CHET ATKINS
MOST PROGRAMMED INSTRUMENTALIST (C& W)
Chet’s phenomenal talent seems to grow each year. Stock up on his single “From Nashville with Love” c/w “Rhythm Guitar” 8781 and his new album, “The Best of Chet Atkins Volume 2” LPM/LSP-3558.

RCA VICTOR
The most trusted name in sound
FRANKIE RANDALL
MOST PROMISING UP & COMING
MALE VOCALIST (PAST 12 MONTHS)
Exciting young personality well deserves the
honor with such material as “Rosemarie” c/w
“Something for Nothing” #8814. Watch the action
on his newest album “I Remember You”
LPM/LSP-3513.
RCA VICTOR
The most trusted name in sound
Annual
Cash Box
Disc Jockey Poll

The Award-Winning Artists are on RCA VICTOR
Our thanks, D.J.'s, for having programmed these award-winning performers.

MOST PROGRAMMED SINGLE
OF PAST 12 MONTHS
#1—Ballad of the
Green Berets—Barry Sadler
MOST PROGRAMMED MALE VOCALIST
#2—Elvis Presley
MOST PROGRAMMED INSTRUMENTALIST
#2—Al Hirt
#4—Peter Nero
MOST PROGRAMMED ORCHESTRA
#2—Henry Mancini
MOST PROMISING UP & COMING MALE VOCALIST
#2—Barry Sadler
#3—John Gary
COUNTRY & WESTERN
MOST PROGRAMMED MALE VOCALIST
#2—Eddy Arnold
#3—Jim Reeves
MOST PROGRAMMED ALBUMS
#1—Best of Jim Reeves
#2—My World—Eddy Arnold
MOST PROGRAMMED VOCAL GROUP
#2—The Browns
MOST PROMISING UP & COMING MALE VOCALIST
#1—Waylon Jennings

On the following pages you'll find the winners together with their recent recordings.
SSgt Barry Sadler now follows up his award-winning “Ballad of the Green Berets” with a new entry—“The ‘A’ Team” c/w “An Empty Glass” #8804. Order his new album: “SSgt Barry Sadler of the Green Berets Sings The ‘A’ Team” LPM/LSP-3605.

RCA VICTOR

The most trusted name in sound
1. “Mr. Tambourine Man”
2. “Turn! Turn! Turn!”
3. “All I Really Want to Do”
4. “Eight Miles High”
5. The Byrds open up a new dimension in consistent single sales with their new one...

5 D (Fifth Dimension)”

Where the action is.

On COLUMBIA RECORDS
Dear Friends:

In most industries, a year's time does not usually uncover many dramatic changes within their structures. Pointing up the dynamic nature of the recording business is the fact that 12 months can create major new situations, including the development of new stars and sounds and even new kinds of exposure routes for recordings. Excitingly so, the past year has been no exception, as the pages of CASH BOX have conveyed from week to week. The last 12 months, for example, have witnessed a remarkable expansion of the pop music base, from the acceptance of the teen beat by a vast audience of adult listeners to the absorption by the pop field of previously limited kinds of musical expressions.

What patterns of change will consume the pages of CASH BOX in the months to come are of vital day-to-day interest to the staff of our publication. It is skillfully adept at keeping the trade abreast of new trends and reporting the facts that support the often subtle reflections of change. Our continued growth—as attested to by this 24th Annual Directory—is, we are grateful to state, a testament to the industry's faith in our views and coverage of trade events.

The officers and directors of CASH BOX join me in expressing to all our friends—from coast to coast, from continent to continent—our gratitude for the opportunity to serve and grow along with the great one-world of music.
APPHLETIZED TOP 100 (INCLUDING PUBLISHERS AND LICENSEES)
The Parrot distributors are busy!

See No. 81

Tom Jones

NOT RESPONSIBLE

parrot #40006

See No. 68

I’des Of March

YOU WOULDN’T LISTEN

parrot #304

... and now another chart buster

Alan Price Set

I PUT A SPELL ON YOU

parrot #3001

Many Top 40 Picks First Week!

The Moody Blues

THIS IS MY HOUSE

(But Nobody Calls)

#1005

produced by Denny Cordell

LONDON

Cash Box—July 2, 1966
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To Cash Box—and the Entire Trade,
Thanks

NEW IMPROVED

A New Song for Young Love
The Lettermen

- And a very special thank you to Steve Douglas, our producer

Cash Box—July 2, 1966
### Music (Domestic) - Part 1

| A | B | C | D | E | F | G | H | I | J | K | L | M | N | O | P | Q | R | S | T | U | V | W | X | Y | Z |
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| Cash Box is proud to announce that the 1965-1966 Annual World-Wide Directory, is the largest issue ever published in our industry. It is our pleasure to enumerate in alphabetical order the advertisers who participated in this year's Directory.
it’s the same in any language

“Combines astounding technique with genuine musical feeling . . . the man is incomparable!”

LONDON (ENGLAND) TIMES

“Een ongelovelijke krachttoer!”

AMSTERDAM (NETHERLANDS) DE TELEGRAAF

“Assolutamente magnifico!”

ROME (ITALY) IL MESSAGGERO

Peter Nero!

“Pianistic brilliance . . . plus a remarkable sense of humor!”

N.Y. HERALD TRIBUNE
current album

“The Shadow of Your Smile”
Columbia

Thanks
For a
Wonderful year;
Andy Williams

Elan Vital, Ltd.

COLUMBIA®
# THE BIG THREE

WINNERS IN EACH CATEGORY OF CASH BOX’ DISK JOCKEY POLL

## MOST PROGRAMMED RECORD

**Tie**  
1. Satisfaction—Rolling Stones—London (Immediate—BMI)  
2. A Taste of Honey—Herb Alpert & The Tijuana Brass—A&M (Songfest—ASCAP)  
3. Yesterday—Beatles—Capitol

## MOST PROGRAMMED ALBUM

**Tie**  
1. Whipped Cream—Herb Alpert & The Tijuana Brass—A&M  
1. Rubber Soul—Beatles—Capitol  
2. Going Places—Herb Alpert & The Tijuana Brass—A&M  
3. September Of My Years—Frank Sinatra—Reprise

## MOST PROGRAMMED MALE VOCALIST

1. Frank Sinatra—Reprise  
2. Elvis Presley—RCA Victor  
3. Bob Dylan—Columbia

## MOST PROMISING MALE VOCALIST

**Tie**  
1. Bob Lind—World Pacific  
1. Frankie Randall—RCA  
2. Barry Sadler—RCA  
3. John Gary—RCA

## MOST PROGRAMMED FEMALE VOCALIST

1. Petula Clark—Warner Bros.  
2. Barbra Streisand—Columbia  
3. Cher—Imperial

## MOST PROMISING FEMALE VOCALIST

1. Nancy Sinatra—Reprise  
2. Marilyn Maye—RCA  
3. Petula Clark—Warner Brothers

## MOST PROGRAMMED VOCAL GROUP

1. Beatles—Capitol  
2. Supremes—Motown  
3. Herman’s Hermits—MGM

## MOST PROMISING VOCAL GROUP

**Tie**  
1. Mamas & Papas—Dunhill  
1. Lovin’ Spoonful—Kama Sutra  
2. We Five—A&M  
3. Simon & Garfunkel—Columbia

## MOST PROGRAMMED ORCHESTRA

1. Herb Alpert & The Tijuana Brass—A&M  
2. Henry Mancini—RCA Victor  
3. Bert Kaempfert—Decca

## MOST PROMISING ORCHESTRA

1. Herb Alpert & The Tijuana Brass—A&M  
2. Sounds Orchestral—Parkway  
3. Brass Ring—Dunhill

## MOST PROGRAMMED INSTRUMENTALIST

1. Herb Alpert & The Tijuana Brass—A&M  
2. Al Hirt—RCA Victor  
3. Ramsey Lewis—Cadet

## MOST PROMISING INSTRUMENTALIST

1. Herb Alpert & The Tijuana Brass—A&M  
2. T-Bones—Liberty  
3. Horst Jankowski—Mercury

Cash Box—July 2, 1966
bobby vinton direction allen klein/time & life bldg./epic records
the rolling stones
management/record production
andrew loog oldham
direction/allen klein
The Rolling Stones
London Records

Twice as Much
MGM Records

Management / Record Production
Andrew Loog Oldham

Direction / Allen Klein
herman's hermits
mgm records

donovan
epic records

mickie most productions
direction/allen klein
dave clark five/ eros international corp.
kags music

president/j.w. alexander

direction/allen klein
gideon music/immediate music
mick jagger/keith richard/andrew loog oldham

direction/ allen klein
only lovers left alive

a motion picture

starring

mick jagger

brian jones

keith richard

charlie watts

bill wyman

screenplay

by

willis hall

and

keith waterhouse

producers / allen klein / andrew loog oldham
GOLDSBORO MEANS HIT ALBUMS

CASH BOX 1966 DJ POLL RESULTS

The following poll results are based on a survey of 4000 disk jockeys in America, and cover, where applicable, a 12 month period ending June 1. Winners in each category are stated as compiled; therefore some artists may appear in “most programmed” and “most promising” categories. Each disk jockey determined those categories in which disk jockeys were to be represented.

SINGLES MOST PLAYED

SATISFACTION—ROLLING STONES—LONDON
BALLAD OF THE GREEN BERET—BARRY SADLER—RCA VICTOR
A TASTE OF HONEY—HERB ALPERT & THE TIJUANA BRASS—A&M

Yesterday—Beatles—Capitol
These Boots Are Made For Walking—Nancy Sinatra—Reprise
Wooly Bully—Sam The Sham & The Pharoah—MGM
It Was A Very Good Year—Frank Sinatra—Reprise
Mr. Brown: You've Got A Lovely Daughter—Herman's Hermits—MGM
Help—Beatles—Capitol
I Got You Babe—Sonny & Cher—A
c
Hang On Sloopy—McCoys—Bang
Second Hand Rose—Barbra Streisand—Columbia
King Of The Road—Roger Miller—Smash
I Can't Help Myself—4 Tops—Motown
Downtown—Petula Clark—Warner Bros.
Lightin' Strikes—Lou Christie—MGM
Sounds Of Silence—Simon & Garfunkel—Mercury
A Walk In The Black Forest—Horst Jankowski—Mercury
Daytripper—Beatles—Capitol
Spanish Eyes—Al Martino—Capitol
Zora The Greer—Herb Alpert & The Tijuana Brass—A&M
Tijuana Taxi—Herb Alpert & The Tijuana Brass—A&M
California Dreamin’—Mama's & Papa’s—Dunhill
Let's Hang On—4 Seasons—Phillips
Soul & Inspiration—Righteous Bros.—MGM
Houston—Dean Martin—Reprise
You've Lost That Lovin' Feeling—Righteous Bros.—Phillies
The Men In My Little Girl's Life—Mike Douglas—Epic
When Liking Turns To Lovin'—Ronnie Dove—Diamond
We Can Work It Out—Beatles—Capitol

MOST PROGRAMMED ALBUMS

WHIPPED CREAM—Herb Alpert & The Tijuana Brass—A&M
RUBBER SOUL—BEATLES—CAPITOL

GOING PLACES—HERB ALPERT & THE TIJUANA BRASS—A&M

September Of My Years—Frank Sinatra—Reprise
My Name Is Barbra—Barbra Streisand—Columbia
Help—Beatles—Capitol
If You Can Believe Your Eyes and Ears—Mama's & Papa's—Dunhill
Beatles '68—Capitol
Sound Of Music—Soundtrack—RCA Victor
Tony's Greatest Hits, Vol. III—Tony Bennett—Columbia
Genius of Jankowski—Horst Jankowski—Mercury
Beach Boys' Party—Capitol
My Name Is Barbra, Two—Barbra Streisand—Columbia
A Man And His Music—Frank Sinatra—Reprise
Dear Heart—Andy Williams—Columbia
Dear Heart—Henry Mancini—RCA Victor
South Of The Border—Herb Alpert & The Tijuana Brass—A&M
Here I Am—Donnie Warwick—Scepter
Out Of Our Heads—Rolling Stones—London
The In Crowd—Ramsay Lewis—Cedart
Big Hits (High Tide and Green Grass)—Rolling Stones—London
From Russia With Love—Soundtrack—United Artists
My Kind Of Broadway—Frank Sinatra—Reprise
Beatles Songbook—Hollywood Strings—Capitol
Blue Midnight—Bert Kaempfert—Decca
Golden Hits of Roger Miller—Smash
Mary Poppins—Soundtrack—Buena Vista
Sinatra '65—Frank Sinatra—Reprise
Supremes At The Copa—Supremes—Motown
Soul & Inspiration—Righteous Brothers—MGM
Beach Boys’ Concert—Capitol
4 Seasons’ Golden Vault Of Hits—Philips

