque Lake Geneva, Wisconsin. Last week, the gala mails went out, meaning a full house today. June 19. Proxy Clint Pierce, Ed Dow, Sam Hastings, et al have set exciting plans for a very interesting session. All members of both, the Mines, and the Milwaukee Coin Machine Operators Assn., are strongly urged to bring their families along. And, in fact, to register in for Saturday afternoon's entire weekend at the colorful Dells resort site...

The Hall of Fame, of the 803rd division of the Illinois National Guard, is located on the site of the old Bob Elton's, near 61st and 80th. The building is a beautiful memorial to American service men who gave their lives in the service of their country.

### Milwaukee Mentions

**Midway's Premier SHUFFLE ALLEY**

Simplified, motorized scoring units. Rugged production design. Circuit designs ...fewer, easier to maintain

5 WAYS TO PLAY

- **Regulation** Regulation plus Bonus!
- **Pin Mechanism** Easy to remove. NO switches.
- **Easiest Servicing Ever. Fewer, simpler connections.** Fast-moving scoring units, motor driven, engineered for positive, reliable play. Maintenance simplified to a minimum.

**Cleveland Coin**

**12" MAGNETIC CUE BALL**

ALL 16 BALLS NOW SAME SIZE

**Valley**

Manufacturing & sales company

333 Morton Street • Bay City, Michigan • 892-4536

**Cleveland Coin**

2500 Main St. Suite 140

**Midway Manufacturing Company**

1036 PACIFIC AVENUE, FRANKLIN PARK, ILLINOIS

A SUBURB OF CHICAGO

**WANTED:** Wms. 4 Diggers, 1937 Baseballs, into model Add-A-Balls.

**SPECIAL**

**PRICE KIT**

No. 665 now available. 

**SPECIALS**

of the Year

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**Amok Eleventh Ave.**

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**Armed Forces**

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**Chicago Chatter**

Cash Box—June 11, 1966

**65**
Early Summer Specials from DAVIS GUARANTEED TO LOOK AND OPERATE LIKE NEW

Seeburg Model L 100...$265
Seeburg 201...375
Seeburg 222...425
Seeburg Q160...450
Seeburg AQ160...475
Seeburg AY160...575
Seeburg DS160...695
Wurlitzer Model 1800...75
Wurlitzer 1900...95
Wurlitzer 2100...125
Wurlitzer 2150...125
Wurlitzer 2200...165
Wurlitzer 2500...350
Wurlitzer 2510...375
AMI J200...275
AMI Continental I...195
AMI Continental II...295
AMI L200...375

If you are reading someone else's copy of Cash Box why not mail this coupon today?

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Enclosed find my check.
☐ $20 for a full year (52 weeks) subscription (United States, Canada, Mexico)
☐ $40 for a full year (Airmail United States, Canada, Mexico)
☐ $30 for a full year (other countries)
☐ $45 for a full year (Airmail other countries)

NAME ____________________________
FIRM ____________________________
ADDRESS ____________________________
CITY ... STATE ... ZIP ...

Please Check Proper Classification Below
MY FIRM OPERATES THE FOLLOWING EQUIPMENT: 
JUKE BOXES ... ☐
AMUSEMENT GAMES ... ☐
VENDING MACHINES ... ☐
OTHER ... ☐

See Toll Free 783-1631 AREA CODE 315

California Clippings

BACK HOME AGAIN—Everyone on Pico Blvd. is extending a warm welcome home to Marshall Ames. He just returned from the east coast and now joined the staff of Coin Machine Service. Before coming back to Los Angeles, Marshall wrote us an enthusiastic letter. Another one of the boys from Marshall’s home state is good old Willard N. Little, who has spent some time as the east coast sales manager for Wurlitzer. We gather it was just too cold back there, and Marshall came back to Los Angeles to escape the winter’s chill. When Marshall was with Wurlitzer, he was the sales manager for Badger sales for over 10 years. After that he was with Amo Music and Vending for about five years. Since then he’s been busy selling the games and sales department. He also spent some time with Joe Duarte at Vendart. Just before going back east he was the vice president and sales manager for Mutual Machine Service. When we’re talking about Coin Machine Service we’re told that Marvin Miller was touring through San Diego visiting local ops last week.