MOST PROGRAMMED MALE VOCALISTS

FRANK SINATRA—REPRISE

ELVIS SINATRA—REPRISE

BOB DYLAN—COLUMBIA

Andy Williams—Columbia
Dean Martin—Reprise
Roger Miller—Smash
Al Martino—Capitol
Tony Bennett—Columbia
Lou Christie—MGM
Gary Lewis—Liberty
Johnny Rivers—Imperial
Ronnie Dove—Diamond

Bobby Goldsby—United Artists
Barry Sadler—RCA Victor
Robert Goulet—Columbia
Gene Pitney—Musicor
Nat King Cole—Capitol
Jack Jones—Rapp
James Brown—King
Steve Lawrence—Columbia
Ray Charles—ABC-Paramount
John Gary—RCA Victor
Glenn Yarbrough—RCA Victor
Trini Lopez—Reprise

CASH BOX—July 2, 1966
THANK YOU!
CASH BOX 1966 DJ POLL RESULTS

MOST PROGRAMMED
FEMALE VOCALISTS

PETULA CLARK—WARNER BROS.
BARBRA STREISAND—COLUMBIA
CHER—IMPERIAL

Nancy Sinatra—Reprise
Nancy Wilson—Capitol
Peggy Lee—Capitol
Connie Francis—MGM
Eydie Gorme—Columbia
Dionne Warwick—Scepter
Lesley Gore—Mercury
Brenda Lee—Decca
Doris Day—Columbia
Patti Page—Columbia

MOST PROGRAMMED
VOCAL GROUPS

BEATLES—CAPITOL
SUPREMES—MOTOWN
HERMAN'S HERMITS—MGM

Rolling Stones—London
Beach Boys—Capitol
Ray Conniff Singers—Columbia
Johnny Mann Singers—Liberty
Ray Charles Singers—Command
Four Freshmen—Capitol
Anita Kerr Singers—RCA Victor
Lettermen—Capitol
Gary Lewis & the Playboys—Liberty
Norman Luboff Choir—Columbia
New Christy Minstrels—Columbia
Peter, Paul, & Mary—Warner Bros.
Mamas & Papas—Dunhill
Dave Clark Five—Epic
Sonny & Cher—Alco
Four Seasons—Philips

MOST PROGRAMMED
ORCHESTRA

TIJUANA BRASS—A&M
HENRY MANCINI—RCA VICTOR
BERT KAEMPFERT—DECCA

St Zenner—RCA Victor
Billy Vaughn—Dot
Sounds Orchestral—Cameo
Percy Faith—Columbia
Horst Jankowski—Mercury
Neal Hefti—RCA Victor
Count Basie—Verve
Hollyridge Strings—Capitol
Jackie Gleason—Capitol
Ramsey Lewis—Cadet
Ray Conniff—Columbia
Lawrence Welk—Dot
T-Bones—Liberty

MOST PROGRAMMED
INSTRUMENTALISTS

HERB ALPERT & THE TIJUANA BRASS—A&M
AL HIRT—RCA VICTOR
RAMSEY LEWIS—CADET

Peter Nero—RCA Victor
T-Bones—Liberty
Horst Jankowski—Mercury
Chet Atkins—RCA Victor
Ventures—Dolton
George Shearing—Capitol
Pete Fountain—Coral
Floyd Cramer—RCA Victor
Pernante & Teicher—United Artists
Roger Williams—Kapp

THANK YOU
FOR MAKING
"LIGHTNIN' STRIKE"
again
"RHAPSODY IN THE RAIN"
and again
"PAINTER"
in 1966

Lou Christie
Thank you....

Connie
THANK YOU DJ’S
FOR MAKING ME
ONE OF THE MOST
PROGRAMMED MALE
VOCALISTS OF 1966

RONNIE DOVE
LATEST HIT
“HAPPY
SUMMER
DAYS”
DIAMOND 205
CURRENT ALBUM

CASH BOX 1966
DJ POLL RESULTS

UP & COMING
MALE VOCALISTS

BOB LIND—WORLD PACIFIC
FRANKIE RANDALL—RCA
BARRY SADLER—RCA
John Gary—RCA
Lou Christie—MGM
Mel Carter—Imperial
S. J. Thomas—Scepter
Len Barry—Decca
Bob Dylan—Columbia
Chris Montez—A&M
Percy Sledge—Atlantic
Roy Head—Backbeat
Wayne Newton—Capitol
Jim Nabors—Columbia
Bobby Goldsboro—United Artists
Mike Douglas—Epic
Barry Young—Dot

UP AND COMING
FEMALE VOCALISTS

NANCY SINATRA—REPRISE
MARILYN MAYE—RCA
PETULA CLARK—WARNER BROTHERS
Bobbe Norris—Columbia
Cher—Imperial
Fontella Bass—Checker
Dionne Warwick—Scepter
Norma Tanega—DynaVoice
Lainie Kazan—MGM
Nancy Ames—Epic
Jackie De Shannon—Imperial
Patty Duke—United Artists
Bobbi Martin—Decca
Verdelle Smith—Capitol

UP AND COMING
VOCAL GROUPS

MAMAS & PAPAS—DUNHILL
LOVIN’ SPOONFUL—KAMA SUTRA
WE FIVE—A&M
Simon & Garfunkel—Columbia
Paul Revere & The Raiders—Columbia
Outsiders—Capitol
Young Rascals—Atlantic
Mexicali Singers—Warner Brothers
McCoy’s—Bang
Bobby Fuller Four—Mustang

UP AND COMING
INSTRUMENTALISTS

HERB ALPERT & THE TIJUANA BRASS—A&M
T-Bones—Liberty
Horst Jankowski—Mercury
Brass Ring—Dunhill

UP AND COMING
ORCHESTRAS

HERB ALPERT & THE TIJUANA BRASS—A&M
SOUNDS ORCHESTRAL—PARKWAY
BRASS RING—DUNHILL
Baja Marimba Band—A&M
Hollyridge Strings—Capitol
Horst Jankowski—Mercury
San Remo Golden Strings—Golden World

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Phil Kahl —
John O’Donohue
1650 Broadway
NEW YORK CITY
Ju 6-3876
VOTED ONE OF THE TOP PROGRAMMED ORCHESTRAS — 1966

His Popularity Has Already Sold Millions Upon Millions Of Albums

Writer of

“STRANGERS IN THE NIGHT”
“WONDERLAND BY NIGHT”
“AFRIKAAN BEAT”
“A SWINGIN’ SAFARI”
“SUNDAY IN MADRID”
“DANKE SCHÖN”

“L-O-V-E”
“BLUE MIDNIGHT”
“SPANISH EYES”
“REMEMBER WHEN (WE MADE THESE MEMORIES)”
“WIEDERSEH’N”
### PAST WINNERS: CASH BOX DJ POLL

#### MOST PROGRAMMED RECORD

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#### MOST PROGRAMMED ALBUM

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#### MOST PROGRAMMED MALE VOCALIST

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#### MOST PROGRAMMED MALE INSTRUMENTALIST

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#### MOST PROGRAMMED FEMALE VOCALIST

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#### MOST PROGRAMMED ORCHESTRA

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#### MOST PROGRAMMED SMALL INSTRUMENTAL GROUP

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Cash Box—July 2, 1966
Continued...
Thanks to the nation's broadcasters, musical directors and ops from coast to coast for making our careers possible.

The Sunrays

P.S. Just released on Tower "Don't Take Yourself Too Seriously"
b/w
"I Look Baby—I Can't See"
(#256)

Pampani Management;
Murray Wilson
9042 La Alba Drive
Whittier, California
213-697-4655

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Show Appearances or
Concerts contact
Associated Booking Corp.
New York 212-HA-1-5200
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Joseph Zerga

WAND MANAGEMENT
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Nashville, Tenn.

GOLDEN
See A.A.

GOLDEN CREST
510 Broadway
Huntington Station, N.Y.

GOLDEN EAGLE
See James/Guyden

GOLDEN GROOVE
See Blue Note

GOLDEN LEAF
1629 Baldwin Rd.
Cleveland Heights, Ohio

GOLDEN STATE
660 Harrison
San Francisco, Calif.

GOLDEN WORLD
4508 Buena Vista
Detroit, Mich.

GONE
See Roulette.

GOOD TIME JAZZ
6411 Malrose Place
Los Angeles 46, Calif.

GOOFUS
402 Wyman Rd.
Mt. Vernon, Ohio

GORDY
See Tamla

GOSPEL
See Savoy

GOTHAM
1401 S. 16th St.
Philadelphia 45, Pa.

GRAHAM
See Circa

GRAND AWARD
1330 16th Ave., N.Y.C.

GREGMARK
1019 N. Angel
Hollywood, Calif.

GROOVE
See RCA Victor

GROVESVILLE
See Golden World

GULLIFORD
103 W. 67th St., N.Y.C.

GUYS
310 W. 16th St., N.Y.C.

HARMON
315 W. 55th St., N.Y.C.

HIT
See DeVille

HIT PARADER
Capitol Dist., Co.
Berdley, Conn.

HITSVILLE
4711 Jersey Ave., Detroit, N.Y.C.

HOMESTYLE
111 Black Ave.
Detroit 1, Mich.

HOLIDAY
Santa Monica, Calif.

HOLIDAY INN
P.O. Box 110
Memphis, Tenn.

HOLLYWOOD
P.O. Box 116
Madison, Tenn.

HOTTEST
810 7th Ave., N.Y.C.

HOPEDALE
894 7th Ave., N.Y.C.

HORIZON
4290 Sunset Blvd.
Hollywood, Calif.

HOWARD
550 5th Ave., N.Y.C.

HUE
P.O. Box 7262
Fl. Worth, Tex.

HULL
1019 Broadway, N.Y.C.

HUMCO
315 57th Ave.
Ogdensburg, Calif.

HUMMINGBIRD
161 S. 7th St.
Salt Lake City, Utah

HURD
301 First St.
Utica, N.Y.

HURON
See King

(Continued on next page)

1966

23 AWARDS

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<td>1811 Alarax, Berkeley, Calif.</td>
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<td>MUSIC MAKERS</td>
<td>6 W. 51st St., N.Y.C.</td>
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<td>506 W. 17th St., N.Y.C.</td>
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<td>4360 W. 6th St., Los Angeles, Calif.</td>
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<td>445 W. 50th St., New York, N.Y.</td>
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<td>177 3rd Ave., Nashville, Tenn.</td>
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<td>NEW YORK SKYLINE</td>
<td>81 Spring Valley Rd., Paramus, N.J.</td>
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<td>NEWAY</td>
<td>75 Front St., Brooklyn, N.Y.</td>
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<td>NEWPORT</td>
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<td>NIKER</td>
<td>7641 &quot;S&quot; St., Chicago, Ill.</td>
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<td>NOCTURNE</td>
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<td>NORMAN</td>
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<td>NUCLAR</td>
<td>1248 Broadway, Columbus, Ga.</td>
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<td>PALAESTRA</td>
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<td>PANART</td>
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<tr>
<td>PARROTT</td>
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<td>PARR</td>
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<td>PARRHEN</td>
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<td>PAT</td>
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<td>PAT MAK</td>
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<tr>
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<td>PEPPER TREE</td>
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<td>PETAL</td>
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<td>PHIL SPECTOR</td>
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<td>PHILIPS</td>
<td>35 E. Wacker Drive Chicago, Ill.</td>
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<tr>
<td>PHILLES</td>
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<td>PHILIPS</td>
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<td>PICKWICK</td>
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<td>PIECES OF EIGHT</td>
<td>2283 Oakdell Rd., North Hollywood, Calif.</td>
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<td>5621 Daniel Ave., Dallas, Texas</td>
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<tr>
<td>PLA-ME</td>
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<td>PLAZA</td>
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<td>POLLY</td>
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<td>SAXONY</td>
<td>P.O. Box 177</td>
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<td>SIMON BAY</td>
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<td>SODERKA</td>
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<td>SOLID GOLD</td>
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<td>SOMERSET</td>
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<td>1550 Lynn Gardens Dr.</td>
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There was supposed to be a three-starred bill offered last night at Basin Street East but, as events developed, the whole show rested on the voice of Dionne Warwick. It was a lucky break for owner Arthur Kettler that the young lady was so good that the evening became something special instead of a dismal flop.

Cab Calloway was signed for last night’s show but a row over billing ensued and Mr. Calloway and his orchestra never did make the scene. Dionne Warwick not only saved the night—she made it memorable. This was her first whack at the big time in New York (her last engagement in town was at the Apollo) and she made the most of it.

She's the feminine counterpart of Trini Lopez, with a rock, rhythm voice that has but one fault—it sometimes gets a bit too shrill and loud. But when she wishes, she can give ballads the tender treatment they demand, although it's obvious that Barbra Streisand is her model rather than Peggy Lee.

Closing to a standing ovation, the vocalist could not oblige her audience with encores because of the double bill.

A striking looker with a voice capable of offbeat effects, Miss Warwick impressed via both her song delivery and her all-around stage savvy. She's a natural for the smart spots, particularly since she demonstrated far more than a teen-slanted talent with her renditions of such songs as "Once In A Lifetime," "Who Can I Turn To," "People," a Portuguese ballad and a turn at the piano on a rousing gospel finale.

The statuesque, charming vocalist sang "Anyone Who Had A Heart" and "Walk On By" and she and the crowd were together. She is a relaxed, professional performer with loads of stage presence.

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Trains, Boats and Planes

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- 5009 Surfer Girl / Little Deuce Coupe
- 5096 Little Saint Nick / The Lord's Prayer
- 5118 Fun, Fun, Fun / Why Do Fools Fall In Love
- 5174 I Get Around / Don't Worry Baby
- 5245 When I Grow Up (To Be a Man)
- 5306 Dance, Dance, Dance / The Warmth Of The Sun
- 5322 The Man With All The Toys / Blue Christmas
- 5377 Please Let Me Wonder / Do You Wanna Dance?
- 5395 Help Me, Rhonda / Kiss Me, Baby
- 5464 California Girls / Let Him Run Wild
- 5540 Little Girl I Once Knew / There's No Other
- 5692 Sloop John B / You're So Good To Me
- 5694 Caroline, No / Summer Means New Love
- 5696 Be True To Your School / In My Room
- 5709 Ten Little Indians / She Knows Me Too Well
- R-5267 4 - By The Beach Boys: Wendy / Don't Back Down / Little Honda / Hushabye

### ALBUMS

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- **SURFIN' U.S.A.** - (S)T 1890
- **SHUT DOWN** - (D)T 1918
- **SURFER GIRL** - (S)T 1981
- **LITTLE DEUCE COUPE** - (S)T 1998
- **SHUT DOWN - VOL.2** - (S)T 2027
- **ALL SUMMER LONG** - (S)T 2110
- **THE BEACH BOYS' CHRISTMAS ALBUM** - (S)T 2164
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- **BEST OF THE BEACH BOYS - VOL.1** - (D)T 2545

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<td>547 West 52nd Street</td>
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<tr>
<td>New York, N.Y.</td>
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<tr>
<td>Dave Seidman, Branch Manager</td>
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Golden World
Heliodor
Kama Sutra
Leo the Lion
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Lost Night
MGM
MTA
Metro
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VeeJay
Verve
Verve
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Handling:
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DGG
Elektra
Golden
Heliodor
Kama Sutra
Karate
Leo the Lion
Living Language
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Metro
Mira
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Surrey
Time
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Handling:
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Leo The Lion
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BOSCO—Bosco

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(Continued on next page)

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Danny calvin—2-3400

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Japan—MA-1—4700

Dan England—MA-1—4700

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251 W. 37th St

Elliot Berman—FL-7-8546

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Orlando, Fla.

Record Supply Co.
720 Franklin St.
Orlando, Fla.

Southern Music
503 W. Central
Orlando, Fla.

Redisco Record Service
1723 Cypress
Tampa, Fla.

(Continued on Next Page)
Georgia
L & F
1227 Spring St., N.W.
Atlanta, Ga.
The Music Pit
4 Broad St., S.W.
Atlanta, Ga.
Gate City Record Serv
1209 Techwood Dr., N.W.
Atlanta, Ga.
Hit Records
1360 Spring St., N.W.
Atlanta, Ga.
Record Center
2381 Piedmont Rd., N.E.
Atlanta, Ga.
Clarksville Record Sales
P. O. Box 198, Washington St.
Clarksville, Ga.
Ralph’s Radio Music
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Demorest, Ga.

Illinois
ABCO
3313 N. Springfield Ave.
Chicago, Ill.
All Records
3006 N. Elston Ave.
Chicago, Ill.
Joe’s Record Shop
550 E. 43rd St.
Chicago, Ill.
Little Alf’s
3316 W. Lawrence Ave.
Chicago, Ill.
Lormor Record Dist.
3214 W. Augusta
Chicago, Ill.
Marquette Records
3215 W. 63rd
Chicago, Ill.
Minnet Record Dist.
2029 S. Michigan Ave.
Chicago, Ill.
Music Box
1301 W. 79th St.
Chicago, Ill.
New Deal Record Dist.
1414 S. Michigan Ave.
Chicago, Ill.
Pan American One Stop
1344 S. Halsted St.
Chicago, Ill.
Profit Vendors
3216 W. Lawrence
Chicago, Ill.
Singer
1812 W. Chicago
Chicago, Ill.
World Dist.
2017 S. Michigan
Chicago, Ill.
Decatur Rak Sales
1320 N. Eldorado-312 N. Water
Decatur, Ill.

World Dist.
5531 Main
Morton Grove, Ill.
S & G Music Store
403 So. Adams
Peeoria, Ill.
Hi Fi One Stop
804 N. Main St.
Peeoria, Ill.
Van Goor
1715 2nd Ave.
Rock Island, Ill.
Platter Record Shop
208 S. 4th St.
Springfield, Ill.

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C C Record Co. of Indiana
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Indianapolis, Ind.
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817 North Fern Ave.
Evansville, Ind.
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1230 South Anthony
Ft. Wayne, Ind.
1661 W. 18th
Indianapolis, Ind.

Iowa
Dart Records
515 E. Locust
Des Moines, Iowa
Mars Sales
1650 Locust
Des Moines, Iowa
Lieberman Record One Stop
1406 E. Grand
Des Moines, Iowa
Records, Inc.
315 12th St.
Des Moines, Iowa

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Wallman Music Store
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Baltimore, Md.

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New England 05
Boston, Mass. 02115

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Boston, Mass.

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Fall River, Mass.

Leslie Sales
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Disco
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Somercott, Mass.

One Stop
30 Nashua St.
Woburn, Mass.

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Bay City, Michigan

Martin & Snyder
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Dearborn, Mich.

Angott Dist. Co.
2616 Puritan Ave.
Detroit, Mich.

New Deal Record Service
13529 Livernois Ave.
Detroit, Mich.

Consolidated
13254 Livernois Ave.
Detroit, Mich.

State Song Shop
3419 Hastings
Detroit, Mich.

Record City
41 S. Division St.
Grand Rapids, Mich.

Jackson Automatic
643 E. Michigan Ave.
Jackson, Mich.

(Cont. on Next Page)
MINNESOTA

Acme
321 Plymouth Ave., N.
Minneapolis, Minn.

All Records
127 N. 7th St.
Minneapolis, Minn.

Brown Bros.
321 Washington Ave., N.
Minneapolis, Minn.

Dart Records, Inc.
730 N. Lyndale Ave.
Minneapolis, Minn.

Rapid Merchandising
8175 Lewis Rd.
Minneapolis, Minn.

Record Service
1913 Plymouth Ave.
Minneapolis, Minn.

Automatic Games Supply
1934 University Ave.
St. Paul, Minn.

Jim’s Records
1724 University Ave.
St. Paul, Minn.

LeBoeuf Novelty Sales
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St. Paul, Minn.

Star Novelty
674 University Ave.
St. Paul, Minn.

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St. Louis, Mo.

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Records
2500 Harney
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Omaha, Nebr.

Lieberman’s
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NEW JERSEY

Fairbanks & Co.
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Burlington, N. J.

Melody Record Shop
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Elizabeth, N. J.

Regent Music
14-16 Plaza Rd.
Fairlawn, N. J.

Relic Rack
136 Main St.
Hackensack, N. J.

Belmont
268 15th Ave.
Newark, N. J.

A. Giacobbe Records
261 So. Orange Ave.
Newark, N. J.

Service One Stop
16 Fenwick St.
Newark, N. J.

Brumford Music
14 Brumford Place
Newark, N. J.

New Jersey OS
175 Clinton Place
Newark, N. J.

Raynor Sales
357 Lyons Avenue
Newark, N. J.

Red Top
261 S. Orange Ave.
Newark, N. J.

Service One Stop
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Springfield, N. J.

Garden State Dist.
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Rochelle Park, N. J.

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(Cont. on Next Page)
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Cash Box—July 2, 1966
**GOLDEN ALBUMS**

(Continued from previous page)

1966

**SUMMER DAYS—Beach Boys—Capitol 17/ST-2354**
**GOLDEN HITS—Roger Miller—Smash 27072/67073**
**BALLADS OF THE GREEN BERTS—Sgt. Barry Sadler—RCA Victor LP—3547/LSP-3547**
**ROY ORBISON’S GREATEST HITS—Vince Taylor—Decca 48000/18900**
**LIVING LANGUAGE SPANISH—Young People!**
**LIVING LANGUAGE FRENCH—Young People!**
**COLOR ME BARBIE—Sister Sledge—Columbia CL-2479/C5-9728**
**I'M THE ONE WHO LOVES YOU—Dean Martin—Reprise—61702/61707**
**BIG HITS (HIGH TIDE & GREEN GRASS)—The Rolling Stones—London LP-1**
**OLIVER—Original Cast—RCA Victor LCLO/ICO-2004**
**SOUTH OF THE BORDER—Herb Alpert’s Tijuana Brass—A&M LP-19788**
**THE LONELY BULL—Herb Alpert’s Tijuana Brass—A&M LP-19781**
**WHAT NOW MY LOVE—Herb Alpert’s Tijuana Brass—A&M LP-1144/LSP-4114**
**HER ALPERT’S TULIANA BRASS, VOL. 2—A&M LP-1585/103**
**MY WORLD—Eddy Arnold—RCA Victor LP—LSP-3466**
**SOUTH PACIFIC—Original Cast—Columbia CL-4189/CS-2040**

**SUMMER DAYS—Beach Boys—Capitol 17/ST-2354**
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Hamilton IV, George
Harris, Phil
Harrison, Wilbert
Hayes, Bill
Haymes, Dick
Heidt, Horace
Heins, Bobby
Herman, Woody
Herman's Hermits
Highwaymen
Hilltoppers
Holly, Buddy
Hollywood Argyles
Hornton, Johnny
Howard, Eddy
Hunt, Pee Wee
Hunter, Tab
Byland, Brian
Impalas
Ink Spots
James, Harry
James, Ken
James, Sonny
Jenkins, Gordon
Johnson, Al
Jones, Jimmy
Jones, Spike