BACK FROM ALASKA—Well, the wandering eskimos have finally returned home. The speaking of course of Gary Sinclair and Ron Pepper. Both arrived home last week and as predicted all they could say was there was lots and lots and lots of SNOW. We trust by now they are all warm and cozy, and that the icicles have all melted. Also from Wurlitzer, we hear that Don Beasley, the manager of the Disneyland office, paid one of his rare visits to the Pico Blvd. office. He came over to inform everyone that Disneyland will now be open seven days a week. We suspect that he may also wanted to get a peek at the newly redecorated Pico office. Clayton Bellard tells us that he spent the memorial weekend at his cabin at Mount Baldy lounging and relaxing in his hammock. We trust he had sweet dreams. John Morris was touring the Needle’s area one day on ops, while Ron Schmid covered the San Diego area. Told to George Murakos, and he was very happy to report that he is still getting great response from ops on the new Da Kane Grand Prix. George said that he has sold out the first shipment, and he hopes to do the same with the next. He told us that he has a big shipment of phonographs leaving for the Far East on June 15th. He also has a shipment of machines that were sent out to the Far East. From Badger Sales, we get the news that Atoke Obeso and his wife Olga, both from Mexico were up here for a visit. Joe Duarte, of Pico Blvd., has informed us that there are more than 150 Jukeboxes ready to ship to Penang and Kuching, both are located in Malaysia.

RETURN FROM MONTEREY—Don Edwards, Ken Smith and wives just returned from the California Automatic Vendors Convention held at Monterey. Ken Smith will be on the move right away making calls along route 101. Don Quack, also from that office, has been covering the beach area and should be making calls on the touring of a good man. Don Edwards told us that the new Irving Kaye pool tables are going over very well with ops. Ralph Phipps was in town to conduct a service school on the Rowe 1000 a cold dining ice maker. Stan is that right? Dr. Watson, young man. Ray Clark of Struve Distributing, in We got the info that they have just received the new Seeburg Stereo Music Center. It automatically stores and plays both sides of a record on a small inch record in 33 1/3 rpm and 16 rpm intermixed and plays mono and stereo.

FROM THE RECORD RACKS—Buddy Robinson of California Music has high hopes for the new Beatles single on Capitol entitled "Paperback Writer." He expects this to be a real chart climber. . . . The Soft sisters at Lustra tells us that they are getting heavy action on the Jimmie Rodgers single "It’s Over." It was recorded for the Dot label.

ALARMING NEWS—A few months back Harold Chapman told us about one of the steel moguls getting hit with a large amount of torching. We rec’d a few days after. But most of its contents (including several cases of cigarettes) were already gone forever. We wonder if Harold and others who have had similar such disconcerting dilemmas have heard about a firm called Tarralarm in Hawthorne, California. We hear that they are offering a low cost alarm system to stop all such operations and take any sort. The Tarralarm system can be wired to doors, trunk or hood of any car within a couple of hours. It’s a vending dealer and distributor’s answer to parts and luggage thefts from unattended trucks. Of course, it can’t be turned off without the alarm key. And we hear it’s LOUD—manufactured by Aqualarm on Prairie Avenue in Hawthorne. One visiting our town are: John Guthrie-Fulerton, Ray Barra-San Bernardino, M.B. McCormick-Lakewood, Ray Brandenburg-La Habra, Tex Leesker-Burbank, Bill Vessel-Elsinor, Bill Baird-La Puente.

Another ultra modern recording studio, the Jones Sound Recording Studio, 1025 Blaisd St. In Houston Heights area, was officially opened about two months ago. The establishment, owned and managed by Doyle E. Jones, is equipped with finest recording facilities including Ampex, Neumann & Norelo (AMC) microphones and 10 make channels, and a noted engineer in the South, documented his reputation with such hits as "My Way" and "Let’s Get Married" by Roy Hargrove, B. J. Thomas, "She’s About A Mover" by The Sir Douglas Quintet and numerous others. . . . Ted Harris, popular and widely known local operator (good fisherman, too) has just arrived. He has now on a vacation week and will return. His Terralarm system can be wired to doors, trunk or hood of any car within a couple of hours. It’s a vending dealer and distributor’s answer to parts and luggage thefts from unattended trucks. Of course it can’t be turned off without the alarm key.

Cash Box—June 11, 1966
HERE'S YOUR TICKET

Your business is going on a trip. Your company name is going to every major city in the United States and all the major cities overseas.

The people you do business with, the people you want to do business with, and the people who want to do business with you are waiting for you at the station.

The station is the mailbox in Baltimore and Beirut; Peoria and Paris; Lewistown and London.

How do you get there? Easy.


Your ticket is good for twelve months. That's twelve months of having your firm's message in the hands of the people you want to reach.

Wherever they are, Cash Box goes there.

What's so special about the Cash Box Directory? What isn't? In addition to a listing of every important manufacturer, distributor, jobber and association, there's a photo gallery showing nearly every machine—phonograph, amusement game, or vendor—in production today.