A Rose And A Baby Ruth
The Thing
Kansas City
Davy Crockett
You'll Never Know
Little White Lies
Deep In The Heart Of Texas
My Special Angel
Woodchopper's Ball
Mrs. Brown You've Got A Lovely Daughter
I'm Henry VIII, I am
Michael
Alley-Oop
Battle Of New Orleans
To Each His Own
12th Street Rag
Young Love
Isty Bity Teenie Bikini
Sorry (I Ran All The Way Home)
To Each His Own
The Gypsy
Ciribiribin
One O'Clock Jump
You Made Me Love You
Why Don't You Believe Me
Your Cheating Heart
Have You Heard
Young Love
Maybe You'll Be There
Goodnight, Irene
April Showers b/w Swamp Water
California Here I Come b/w Rockabye Your Baby
You Made Me Love You b/w Ma Blushin' Rosie
Sonny Boy b/w My Mammy
Anniversary Song
Handy Man
Good Timin'
Cocktails For Two
All I Want For Christmas
ABC-Par 1958
Victor 1950
Fury 1950
Cadence 1955
Decca 1943
Decca 1948
Columbia 1941
Decca 1957
Columbia 1945
Decca 1947

Laine, Frankie
La Rossa, Julius
Lanza, Mario
Lawrence, Steve
Lee, Brenda
Lee, Peggy
Lewis, Jerry
Lewis, Jerry Lee
Lombardo, Guy
Maddox, Johnny
Mangano, Sylvana
Mariner, Ralph
Martin, Dean
Martin, Freddy
Jordan, Louis
Justice, Bill
Kempfart, Bert
Kalin Twins
Kallen, Kitty
King, Claude
King, Pee Wee
Kingston Trio
Knight, Evelyn
Kysster, Kay
That's My Desire
Shine
Mule Train
Lucky Ol' Sun
Jezbel
I Believe
Moonlight Gambler
Eh Cumpari
Be My Love
Loneliest Night of the Year
I'm Sorry/That's All You Gotta Do
Manana
Rock-A-Bye Baby With A Dixie Melody
Great Balls Of Fire
Whole Lot Of Shakin' Going On
Third Man Theme
Humoresque
Easter Parade
Christmas Island
Cry Me A River
He's Got The Whole World
Shanty Town
Green Door
Susie Darlin'
Mattie Belle
Auf Weidershen
Crazy Otto
Anna
Cotton
Pretend
That's Amore
Memories Are Made Of This
Everybody Loves Somebody
Piano Concerto In B Flat
White Christmas
Wonderland By Night
When
Little Things Mean A Lot
Wolverton Mountain
Slow Poke
*Tom Dooley
A Little Bird Told Me
Three Little Fishes
Jingle Jangle Jingle
Praise The Lord
Strip Polka
Who Wouldn't Love You
Woody Woodpecker

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MILLION-SELLERS

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<td>*King Of The Road</td>
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*Discos Inc. 861 Washington St. Buffalo, N. Y.—Carl Glasier

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Statewide Record Sales 119 Eastwood Terrace Rochester, N. Y.—Len Friedman 
Universal Record Sales 1326 Clinton Ave. N. Rochester, N. Y. 
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Oklahoma

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B'way

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Sundries

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Hoffman

1226

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Lansdowne,

Henrietta

985

W.

N.W.

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  120 W. Hastings
  Vancouver 3, British Columbia
- John MacMillan

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<tr>
<th>Name</th>
<th>Address</th>
<th>Phone</th>
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<tbody>
<tr>
<td>Tim Baxter</td>
<td>1650 Broadway</td>
<td>Cl 7-6646</td>
</tr>
<tr>
<td>Mal Gramayan</td>
<td>15 East 48th St.</td>
<td>EL 5-7752</td>
</tr>
<tr>
<td>Bob Terey</td>
<td>1650 Broadway</td>
<td>Cl 3-2772</td>
</tr>
<tr>
<td>Chuck Brown</td>
<td>404 Madison Ave.</td>
<td>NA 1-4580</td>
</tr>
<tr>
<td>Paul Brown</td>
<td>507 5th Ave.</td>
<td>MU 3-2031</td>
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<tr>
<td>Budd Preid</td>
<td>200 West 57th St.</td>
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<td>Don Delmer</td>
<td>35 East 35 St.</td>
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<td>Connee DeNeve</td>
<td>200 West 57th St.</td>
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<td>Dizoequ-A-Roaming</td>
<td>250 Beach 137 St.</td>
<td>634-2542</td>
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<td>Bill Doll</td>
<td>1700 Broadway</td>
<td>JU 4-8994</td>
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<tr>
<td>Henry O. Darmann</td>
<td>988 Fifth Ave.</td>
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<td>Marvin Dragor</td>
<td>424 Madison Ave.</td>
<td>MU 4-1078</td>
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<td>Austindraw, Inc.</td>
<td>Philosophy Ave.</td>
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<td>Charlie Earl</td>
<td>1776 Broadway</td>
<td>JU 6-6994</td>
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<td>Jack Egan</td>
<td>45 Waddover Rd.</td>
<td>YO 8-7969</td>
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<td>Elshick &amp; Glück</td>
<td>200 W. 57th St.</td>
<td>LT 1-6562</td>
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<td>Alan Ellick Assoc.</td>
<td>864 Broadway</td>
<td>AL 4-7604</td>
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<tr>
<td>Harold Ellicott</td>
<td>Hotel Empire Broadway</td>
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<td>Mildred Fields</td>
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<td>Kim Garfield</td>
<td>527 Madison Ave.</td>
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<td>Richard Garth</td>
<td>200 W. 57th St.</td>
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<td>Glenn Productions</td>
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<td>Gordon-Barnes Ent.</td>
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<td>Ron Guentz</td>
<td>200 W. 57th St.</td>
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<td>Guzman-Brown Assoc.</td>
<td>850 Seventh Ave.</td>
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<td>Guttman-Vandervet &amp; Bob Cochran</td>
<td>161 W. 34th St.</td>
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<td>Jim Harran</td>
<td>110 W. 47th St.</td>
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   - (RCA VICTOR)

## MOST PROGRAMMED FEMALE VOCALIST

1. **CONNIE SMITH**
   - (RCA VICTOR)

2. **LORETTA LYNN**
   - (DECCA)

3. **DOTTIE WEST**
   - (RCA VICTOR)

## MOST PROGRAMMED VOCAL GROUP

1. **WILBURN BROS.**
   - (DECCA)

2. **BROWNS**
   - (RCA VICTOR)

3. **STATLER BROS.**
   - (COLUMBIA)

## MOST PROGRAMMED INSTRUMENTALIST

1. **CHET ATKINS**
   - (RCA VICTOR)

2. **BUCK OWENS**
   - (CAPITOL)

3. **PHIL BAUGH**
   - (LONGHORN)

## MOST PROGRAMMED INSTRUMENTALIST

1. **PHIL BAUGH**
   - (LONGHORN)

2. **WELDON MYRICK**
   - (RCA VICTOR)

3. **LLOYD GREEN**
   - (LITTLE DARLIN')

## MOST PROGRAMMED BAND

1. **BUCKAROOS**
   - (CAPITOL)

2. **TEXAS TROUBADORS**
   - (DECCA)

3. **BRAZOS VALLEY BOYS**
   - (CAPITOL)
#1—MALE VOCALIST

#1—ORCHESTRA (The Buckeroos)

#1—MOST PROGRAMMED SINGLE ("Waitin' In Your Welfare Line")

Current Albums:

“Dust on Mother’s Bible”  
(Capitol T/ST 2497)

“Roll Out the Red Carpet”  
(Capitol T/ST 2443)

Current Single:

“Think of Me”  
(Capitol 5647)

And Coming Soon: Our first “Live” album recorded at Carnegie Hall

Management: Jack McFadden  
1904 Truxton, Suite 7  
805-Fa-7-7201—Fa-7-1000

Buck Owens  
FAN CLUB  
P.O. Box 128  
Edison, Calif. 93220

It takes people like you to make people like me—
Thanks, Buck
THANKS
FOR A
GREAT YEAR

COLUMBUS
Cash
162
W.
815
16th
MOELLER,
phone:
"LITTLE
BUTLER
SINGING
GREAT
THANKS
SPECIAL
CURRENT
TALENT
SPINNING
b/w
4-43685
PEDRO"
SINGLE:
A
29"
THANKS
WILBURN BROS. DECCA
BROWNS—RCA VICTOR
STATLER BROS.—COLUMBIA
Hardin Trio—Columbia
Flatt & Scruggs—Columbia
Osborne Bros.—Decca
Blue Boys—RCA Victor
Jim & Jessie—Epic
Carter Family—Columbia
Butlers—Columbia
George Jones & Gene Pitney—Musicor
Glaser Bros.—MGM
Louvin Bros.—Capitol
Jordanaires—Columbia
Willis Bros.—Starday
Bill Anderson & Jan Howard—Decca
Johnny & Joanie Mosby—Columbia
Wilma Lee & Stoney Cooper—Decca
Anita Kerr Singers—RCA Victor
George Jones & Melba Montgomery—Musicor

MOST PROGRAMMED
COUNTRY SINGLE

WAITIN’ IN YOUR WELFARE LINE—BUCK OWENS
GIDDYUP GO-RED SOVINE—STARDAY
MAKE THE WORLD GO AWAY—EDDY ARNOLD—RCA VICTOR
Tiger By The Tail—Buck Owens—Capitol
The Bridge Washed Out—Warner Mack—Decca
I Want To Go With You—Eddy Arnold—RCA Victor
Engine, Engine #9—Roger Miller—Smash
Green, Green Grass of Home—Porter Wagoner—RCA Victor
If I Talk To Him—Connie Smith—RCA Victor
Ballad Of The Green Berets—Sgt Barry Sadler—RCA Victor
The One On The Right Is The Left—Johnny Cash—Columbia
Is It Really Over—Jim Reeves—RCA Victor
Buckaroos—Buck Owens—Capitol
Tippy Toeing—Hardin Trio—Columbia
The Race Is One—George Jones—Musicor
Flowers On The Wall—Statter Bros—Columbia
Born Loser—Don Gibson—RCA Victor
May The Bird Of Paradise Fly Up Your Nose—Little Jimmy Dickens—Columbia
Behind The Tear—Sonny James—Capitol
What’s He Doing In My World—Eddy Arnold—RCA Victor

COUNTRY ALBUMS

BEST OF JIM REEVES—RCA VICTOR
MY WORLD—EDDY ARNOLD—RCA VICTOR
I’VE GOT A TIGER BY THE TAIL—BUCK OWENS—CAPITOL
Roll Out The Red Carpet—Buck Owens—Capitol
The Other Woman—Ray Price—Columbia
Golden Hits Of Roger Miller—Smash
Instrumental Hits Of Buck Owens & The Buckaroos—Capitol
Behind The Tear—Sonny James—Capitol
Before You Go/No One But You—Buck Owens—Capitol
Cute ‘n Country—Connie Smith—RCA Victor
On The Bandstand—Buck Owens—Capitol
Blue Kentucky Girl—Loretta Lynn—Decca
First Thing Every Morning—Jimmy Dean—Columbia
Buck Owens Songbook—Capitol
Roger And Out—Roger Miller—Smash
Country Willie—Willie Nelson—RCA Victor

COUNTRY BANDS

BUCKAROOS—CAPITOL
TEXAS TROUBADORS—DECCA
BRAZOS VALLEY BOYS—CAPITOL
Lone McAuliffe’s Cimmaron Boys—Capitol
Flatt & Scruggs—Columbia
Cherokee Cowboys—Columbia
Jones Boys—Musicor
Bob Wills—Southern Gentlemen—Capitol

COUNTRY INSTRUMENTALISTS

CHET ATKINS—RCA VICTOR
BUCK OWENS—CAPITOL
PHIL BAUGH—LONGHORN
Floyd Cramer—RCA Victor
Roy Clark—Capitol
Pete Drake—Smash
Merle Travis—Capitol
Jimmy Martin—Decca
Ernest Tubbs—Decca
Billy Grammer—Epic
Joe Maphis—Merritt
Jimmy Bryant—Imperial
Buck Ryan & Smitty Irvin—RCA Victor
Boots Randolph—Monument
Hank Snow—RCA Victor

Cash Box—July 2, 1966
WAYLON JENNINGS
MOST PROMISING UP & COMING
MALE VOCALIST
New entry in the country field walks off with the top award. No wonder! His new single “Time to Bum Again” c/w “Norwegian Wood” #8822 and latest album “Folk—Country” LPM/LSP-3523 are two of the best reasons.

RCA VICTOR
The most trusted name in sound
Thank you Dee-Jays for voting me #1
MOST PROMISING MALE VOCALIST
1966
And a special thanks also to WSM for making me the Newest Star of the GRAND OLE OPRY

RAY PILLOW

Current Single:
"I'LL TAKE THE DOG"
with Jean Shepard
Watch for my new release on

RAY PILLOW

COUNTRY POLL WINNERS
COUNTRY UP & COMING MALE VOCALISTS

RAYON JENNINGS—RCA VICTOR
RAY PILLOW—CAPITOL
MERLE HAGGARD—CAPITOL
DICK CURLESS—TOWER
Johnny Dollar—Columbia
Buddy Cagle—Imperial
Bill Phillips—Decca
Warner Mack—Decca
Red Simpson—Capitol

WAYLON JENNINGS—RCA VICTOR
RAY PILLOW—CAPITOL
MERLE HAGGARD—CAPITOL
DICK CURLESS—TOWER
Johnny Dollar—Columbia
Buddy Cagle—Imperial
Bill Phillips—Decca
Warner Mack—Decca
Red Simpson—Capitol
Barry Sadler—RCA Victor
David Houston—EPIC
Hank Williams, Jr.—MGM
Jack Green—Decca
Bob Luman—Hickory
Van Trevor—Band Box
Jimmy Hay—Hickory
Don Bowman—RCA Victor
Billy Mize—Columbia

JENNY SEALLY—MONUMENT
WILMA BURGESS—DECCA
RAY ADAMS—TOWER
Lloyd Green—LITTLE DARLIN'
Roy Clark—Capitol
Jimmy Bryant—Imperial

JEANNIE SEALLY—MONUMENT
WILMA BURGESS—DECCA
RAY ADAMS—TOWER
Lloyd Green—LITTLE DARLIN'
Roy Clark—Capitol
Jimmy Bryant—Imperial
Jody Miller—Capitol
Connie Smith—RCA Victor
Boots Till—Copa
Dottie West—RCA Victor
Wanda Faye—Columbia
Bonnie Guitar—Dot
Melba Montgomery—Musicor

COUNTRY UP & COMING INSTRUMENTALISTS

PHIL BAUGH—LONGHORN
WELDON MYRICK—RCA VICTOR
LLOYD GREEN—LITTLE DARLIN'
Roy Clark—Capitol
Jimmy Bryant—Imperial

PHIL BAUGH—LONGHORN
WELDON MYRICK—RCA VICTOR
LLOYD GREEN—LITTLE DARLIN'
Roy Clark—Capitol
Jimmy Bryant—Imperial
Buckaroos—Capitol
Ray Edenton—Columbia
Mack Magaha—
Harold Morrison—Decca
Buck Trent—

COUNTRY UP & COMING VOCAL GROUPS

STATLER BROS.—COLUMBIA
HARDEN TRIO—COLUMBIA
BLUE BOYS—RCA VICTOR
DICK CURLESS &
RAY ADAMS—TOWER
Osborne Bros.—Decca
George Jones & Gene Pitney—Musicor
Merle Haggard &

STATLER BROS.—COLUMBIA
HARDEN TRIO—COLUMBIA
BLUE BOYS—RCA VICTOR
DICK CURLESS &
RAY ADAMS—TOWER
Osborne Bros.—Decca
George Jones & Gene Pitney—Musicor
Merle Haggard &
Bonnie Owens—Capitol
Gene Pitney &
Melba Montgomery—Musicor
Willie Bros.—Starday
Brownie—RCA Victor
Jean Sheppard & Ray Pillow—Capitol
Canadian Sweethearts—A & M
Stonemans—MGM

COUNTRY MALE VOCALISTS

BUCK OWENS—CAPITOL
EDDY ARNOLD—RCA VICTOR
JIM REEVES—RCA VICTOR
Roger Miller—Smash
George Jones—Musicor
Warner Mack—Decca
Bill Anderson—Decca
Ray Price—Columbia
Porter Wagoner—RCA Victor
Johnny Cash—Columbia
Sonny James—Capitol
Ray Pillow—Capitol
Stonewall Jackson—Columbia
Charlie Louvin—Capitol
Ernest Ashworth—Hickory

BUCK OWENS—CAPITOL
EDDY ARNOLD—RCA VICTOR
JIM REEVES—RCA VICTOR
Roger Miller—Smash
George Jones—Musicor
Warner Mack—Decca
Bill Anderson—Decca
Ray Price—Columbia
Porter Wagoner—RCA Victor
Johnny Cash—Columbia
Sonny James—Capitol
Ray Pillow—Capitol
Stonewall Jackson—Columbia
Charlie Louvin—Capitol
Ernest Ashworth—Hickory
Willie Nelson—RCA Victor
Dave Dudley—MCA
Hank Locklin—RCA Victor
Del Reeves—United Artists
Marty Robbins—Columbia
Hank Snow—RCA Victor
Bobby Bare—Decca Victor
Jimmy Dean—Columbia
Carl Blevs—RCA Victor
Red Sovine—Starline
Waylon Jennings—RCA Victor
Merle Haggard—Capitol
Don Gibson—RCA Victor
Barry Sadler—RCA Victor
Nat Stuckey—Paula

COUNTRY FEMALE VOCALISTS

CONNIE SMITH—RCA VICTOR
LORETTA LYNN—DECCA
DOTTIE WEST—RCA VICTOR
NORMA JEAN—RCA VICTOR
Kitty Wells—Decca
Wilma Burgess—Decca
Wanda Jackson—Capitol

CONNIE SMITH—RCA VICTOR
LORETTA LYNN—DECCA
DOTTIE WEST—RCA VICTOR
NORMA JEAN—RCA VICTOR
Kitty Wells—Decca
Wilma Burgess—Decca
Wanda Jackson—Capitol
Jean Sheppard—Capitol
Bonnie Owens—Capitol
Skeeter Davis—RCA Victor
Jody Miller—Capitol
Melba Montgomery—Musicor
Jan Howard—Decca
Rose Maddox—Cathay

Cash Box—July 2, 1966
JIM REEVES
MOST PROGRAMMED ALBUM
(PAST 12 MONTHS)
“The Best of Jim Reeves, Volume 2” LPM/LSP-3482(e) is enduring proof of Jim Reeves’ great talent and lasting appeal. Jim’s latest single is “Distant Drums” c/w “Old Tige” #8789. Stock ‘em both.

RCA VICTOR
The trusted name in sound
<table>
<thead>
<tr>
<th>Rank</th>
<th>Song Title</th>
<th>Artist/Composer</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Take Good Care of Her</td>
<td>George Paxten</td>
</tr>
<tr>
<td>2</td>
<td>Would You Hold It Against Me</td>
<td>Buck Owens</td>
</tr>
<tr>
<td>3</td>
<td>Think of Me</td>
<td>Lanny Ross</td>
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<td>4</td>
<td>Talkin' to the Wall</td>
<td>Gladys O'Connell</td>
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<tr>
<td>5</td>
<td>Don't Touch Me</td>
<td>Johnny Reno</td>
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<tr>
<td>6</td>
<td>Distant Drums</td>
<td>Ray Price</td>
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<tr>
<td>7</td>
<td>Evil on Your Mind</td>
<td>Red Lane</td>
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<tr>
<td>8</td>
<td>The Last Word in Lonesome Is Me</td>
<td>Bill Anderson</td>
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<tr>
<td>9</td>
<td>Swingin' Doors</td>
<td>Tompall GLASER</td>
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<tr>
<td>10</td>
<td>Don't Touch Me</td>
<td>Inez Andrews</td>
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<tr>
<td>11</td>
<td>A Way to Survive</td>
<td>Max Byrds</td>
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<tr>
<td>12</td>
<td>I'll Take the Dog</td>
<td>Sonny James</td>
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<tr>
<td>13</td>
<td>(Yes! I'm Hurting)</td>
<td>Don Gibson</td>
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<tr>
<td>14</td>
<td>Put It Off Until Tomorrow</td>
<td>Bill Phillips</td>
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<tr>
<td>15</td>
<td>Catch a Little Raindrop</td>
<td>Claude King</td>
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<tr>
<td>16</td>
<td>Standing in the Shadows</td>
<td>Hank Williams, Jr.</td>
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<tr>
<td>17</td>
<td>You Ain't Woman Enough</td>
<td>Loretta Lynn</td>
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<tr>
<td>18</td>
<td>Ain't Had No Lovin'</td>
<td>Connie Smith</td>
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<tr>
<td>19</td>
<td>Born to Be in Love With You</td>
<td>Johnny Lee</td>
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<td>20</td>
<td>Day for Decision</td>
<td>Johnny Lee</td>
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<tr>
<td>21</td>
<td>Steel Rail Blues</td>
<td>Johnny Lee</td>
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<tr>
<td>22</td>
<td>I Love You Drops</td>
<td>Bill Anderson</td>
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<tr>
<td>23</td>
<td>The Lovin' Machine</td>
<td>Johnny Paycheck</td>
</tr>
<tr>
<td>24</td>
<td>Time to Bum Again</td>
<td>Ray Price</td>
</tr>
<tr>
<td>25</td>
<td>The Count Down</td>
<td>Hank Snow</td>
</tr>
</tbody>
</table>

**Country Top 50**

**Thank You**

FOR VOTING US ONE OF THE BEST GROUPS FOR 1966

**FLATT & SCRUGGS**

Current Single

**FOR LOVIN' ME**

c/w

**COLOURS**

Columbia 4-43627

**LATEST ALBUM**

CL 2443

CS 9243

**SWEET LOVE AND HAPPINESS**

Farin Jahangiri (Mercury 72576)

**TAXPAYER'S LITTLE**

Buddy Starkey (Decca 31975)

**PREACH THE MAIN**

Red Sovine (Starday 766)

**BOTTLELAND**

Tex Williams (boro 1040)

**HARD TIMES**

Osborne Brothers (Decca 31977)
CONNIE SMITH

MOST PROGRAMMED FEMALE

Good things come in small packages and this little gal keeps on rolling up the awards. Connie's latest: "Ain't Had No Lovin'" c/w "Five Fingers to Spare" #8842—"Miss Smith Goes to Nashville"
LPM/LSP-3520.

RCA VICTOR

The most trusted name in sound

Cash Box—July 2, 1966
A LONER (1:59) [Cedarwood, BMI—Walker, Powell]  
LOVE'S SOMETHING (2:17) [Cedarwood, BMI—Pierce, Powell, Walker]  
WEBB PIERCE (Deca 31982)  
Webb Pierce can certainly count on chalking up a heap of sales with this cute called "A Loner." Side is a charming, easy-paced romance item with a real infectious sound, done up in the charter's usual fine style. "Love's Something (I Can't Understand)" is a plaintive, melancholy tale of woe.

I DREAMED I SAW AMERICA ON HER KNEES (2:21)  
[Warden, BMI—Mullins]  
WHEN I REACH THAT CITY (4:40)  
[Winsett, SESAC—White-Oliver]  
PORTER WAGONER (RCA Victor 8882)  
Currently climbing the charts with "I Just Came To Smell The Flowers," Porter Wagoner is a good bet to score with this stanza tabbed "I Dreamed I Saw America On Her Knees." Lid is a strong, feelingful recitation about mankind's return to faith. "When I Reach That City" is a lively effort taken from the LP, "The Grand Old Gospel," which also features the Blackwood Brothers Quartet.

AT EASE HEART (2:45) [Acuff-Rose, BMI—Jay]  
THE NEAREST THING TO HEAVEN (2:49) [Acuff-Rose, BMI—Worth]  
ERNIE ASHworth (Hickory 1409)  
Not far behind his "I Wish" charter, Ernie Ashworth is sure to score well with this latest stand dubbed "At Ease Heart." The side is a medium-paced, choruss-sided number about trying to chuck the blues. "The Nearest Thing To Heaven" is a warmhearted romance.