And that's not all. You're in there, too.

If you send your copy in soon, we can give you a better position. You'll see more. And the people who count will see more of you.

All Aboard.

ADVERTISING DEADLINE:
June 22, 1966
Issue Dated July 2, 1966
COLD ORANGE DRINK VENDOR

ELECTRIC SELF-SERVICE PATRY VENDOR

MFG. CO.

COLD DRINK VENDORS

COFFEE VENDORS

The SEBURG CORP.

CHANGEMAKER

COFFEE MACHINES

COFFEE MACHINES

COLD COFFEE VENDING MACHINES

COLD DRINK VENDORS

COFFEE MACHINES

COLD COFFEE VENDING MACHINES

COFFEE MACHINES

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COFFEE MACHINES

COFFEE MACHINES

COFFEE MACHINES
It’s Official

“UMC Industries” Becomes New Name; New Trademark Announced As 40-Year Firm Birds Toward Bright Future

ST. LOUIS, MO. — The new name
UMC Industries, Inc., became fully
effective June 1st for the former Un-
iversal Match Corporation, James R.
Brown, Jr., UMC president announced.
Blockholders approved changing the
name of the Public Relations Society
20. The new name has been used for
stock transactions since May 18.

“Along with the new name,” Brown
said, “we have adopted a new corpo-
rate trademark. It consists of seven
bars and three lines precisely propor-
tioned to form a unique representa-
tion of UMC, with the new name in
type beneath.”

The new name was developed to assist
in presenting a consistent, distinctive
and memorable picture of UMC In-
dustries, Inc. We feel it depicts the
company’s vigorous forward look and
our high ability in technology, in en-
gineering, in design, in precision
manufacturing and in marketing. With
the mark, we expect confidence in
those capabilities and proudly invite
the attention and inspection of all
who see it.

The new name was chosen to reflect
the 40-year-old firm’s growth and di-
centralization.

“The new UMC Industries, Inc., by
its description, describes the company
for what it is—a highly diversified, in-
dustrial corporation serving several
industries,” Brown said. “The name
does not imply any reduced interest
in the match industry. The production
of match books is a good business for
UMC and is very permanently
in the company’s corporate
plans for the future.

With this new name, the former Match Division becomes the Universal
Match Division.

Outstanding stock certificates bear-
ing the old corporate name will con-
tinue to represent the stock of the
company. It will not be necessary for
stockholders to exchange their certifi-
cates.

Geoff L. Kiefert, 2nd, has joined
UMC Industries as director of mar-
keting and business research, a new
position. Brown also announced.

“His arrival in the company,” Brown
said, “is in line with our corporate blue-
print for the future, which calls for
increased research and development ac-
ivities within present market areas and
the acquisition of companies or prod-
ucts that will add to UMC growth.”

Kiefert comes to UMC Industries
from Aetna Life & Casualty, where he
was a systems analyst with responsibili-
ty for developing computer sys-
imation systems in sales accounting
and forecasting. Before joining Sun
Oil in 1965, Kiefert was vice presi-
dents, management consultants,
analyst for several market research
in Tokyo as a special agent in the U.S. Army’s counterintelligence or-
ization.

Kiefert holds bachelor of science and
master of business administration de-
grees from the University of Penn-
sylvania’s Wharton School of Finan-
c and Commerce.
Rowe Exhibit Makes Splash At NRA Meet; Three Phonos On Hand

WHIPPANY, N.J.—The National Restaurant Association’s 1966 Convention and Exposition, held in Chicago’s McCormick Place May 23rd to 26th, drew approximately 6,500 members and guests from throughout the country to view the very latest in restaurant ideas, design, management and food and other functional supplies. One of the exhibiting firms, Rowe Mfg., taking note of the vast numbers of restaurant owners in attendance, displayed their big three in phonograph entertainment — the Bandstand juke box, Wall-ette wall box and hideaway phonograph.

“We were thrilled by the attention and downright interest of these conventioning location owners in our Wall-ette unit,” said Rowe’s convention manager Jim Newlander after returning to the factory here last week. “These restaurant people represent these ‘class locations’ which we believe is about the most potentially profitable operating area on the scene today,” Newlander contended. “As a result of our success at the Restaurant Show,” Newlander declared, “there now exists a large group of locations owners ‘ready’ for our wall boxes to be installed and it’s up to operators to take advantage.”

The Rowe booth was a restaurant scene itself and offered conventioners a glamorous look at how Rowe music machines not only fit into an attractive décor but add to their own special appeal, Newlander said.