I REMEMBER YOU (2:30) [Paramount, ASCAP—Mercer, Schertzinger]  
A TRAVELIN' MAN (2:15) [Turner, Nilsson]  
SLIM WHITMAN (Imperial 66181)  
Here's an item by Slim Whitman that should at least equal his recent "Twelfth Of Never" effort in the sales department. This one, "I Remember You," is another revival, sweetened with the insatiable Whitman sound. Buyers and spinners should like it. "A Travelin' Man" is a slow-moving, lonesome-sounding blues.

WHAT IS AN AMERICAN (2:23) [Tarheel, BMI—Arr: York]  
LIVE SOME WHILE YOU'RE HERE (2:01) [Starday, BMI—Sprouse]  
MINNIE PEARL (Saturday 764)  
Just off her recent comic platter, "Giddyup Go Answer," Minnie Pearl should be right back in the money-making scene with this item called "What Is An American." A light, philosophical narrative on the behavior patterns of Americans, the deck should capture lots of attention. "Live Some While You're Here" is a happy-go-lucky charmer.

IF TEARDROPS WERE SILVER (2:17) [Tree, BMI—Wayne]  
OUTSTANDING IN YOUR FIELD (2:47)  
[Screen Gems-Columbia, BMI—Lee]  
JEAN SHEPARD (Capitol 5681)  
Hot on the heels of her recent smash, "Many Happy Hangovers To You," Jean Shepard is set to do a lot more Top 50 business with this item titled "If Teardrops Were Silver." A very pretty, bittersweet heartbreaker, the tune gets a good job from the lary. "Outstanding In Your Field" is a cute, percolatin' bouncer with an appealing flavor.

CRUMBS OF YOUR LOVE (2:10)  
[Jomac, Page Boy, SESAC—McDaniels]  
COUNTRY MUSIC (2:05) [Sun-Vine, BMI—Green]  
COMPTON BROTHERS (Dot 16895)  
The Compton Brothers have made an impressive Dot debut with this item called "Crumbs Of Your Love." The group comes off in excellent fashion with this lid, which is a twangy, midtempo bluesier. Flip, "Country Music," is a walloping, high-steppin' novelty which may also garner plenty of action.

BOBBY JOBE (Trac 104)  
(8+) OUT OF PLACE (2:50) [Owen, BMI—Nixon]  
Bobby Joe could garner some nice action with this piece, a touching tale of a man who falls for a gal who's out of his league.  
(B) ALL THE LONELINESS (2:25) [Owen, BMI—Salter, Joe]  
Undercut is a rompin', stompin' raunchy heartbreaker.

PEE WEE KING (Coca 1275)  
(8+) HOPE, FAITH AND LOVE (1:54) [Bideawee, BMI—Stewart, King]  
Pee Wee King can easily step back into the spotlight with this galloping, low-key saga of a man who learns to believe.  
(B+) HISTORY REPEATS ITSELF (2:39) [Glasser, BMI—Starcher]  
This side is a potent cover of the Buddy Starcher smash.

DON KIRKLAND (Delta 413)  
(8+) WHAT ABOUT THEM (2:25) [Howl, BW BMI—Davis]  
Don Kirkland stands an excellent chance to jump into the big picture with this sentimental, twangy tale of a cheating couple.  
(B) COME ON OVER (1:55) [Howl, BW BMI—Davis]  
Flip is a light, bouncy takeoff on a popular cigarette commercial.

LEE ROSE (Country Hit 402)  
(B) LIVING ON THE WILD SIDE (2:40) [Sunsetbrook, BMI—Rose, Rosamond]  
Lee Rose may cause a stir with this twangy, warning-filled tale of a man whose woman plays around.  
(B) LONELY IN HEART—LONELY IN MIND (2:27) [Big D, BMI—Rose, Rosamond]  
Flip is a throbbing tale of sorrow and heart ache.
The Country Song and Performance of the Year!

HANK WILLIAMS, JR.

Standing in the Shadows

K-13504
COUNTRY ROUND UP

Loretta Lynn's latest tour was interrupted last week when she came very close to succumbing to exhaustion on heart overwork. After nearly passing out, Loretta was flown to Nashville and immediately checked into Miller's Clinic. All of us here would like to extend our sincere wishes for a speedy recovery to one of the sweetest gals in the business. Hurry up back, Loretta.

Never let it be said that Country Music has no heart. At least not in Kansas. Kansas throughout the state today are "thinking goodness" for the likes of the guys with the guitars and fiddles. The recent vicious tornadoes wrought complete havoc in most areas of the state, and specifically in the Topeka area, where a large contingent of country musicians were set to perform last night. Losses were estimated in the millions, and the Topeka Auditorium, site of the show, was left in shambles—but the show went on.

Loretta Lynn

VETERAN MID-WEST PROMOTER HAP PEEBLES, AND THE ENTERTAINMENT ENTERPRISE, HEADED BY FERLIN HUSKY, WILMA LEE AND STONEY COOPER AND STRINGBEAN, ALONG WITH THE TAYLOR SISTERS, LEON DOUGLAS, VERA STOULL AND JANET MCBRIDE, PRODUCED A MARATHON BENEFIT THROUGH WIBW-TV AND THE KANSAS STATE NETWORK. PROCEEDS OF THE SPECTACULAR WERE DONATED TO THE RED CROSS AND SALVATION ARMY. HIGH-LIGHT OF THE FUND RAISER, EMCEED BY PEEBLES WITH DONATION BY THE ARTISTS, WAS AN APPEAL BY TOPEKA MAYOR CHARLES WRIGHT AND A SIMILAR VIDEO TAPE REQUEST BY PRESIDENT Lyndon B. JOnson.

GRAND OLE OPRY REGULARS GRANDPA JONES AND PORTER WAGONER WILL BE CELEBRITY ATTRACTIONS AT THIS YEAR'S THIRD NATIONAL DREAMER RALLY AT BEECH BEND PARK, BOWLING GREEN, KY. JULY 20-23. JONES HAS BEEN NAMED THE RALLY'S OFFICIAL "COACHMASTER" AND WILL PRESIDE OVER RALLY ACTIVITIES EXPECTED TO ATTRACT APPROXIMATELY 4,000 CAMPERS FROM ACROSS THE NATION. PORTER AND THE WAGONMEN WILL PROVIDE ENTERTAINMENT ON JULY 22. THE RALLY IS STAGED FOR DREAMER PICKUP CAMPER OWNERS ONLY AND IS SPONSORED BY TRAVEL INDUSTRIES, INC., THE OSWEGO, KAN., NATIONAL RURAL OUTDOOR RECREATION AREA; D.C. H AND THE CONCERNED COMMISSION FOR OUTDOOR RECREATIONAL VEHICLE PRODUCTS.

WSM PREXY JOHN DEWITT, REX G. HOWELL OF KREX-GRAND JUNCTION, COLORADO AND BPTF-TAPE RANCH R. H. MASON HAVE BEEN ELECTED TO THE BOARD OF DIRECTORS OF BMI. THE THREE REPLACE RETIRING DIRECTORS LEONARD RAPINER, EUGENE W. JONES AND ORVILLE WATANABE.

Robert O. Reynolds and Ward L. Quance

JIMMY DEAN FLEW TO LONDON, JUNE 2 TO HOST THE HIPMODRENE SHOW, TO BE SHOWN ON AMERICAN TV (SERIES AS A NATIONWIDE TV SPECIAL. DEAN REMAINED IN LONDON UNTIL JUNE 8 WHEN HE RETURNED FOR A WEEKEND ENGAGEMENT AT THE CAFE LA DOMA IN LONDON.

LLOYD "GREEN STRING'S" GREEN HAS JUST COME UP WITH HIS FIRST ALBUM FOR LITTLE DIXON RECORDS, A 10-TRACK ALBUM FOR ANY LABEL. THE LP, "DAY FOR DAY," SHOWS NEGRO AND COUNTRY ROADS ADAPTED FROM THE JOHNNY SEA SHAMS AND HAS ALREADY FOUND FAVORABLE ACCEPANCE ON A REGULAR SCALE. LOOKS LIKE THE LP MAY FIND THE SAME ACCEPTANCE ON THE CONSUMER LEVEL.

ROBERT MILLS DIXON

BONNIE SELFF, AWARD-WINNING SONGWRITER FROM SPRINGFIELD, MO., HAS BEEN SIGNED TO AN EXCLUSIVE WRITING CONTRACT WITH THE CEDARWOOD PUBLISHING CO. SELFF'S MAJOR MUSIC PRODUCTIONS TO DATE HAVE BEEN WITH BRENDA LEE, FOR WHOM HE PENNED SUCH TUNES AS "I'M SORRY," "SWEET NIGHTDREAMS," "EVENTUALLY," "EVERYBODY LOVES ME BUT YOU" AND HER NEWEST "ROCKING 'N' ROLL TO KNOCK ME OUT." OTHER ARTISTS WITH SUCCESSFUL SELF-TUNES TO THEIR CREDIT INCLUDE BILLY JOE, BILL WALKER AND DUDE DULY, RONNIE, HIS WIFE AND SIX-FOOT TALL COWBOY FROM SPRINGFIELD HOMEBASE WITHIN THE NEXT TWO WEEKS.

WANDA JACKSON AND HUSBAND BOUGHT AND PICKED UP A BRAND NEW 1966 CADILLAC RECENTLY. AFTER FIVE DAYS OF OWNERSHIP, WHILE RIDING ON THE TEXAS PANHANDLE, A DEER RAN IT OVER. THEY NOW HAVE A LEFT SIDED CAR. THE MORAL OF THE STORY IS: DON'T EVER WESS WITH TEXAS DEER.

BETTY DEE REEFS HER FIRST RELEASE ON VOXES RECORDS, "YOUR KISSES & LIES" B/W "WHO'S TO BLAME." DEEJAYS CAN GET COPIES BY WRITING HER AT 8331 VAN BUREN DR., PITTSBURGH, PA.

A MEMORABLE QUOTE FROM BIFF COTTRELL: "THAT IS A GOOD DRINK JUST AS EASILY SITTING DOWN AS THEY CAN STAND UP, BUT FEW PEOPLE CAN STAND UP AS WELL AFTER THEY'VE HAD A PITCHER OF IT. IF YOU DRINK IT DOWN AS THEY CAN SIT DOWN AFTER DRINKING IT UP." PERSONAL ADVICE TO BIFF: AFTER READING THAT COMMENT, A GOOD MANY PEOPLE ARE JUST GOING TO GIVE UP DRINKING.
A.E.A. Forms 2 Country Labels

ELMHURST, Ill.—The formation of two new country labels, Scarlo and Fine-R-Tone Records, was announced this week (27) by Audio Engineering Associates, Brian Fisher, who penned the white-back award-winning “Old Moon,” will head up the A.E.R and product development departments for the labels, while the firm’s former chief engineer, Bernie Harville, will take over the sales and promotion operations. Fred Henning will assume technical duties.

Fisher has announced the first signings, which include country deejay Bill Blough of WMRO-Aurora, Ill. and Ben “Queenie” Stewart. Both artists are scheduled for immediate sessions in the A.E.A. studios.

Mathis To Release Initial LD Single

NEW YORK—Country Johnny Mathis, who recently returned to the C&W recording scene after a long absence, will have his first single released shortly for Little Darlin’ Records, according to an announcement from label exec Aubrey Mayhew. His first deck is called “Black Sheep” b/w “Something In Your World.”

Chet Atkins To Go Latin By Request

NASHVILLE—Lengthy sessions have been scheduled locally at the RCA Victor studios, within the next 90 days, in which ace Victor guitarist Chet Atkins will be cutting two albums of Italian compositions for primary distribution in Italy, Argentina and Brazil.

The first album to be cut will consist of well-known recent hits in those countries, all of which are published by RCA Italiana’s publishing setup.

The second album will be made up of 12 Italian standards, popular in the U.S. and Italy, and is slated for a complete international release.

All sides, arranged by special request of Victor’s foreign execs, will contain “the Nashville sound” for the 3-country concentration.

In Memoriam

Rick Siken, who heads up the Rhythm Reels, is shown in a toned pose Dewey Groom with a 3/4" pair of long-horn in memory of the label’s late writer-artist Curtis Leach. Leach is best remembered for his white-back, chart stand, “Golden Guitar.” His own words, “... this world’s loss was heaven’s gain ...” are inscribed on the plaque.

Cash Box

TOP COUNTRY ALBUMS

1 DISTANT DRUMS (RCA Victor LPM 3542/LSP 3542)
2 ROLL OUT THE RED CARPET (RCA Victor LPM 3482/LSP 3482)
3 I LIKE ‘EM COUNTRY (Loretta Lynn (Decca DL 4784/7446))
4 EVERYBODY LOVES A NUT (Johnny Cash (Capitol T 1209/T 1209))
5 TRUE LOVE’S BLESSING (Sonny James (Capitol ST 5200/T 5200))
6 DUST ON MOTHER’S BIBLE (Buck Owens (Capitol ST 1457/T 1457))
7 BEST OF JIM REEVES, VOL. 2 (RCA Victor LPM 3482/LSP 3482)
8 I WANT TO GO WITH YOU (Eddy Arnold (RCA Victor LPM/LSP 3507))
9 FOLK-COUNTRY (Winstead Jennings (RCA Victor LPM/LSP 3532))
10 JUST BETWEEN THE TWO OF US (Marie Osmond & Bonnie Owens (Capitol T 2453/T 2453))
11 MISS SMITH GOES TO NASHVILLE (Connie Smith (RCA Victor LPM/LSP 3530))
12 TWO WORLDS (Bonnie Guitar (Dot DLP 3646/DLP 3646))
13 MY WORLD (Eddy Arnold (RCA Victor LPM/LSP 3480))
14 MEAN AS HELL (Johnny Cash (Columbia CL 4740/CL 4740))
15 I’M A PEOPLE (George Jones (Mercury MM 2099/MS 2099))
16 CHET ATKINS PICKS ON THE BEATLES (RCA Victor LPM/LSP 3531)
17 JIMMY DEAN’S GREATEST HITS (Columbia CL 2485/CL 2485)
18 PLEASE DON’T HURT ME (Harna Jean (RCA Victor LPM/LSP 3507))
19 COUNTRY FAVORITES—WILLIE NELSON STYLE (RCA Victor LPM/LSP 3528)
20 ANY NEWS FROM NASHVILLE? (Homer & Jethro (RCA Victor LPM/LSP 3536))
21 ARTIFICIAL ROSE (Jimmy Newman (Decca DL 4784/DL 4784))
22 ON THE ROAD (RCA Victor LPM/LSP 3509)
23 A DEVIL LIKE ME NEEDS AN ANGEL LIKE YOU (Dick Curless & K. K. Adams (Tower T/ST 5035))
24 LONELYVILLE (Doro Dudley (Mercury ML 21074/21074))
25 SPECIAL DELIVERY (Dot Reeves (United Artists UA 5483/UAS 5483))
26 DON’T TOUCH ME (Wlame Burgos (Decca DL 4784/7484))
27 PUT IT OFF UNTIL TOMORROW (Bill Phillips (Decca DL 4792/7492))
28 GUITAR STYLING OF HANK SNOW (RCA Victor LPM/LSP 3536)
29 JOHNNY PAYCHECK AT CARNEGIE HALL (United Artists UA 4011/UA 4001)
30 UP THIS HILL AND DOWN (Osborne Brothers (Decca DL 4767/4747))
Our thanks to all the Dee-Jays
for voting us #1
Most promising Vocal Group 1966

THE STATLER BROTHERS

Current Single
“The Right One”
Col. 43624

“FLOWERS ON THE WALL” Current Album

COLUMBIA RECORDS®
LOOKING AHEAD

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

1. THAT NEW GIRL/CAN I (Same—BMI)
Manhattans (Carnival 517)
2. CHERYL ANN (Same—BMI)
Tim Tom & Turn-ons (Palmer 5003)
3. RACE WITH THE WIND (M.C.—BMI)
Robbie (Mercury 72579)
4. UPTIGHT (Same—BMI)
Honey Wilson (Capitol 5673)
5. COME SHARE THE GOOD TIMES WITH ME (Same—BMI)
Julie Monday (Rainbow 100)
6. I'M A PRACTICAL GUY (Same—BMI)
Roy Rogers (O-Town 1212)
7. ON THE GOOD SHIP LOLLIPPOP (Same—BMI)
Wonder Who (Philips 40380)
8. BECAUSE OF YOU (Same—BMI)
Kanye & Paris (Roulette 4681)
9. I'VE GOT TO GO ON WITHOUT YOU
(Alfa—BMI)
Van Dyke (Male 530)
10. COUNTDOWN (Same—BMI)
Harry, John, Wynn—BMI
Jerry Carter (Roulette 4679)
11. ONE TOO MANY MORNINGS
(Wright—ACAP)
Bob Brummett (Warner Bros. 5813)
12. TELL HER (Cade—BMI)
Drew Parsh (Beam 60072)
13. FREDDIE FEELGOOD
(Ashby—BMI)
Ray Stevens (Monument 946)
14. WIGGLIN' AND GIGGLIN'
(Elliot—BMI)
Ray Horde (Back Beat 543)
15. I JUST LET IT TAKE ME
(Bob Lind—BMI)
Bob Lind (World Pacific 77380)
16. I CALL YOUR NAME
(Marthes—BMI)
Buckingham (U.S.A. 848)
17. HIGH ON LOVE
(Poins—BMI)
Knickerbockers (Challenge 59332)
18. GO GO TRAIN
(Crazy Cajun—BMI)
Johnny Pans (Scepter 725)
19. SEE YOU IN SEPTEMBER
(M. Brown—BMI)
The Happenings (B. T. Poppy 520)
20. WEE Gotta Go
(Palmer—BMI)
Shy Guys (Palmer 5005)
21. YOURS
(E. Wood—BMI)
Baja Marimba Band (A & M 803)
22. IT'S YOU ALONE
(Spier—BMI)
Walters (United Artists 5003)
23. I'LL BE GONE
(Evans—BMI)
Paco Soca Singers (Columbia 43666)
24. UNITED
(Swan—BMI)
The Intruders (Gamble 201)
25. JOHNNY B. GOODE
(Swan—BMI)
Muddy Family (Scepter 12271)
26. HAND JIVE
(E. Donato—BMI)
Steppenlaver (Brag 532)
27. STANDING IN THE SHADOWS
(Ashby—BMI)
Hank Williams, Jr. (MGM 10204)
28. TRUMPET PICKIN'
(Marthes—BMI)
Al Hirt (RCA 4845)
29. PRETTY FLAMINGO
(Robinson—BMI)
Tommy Rowe (Academy 120)
30. YOUNG MAN, OLD MAN
(Shand—BMI)
Stokes (Alco 9029)
31. BEG, BORROW & STEAL
(Schwartz—BMI)
Rory Bred (Atack 1401)
32. JOHNNY WILLOW
(Lauer—ACAP)
Freddie Lane (Capitol 5658)
33. WHEN YOU WAKE UP
(Cox—BMI)
C. C. Campbell (Paces 1392)
34. JUST A LITTLE BIT OF YOU
(Rogers—BMI)
Dallas Frater (Capitol 5670)
35. OFF AND RUNNING
(Senju—BMI)
Walters (United Artists 5003)
36. DEDICATED TO THE GREATEST
(Copeland—BMI)
Johnny Copeland (War 7114)
37. THE JOKER WENT WILD
(Morgan—BMI)
Brian Hyland (Philips 40377)
38. HONEY & WIND
(Garrett—BMI)
Rock Porch Majority (Epic 10036)
39. MY BACK SCRATCHER
(Hillbilly—BMI)
Frank Frost (Street 765)
40. FATS SHAKE EM UP
(White—BMI)
Clive Patra (Camilla 109)
41. BABY I LOVE YOU
(Hendrix—BMI)
Jimmy Holiday (Minit 3202)
42. THE MAGIC TOUCH
(Chevrol—BMI)
Bobby Fuller Four (Mustang 3018)
43. LOOK AT ME GIRL
(Swan—BMI)
Bobby Vee (Liberty 55877)
44. LOVE DROPS
(Swain—BMI)
Barry Allen (Dot 16856)
45. IT'S A SIN TO TELL A LIE
(Green—ACAP)
Bobby Moris (Decca 62488)
46. DIRTY WORK GOING ON
Little Joe Blue (Checker 1141)
47. BABY, IT'S OVER
(Arte—ACAP)
Bob & Earl (Midwood 5517)
48. PASS THE HATCHET
Royer & Gypsies (Sven 87001)

"PATIENCE IS A VIRTUE"

The current smashing success of "SWEET PEA" (ABC-10762), by TOMMY ROE, released six months ago, proves it! We'd like to thank some of the most "virtuous" and dedicated people we know: Disc Jockeys; ABC Record's Vice President in Charge of Sales; ABC's National Director of Promotion; All Promotion Men; and, last but far from least, TOMMY ROE, BILL LOWERY, and STEVE CLARK.

ABC RECORDS

NEW YORK

BEVERLY HILLS

1330 Avenue of the Americas, New York, N.Y.

A Subsidiary of American Broadcasting Companies, Inc.

Cash Box—July 2, 1966
Hey There, Wayne Fontana!
NOW THAT YOU'RE A TOP SELLER IN ENGLAND,
COME ON HOME TO HIT COUNTRY with
Come On Home
b/w My Eyes
Break Out In Tears
K-13516
The hit that's happening from London to L.A.
NEW YORK: Cameo / Parkway hosted a bash at an ambience-laden, ultra-"in" gathering place which is purportedly billed as "The Last Tango in Paris of Manhattan," an airport hangar decorated with the most outlandish flying contraptions that one could imagine. The event, which is a weekly occurrence, draws a who's who in the world of celebrities, business, and society. The clientele, dressed to the nines, mingle in an atmosphere that is both sophisticated and relaxed, enjoying their time under the watchful eye of the paparazzi. The event has become a must-attend for anyone looking to make waves in the entertainment industry.

The cover band, playing with a flair that is reminiscent of the late 1960s, adds to the overall atmosphere, creating a sense of nostalgia that is both palatable and enjoyable. The crowd, consisting of a diverse mix of individuals, ranging from Hollywood celebrities to business tycoons, all gather to enjoy a night that is filled with music, laughter, and a touch of the unexpected. The evening is a testament to the power of music in bringing people together, creating a sense of community and unity.

As the night comes to a close, the partygoers bid farewell, ready to return to their respective worlds, each with a memory that will last a lifetime. The Last Tango in Paris of Manhattan is not just an event; it is a symbol of the spirit of camaraderie and the importance of music in our lives.
Columbia Hits 1-Week Singles Sales Peak

NEW YORK—During the week ending June 17, Columbia Records singles sales were higher than in any comparable period in Columbia's history.

On the basis of the growing strength of Columbia's current singles product, the company predicted that the month of June will set an all-time record as Columbia Cash Box top month for single sales.

Columbia is represented on this week's Cash Box Top 100 with the following 8 titles: "Red Rubber Ball" by the Cyrkle (#5); "I Am A Rock" by Simon & Garfunkel (#6); "Hungry" by Paul Revere and the Raiders (#6); "All You Need Is Love" by the Beatles (#7); "Ray Conniff (#9): "I Want You" by Bob Dylan (#5); "I Love Onionas" by Susan Christie (#6); "Everybody Loves A Nut" by Johnny Cash (#8); and "April Love" by the Clef's of Lavender Hill (#8) on the Columbia-distributed Date label.

Columbia Club Offers RollingStone’s LPs

NEW YORK—Columbia Rec- ord Club has obtained rights to release LP product by the Rolling Stones. The deal was worked out by Allen Klein, the Stones’ business manager, and Columbia’s Clive Davis and Walter Dean.