Other firms in the coin machine industry who exhibited included; Mack Vending, Automatic Retailers of America, and Interstate United.

Bordelon’s Speech

(Continued from page 60)

own engineers and instructors. During this short period, over one thousand students have been graduated from music classes. This is a program that is now in effect and will be continued in the future.

“The startling fact to many people is that music is the second largest entertainment industry in the world. This is right, the coin machine business is second only to television and leads both radio and movies.

“One of the fascinating things about the machine industry is the continuous change that is taking place. New ideas and new techniques are continuously being developed to bring the public better entertainment. Never has our business been humdrum or monotonous as others are. Many new techniques in electronic development utilized by our industry many years ago are just now finding their way into other electronic fields.

“In closing . . . we will be happy to discuss with you the opportunities available in our business and thank you for your time and indulgence.”

PTA Chiefs Return From Great Britain

NEW YORK—Frank Baralona, president of Premier Talent Associates, and Dick Friedberg, vice-president, have just returned from a week’s stay in England during which they conferred with their British clients about forthcoming tours and met with overseas agents regarding American acts visiting Britain.

While in England, they signed up the Spencer Davis Group and the Hollies for representation in the U.S., Canada and the Far East. Preliminary are also under way for the following tours: Herman’s Hermits, the Mindbenders, the Yardbirds, the Hollies, Freddie and the Dreamers and the Animals.

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.
CLASSIFIED ADS CLOSE WEDNESDAY
Send all copy to: CASH BOX, 1780 Broadway, New York, N.Y. 10019.

WANT

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WANT TO BUY USED AND NEW PINBALL GAMES of all kinds of models MFD 1964, 1965 and 1966 plus any other models not made after 1966. Phone W. Gottlieb, 932 N. Ave., Chicago 20, Ill. Tel: 70935.


WANTLEY, C. C.—P.O. Box 204, Jacksonville, Ill. (Tel: 309-221-3111) needs used Gottlieb machines. Phone: C. A. Nevin, 201 W. Washington, Jacksonville, Ill. (Tel: 309-221-3111)

WANT—BASEBALLS, POOL TABLES, SHUFFLEBOARDS, and pool cues; don't want to cut down on price, but will buy anything. Official; any make; any price. Phone: Ambrose Amusement Co., 26 West 20th St.—New York, N.Y.

WANT—BASEBALL, POOL TABLES, SHUFFLEBOARDS and pool cues; don't want to cut down on price, but will buy anything. Official; any make; any price. Phone: Ambrose Amusement Co., 26 West 20th St.—New York, N.Y.

WANT—WILLIAMS, 351, N. Sixth Ave. (Tel: 402-464-4100) needs a complete set of 1965 Gottlieb machines. Phone: W. Gottlieb, 932 N. Ave., Chicago 20, Ill. Tel: 70935.

WANT—DON E. DICKENSON, 439 W. Fourth St.—Garden City, N.Y. Needs a complete set of 1965 Gottlieb machines. Phone: W. Gottlieb, 932 N. Ave., Chicago 20, Ill. Tel: 70935.

WANT—ARIAN B. RUSSELL, 411 S. Main, Shreveport, La., 71101. Wants complete set 1965 Gottlieb machines. Phone: W. Gottlieb, 932 N. Ave., Chicago 20, Ill. Tel: 70935.

WANT—JACK F. PARRY, 929 S. St. Louis Ave., Chicago, Illinois—used games; shoot them out. Phone: W. Gottlieb, 932 N. Ave., Chicago 20, Ill. Tel: 70935.

WANT—JACK M. WATSON, 460 S. 56th St.—Shreveport, La. looking for 1965 Gottlieb machines. Phone: W. Gottlieb, 932 N. Ave., Chicago 20, Ill. Tel: 70935.

WANT—ROBERT C. NORTH, 210 W. Drexel Blvd.—Chicago, Ill. looking for complete set 1965 Gottlieb machines. Phone: W. Gottlieb, 932 N. Ave., Chicago 20, Ill. Tel: 70935.


WANT—D. W. KRENSKE, 1700 E. 22nd St.—Minneapolis, Minn. looking for complete set 1965 Gottlieb machines. Phone: W. Gottlieb, 932 N. Ave., Chicago 20, Ill. Tel: 70935.

WANT TO TRADE BASEBALLS, POOL TABLES, SHUFFLEBOARDS and pool cues any type. Phone: Ambrose Amusement Co., 26 West 20th St.—New York, N.Y.


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From San Francisco
To The Far Regions Of Texas: Wurlitzer Schools

SAN FRANCISCO—Leonard Hicks, field service representative, held a service school at the Wurlitzer Company's San Francisco Branch on Tuesday, May 5th. Fourteen technicians attended the class on mechanical and electrical-electronic functioning of the Model 3000 phonograph. Participants were: Jerry McLaughlin of F & E Corporation, Reno Nevada; Charles Gelatini and Robert Dapello of Universal Music, Vallejo, California; Daniel Horn of Sacramento, California; Ernie Rose, Bob Bernke and Dick Nutley of San Francisco, California; Glenn Raviold of Folson, California; Bud Cartwright and Jerry Davis of Modern Music, Chico, California; and Stu Brinkley, Hugh Darrell, Frank Page and Richard Youngren from the Wurlitzer Company, San Francisco, California.

During April, Harry Gregg, field service representative, held schools at Opolousa, Louisiana on Tuesday, the 24th, and at Baton Rouge on Thursday, the 28th. Attendees at both schools were: Jake Ratfeck of Bahre Cigarette Service, Abbeville, Louisiana; Joe Lapage and H. Richards of Yarn Novelty Company, Opeloussas Louisiana; L. L. Baldridge and J. T. Mannell of Baldridge Amusement Company, Opelousa, Louisiana; R. C. Nav Roosen and John Bourque of Dixie Phonograph Company, Lafayette, Louisiana; Joe Broque of Earl's Amusement Company, Crowley, Louisiana; John Pichon of Barbin Novelty Company, Crowley, Louisiana; J. E. DePlante of DePlante Amusement Company, New Iberia, Louisiana; and Jim Cason, E. L. Powers, C. Thomas Vincen, W. A. Edwards, W. L. Dickinson, Pat Lene, Billy Johnson, Louis Soule, and L. J. Leget all of State Novelty Company, Inc., Baton Rouge, Louisiana.

AND IN TEXAS—

May 9th through 13th marked the “class days” for a Wurlitzer Phonograph Service School at the Lemon Hotel in Grand Prairie, Texas. The host distributor was Commercial Music Company, Inc. of Dallas, Texas. Forty service technicians attended the four-and-a-half day school, coming from various points in Texas, Kansas and Louisiana. Two Wurlitzer regional sales managers, Ralph D. Cragan and William L. Whitcomb attended as instructors—a harbinger of Wurlitzer's increased sales activity. In addition, two men from the Wurlitzer New Orleans branch were numbered among the participants—W. E. Travis and H. G. Kyzer.

Instructors C. B. Ross, Leonard Hicks, Karel Johnson and Harry Gregg put the students through the steps of schematics, mechanical and electrical-electronic adjustment of the Model 3000. A banquet was held at the famed Cattleman's Steak House in the Dallas-Ft. Worth area, attended by fifty-one, including Raymond B. Williams, H. B. Williams, Gene Williams, Jack Eskew and Mike Koertig of Commercial Music and the Dallas-Wichita Distributing Company, Wurlitzer Distributors.

Following the procedure of these “Thursday night breaks,” in the instruction, speeches were held to a very few words and enjoyment and relaxation were the watchwords. Diplomas of completion were awarded to the service technicians who completed the course as was a small memento.

Mechanical class, taken during the “break,” left to right: Sonny Reel, Bill Smith, J. H. Briner, Bill South, Andrew Grant, Harold Miller, H. C. Kyzer, W. H. Porter, Harry Gregg, David Goodman, Leonard Hicks, Bill Whitcomb and Pete Selman.


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THE GENTRIES
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TREAT HER RIGHT
ROY HAYD
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RAMSEY LEWIS
MOVIN' EASY
RESCUE ME
FONTELLA BASS
SOUL OF THE MAN
LET'S HANG ON
FOUR SEASONS
ON BROADWAY NIGHT
SOME ENCHANTED EVENING
JAY & THE AMERICANS
GIRL
1-2-3
LEN BARRY
BULLSEYE
TREAT HER RIGHT
ROY HAYD
SO LONG, MY LOVE
A LOVER'S CONCERTO
THE TOYS
THIS NIGHT

THE WALL-ETTE

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L M N P Q R S T U V

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service
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Easier installation and faster service make the new Rowe AMI Wall-Ette a collector's dream. Its high-speed service-on-the-spot means greater profits for you. Saves a minimum of five minutes service time per box. On a 12-box location you'll save an hour's labor.

On the other side of the coin... the new Wall-Ette's sleek, compact design, "soft-touch" selector buttons and personalized stereo sound will captivate your customers. Results: more play, bigger collections!

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