The Club is already featuring three Stones’ sets, "The Rolling Stone’s GREATEST HITS," "DECEMBER’S CHILDREN," and "OUT OF OUR HEADS," as the Club Album of the Month for June.

The product is from the group's British Columbia label, and is the first Columbia Club release to be from a foreign label. All previous Columbia Club releases have been of domestic labels.

Joe Smith Named WB’s VP & Gen. Mgr.

BURBANK—Joe Smith has been named Warner Brothers’ new general manager of Warner Bros. Rec- orders, according to Mike Maitland, vice president of sales for Warner Bros. and Reprise labels.

A veteran of the record business with Warners and Reprise respective general managers, Mo Ostin having been hit with a serious illness a few weeks ago, Smith will work in conjunction with the label’s new VP of Sales, the Dick Glasser, on all disk projects, with both having complete autonomy within the executive structure of the two artists, master purchases and the scheduling of the Warner label’s album and singles product.

Maitland said that Smith would function as a liaison with the corporation and make sure the proper representation exists with the executive core staff, working closely with Joel Fried- man, and directly with the chairman of the company, Herb Stempel, to guide the record operation. The relationship will be the focal point of numerous discussions, more related to potential new growth than to the day-to-day management of Warner’s operations.

A&R, Promotion, and Sales, former Warner labels reported, both will be directed to the new Warner organization.

NARM Schedules Tape Cartridge Seminar In Conjunction With Mid-Year Meet

PHILADELPHIA—A seminar on the future of the tape cartridge industry will be sponsored by the National Association of Music Merchants, NARM, Sept. 6-9, NARM, which will meet at the Continental Plaza Hotel, will have a seminar tape cartridge seminar scheduled for Friday morning, Sept. 9. It’s under- stood that another possible presentation of plans for a 10-day tape seminar that would have been held earlier this week, would be included in that agenda for the gathering.

All registrants to the NARM meet will be invited to attend the seminar, in which some of the executives from the major tape cartridge manufacturers will discuss the object of the seminar, note the various initiatives of NARM, is to provide its members with as much knowledge and under- standing of the field without "overemphasizing or hyping it." NARM plans to offer facts and figures on the present sta-
tus of this area, as well as an engi-
neering overview.

Meanwhile, NARM's board of di- rectors, which recently decided to offer a tape cartridge discussion, has approved the general program involving all of the different facets of the tape cartridge field. The main feature is the person-to-person conferences that see the manufacturer representatives of NARM meet with cartridge representatives of a pre- determined agenda for the gathering.

As an all-time high attendance is expected for the event. Advance registration "must be made and a first item on the agenda for the gathering is that tape cartridge seminars will be sent to all NARM members in mid-July.

FCC Begins Payola Probe In So. Calif.

LOS ANGELES—The Southern Calif- inia music trade was confronted with the specter of payola, as repre- sentatives of the Federal Communications Commission (FCC) came to town to conduct "closed-door" ear- nings of DJ's and radio station execu- tives that were violated by the Federal Communications Act.

While local papers and radio sta- tions, particularly “good-musict” out- lets gave the hearings top priority, there was little in detail they could present. The hearings were not public, unlike the investigations of the late 50’s, and FCC members were under orders to keep the names of witnesses and details of testimony under wraps.

Joseph Stucker, attorney for the FCC, that the FCC was attempting to avoid “character assassination” and “deceitful facts in a more orderly fashion.” However, he also indicated that the FCC hearings on payo- la would move into further markets, and did not commit himself to the time element. The FCC’s hear- ings, which got underway last Wed. (20) in U.S. District Court House, 301 West Sprin g St., was "way be- hind schedule" and some subpoenaed

A&M Rumor Of Week: Williams As Artist, Partner?

HOLLYWOOD—A&M Records’ hot- est threat with Herb Al- bert, Leon Russell, and Frank Zappa seemingly given birth to more is-it-fact talk.

Latest is that singer Andy Williams will each receive a share of the Breadwork, with Columbia Records when his contract ends to join A&M both as an artist and part owner of the label with Alpert & Jerry Moss. Interestung fuel was fed to the legend by Claude Longhet, Andy’s French- man, who was also rumored to have inked a pact with A&M. Since release of "This Magic (Weekend with TJE, the A&M label has produced a number of greater deals of significant proportions.

Virtor ‘I Do’ Cast Rights

NEW YORK—RCA Victor Records is making an early bid for next season’s original cast LP race by having wrapped-up the rights to "I Do, I Do," a new musical starring Mary Martin and Robert Preston. The play, "The Second F. Foster," opens early in the fall. The reading of "I Do, I Do" by Hal- liwell Schmidt and Tom Jones, with Jones also penning the book, the team, re- cently held a reading of "Time, The Fantasticks," last rep- resenting the song "Time, The Shade," the cast LP of which was released on Victor.

Dedicate New Columbia

Eng. & Research Plant

NEW YORK—Columbia Records dedicated its new engineering and re- search plant for the recording of engineering research and develop- ment work, located at 113 West 42nd St., New York, on Tuesday (21) with more than 100 on hand.

The fete was held on the lawn of the new Engineering Research and Development plant. Among the guests were William S. Bachman, vice president of research and development who was joined by distinguished guests Clive J. Davis, vice president of Columbia Records; Alan H. Jepson, Mayor of Milford; Robert H. Brigham, Jr., director of the Federal Communications commis- sion, City of Milford; Dr. Peter Gold- mark, president and director of research, CBS Laboratories; Clarence Hopper, vice president, CBS Facilities; Thomas Earl, vice president of Columbia Rec- ords Engineering and Development; and Dr. Max Zuckerman, chief engineer.

As the dedication ceremony included other executives from CBS Laboratories and Columbia Records, representatives from local newspapers, suppliers who worked with the new lab and others involved.

In his speech, Davis listed the major revolutions that have occurred over the years. Among those: "the development of the LP re- cord," "the introduction of stereo sound;" changes in retail distribution of records with the advent of the Rack Jobber; the establishment of the Colum- bia Records Club, which now has nearly two million members, and the "One World" concept for records, in- cluding the production for and distribu- tion of records in the United States well overseas, and conversely, records that are popular abroad are frequently the top sell- ers in the United States as well.

Davis then traced the history of Col- umbia Records Engineering Research and Development, listing major contrib- utions it has made to the recording industry and the world of engineering research and development.

The dedication ceremony included other executives from CBS Laboratories and Columbia Records, representa- tives from local newspapers, suppliers who worked with the new lab and others involved.

Situating on an area encompassing approximately 2½ acres, Columbia Records Engineering Research and Development center contains approxi- mately 40,000 square feet of space. Nearly 11,000 square feet is devoted to an open executive and administra- tive offices and the engineering and drafting areas.

The fully air conditioned, one-story brown-faced brick structure was de- signed by New York architectural firm of renowned studies and specifications sub- mit beds by William S. Bachman, Vice President, Engin- eering Research and Development (107 ческо-руmys)
Johnny St. Cyr Dies

HOLLYWOOD—John St. Cyr (76), a pioneer Dixieland jazzman famed for his 6-string banjo playing, died early June 17 of leukemia in Los Angeles. During his long career, St. Cyr played in the company of such jazz notables as Kid Ory, King Oliver, Jelly Roll Morton, and Louis Armstrong, whose wife—also named John—was St. Cyr’s grandson.

Hot Five. St. Cyr is survived by his wife, Flora, and 8 children.

Dixie Dukes of Looking At The Top 40 For Material

NEW YORK—Top 40 repertory with a Dixieland flavor, as the Dukes offer for the Dukes of Dixieland.

This week, the band—which has mostly confined its material to standard Dixie tunes, is adding more and more material to its billing fare.

"This approach requires that we pretend that these songs are 40 years old," says Frank Assunto, a member of the group. The new crop of hits, Assunto feels, as a sort "musically as bad as people in the music business would lead you to believe." He is also in favor of using newer material on the basis that the "pop music of today," the Dukes answer.

"You see," they say, that the group was going to play a new tune, and the reaction was obviously one of discontent. "What we do now is simply play a song with out introducing it, and we've been able to win over listeners.

The Dukes play such songs as "I, A. M. In My Own Way" and "Yesterday" (since recorded separately by Assunto, one of the Kenny Ball style.

Dislike, the Dukes started using Top 40 material as "Cousin & Here," but their most concentrated foray into the Top 40 is contained in an LP to be released in September.

Currently, the group is scheduled for 10 day stints at New York’s Metropole this month, in Aug. and the end of Oct. In the works also, is a Department tour on both a cultural exchange and visits to G.I. camps basis.

Several months ago, the trio of Assunto names in the group was reduced to two when Ted Assunto, Frank’s brother, died. Frank’s dad, Jac, is also a member. Fred was replaced by Ed Hubbell.

QUITE A LADY—Columbia’s original broadway success "Mame," which is scheduled under the supervision of the label’s president Goddard Lieberzon, was recently enhanced, promoted, with some new songs and rotation, with the theme "The Many Moods Of Mame." An integral part of the display is an illuminated rotating cylinder which shows a variety of scenes from the main stems.

Cash Box—July 2, 1966
more than a new album, a way of life

AFTERMATH
the rolling stones

INCLUDING PAINT IT, BLACK/LADY JANE/GOING HOME and 8 NEW HITS

LONDON® produced by andrew loog oldham

Mono LL 3476 Stereo PS-476
London Rushes Stones' New 'Aftermath' Album

NEW YORK—"Aftermath," the new Rolling Stones LP released by London Records last week to coincide with the group's return to the U.S. for their fifth North American tour, racked up initial distributor re-orders exceeding 350,000 copies during the first day of release, according to Herb Goldfarb, the label's sales and distribution manager. Goldfarb noted that the heavy sales action on "Aftermath" guarantees the Stones and producer Andrew Loog Oldham their fourth consecutive Gold LP in less than a year. The other three are "Out Of Our Heads," "December's Children" and "Big Hits (High Tide And Green Grass)."

"Aftermath," which has topped British LP charts for the past two months, is the first Rolling Stones album to exclusively contain songs penned by the team of Mick Jagger and Keith Richard. In the space of one year, Jagger and Richard have authored five No. 1 singles, including two which received the Gold Certificate from the RIAA for sales exceeding 1,000,000 copies.

Goldfarb also observed that the release of a new Stones LP has brought about the customary resurgence of demand for the group's entire catalog. "The pattern of increased ordering is much in evidence," he noted.

Raga On World Pacific

NEW YORK—Capitalizing on the current popularity of the Indian/Oriental instrument featured on "Eight Miles High," "Shape Of Things," "Norwegian Wood," and others, World Pacific is releasing an album entitled "The Raga Group." The record will feature the instrument, as played by Harshir Ram. According to Bob Dain, the label's sales/promo topper, the LP is a presold summer release. The following offer is also being featured on the package.

Goldstein To Manage Simon Says For ABC

NEW YORK—Martin Goldstein has been named to manage the ABC label's kiddie line, Simon Says, according to Larry Newton, ABC top- per. He replaces Dick Shapiro, who has resigned as sales manager of Simon Says. Shapiro said he was examining a number of different situations in the industry.

Goldstein, who will continue to be associated with ABC's Westminster label, including Muser Guild and Whitehall, will be assisted by Stanley Pargman.

ABC acquired Simon Says last Jan. There are currently 44 albums in the catalog, with a new release scheduled for the fall.

Bennett Revives 1921's 'Georgia Rose'

NEW YORK—Tony Bennett has selected what could prove to be a controversial song as his latest Columbia single. Written in 1921, it's called "Georgia Rose," the lyrics of which are concerned with an affectionate portrait of a Negro girl. While the chorus of the song leaves the girl in question a mystery, the verse, not sung by Bennet, makes it clear that it is a mother singing to her daughter. According to a Columbia spokes- man, there have been no major programming difficulties, and the disc has received the blessings of at least two Negro organizations, NAACP and CORE. Bennett, in fact, is heard in the disc's behalf on a spot announce- ment on WWRL-New York, an R&B-oriented station. The Leo Feist arm of the Big 3 is the publisher of the song.

FCC Payola Probe

(Continued from page 187)

witnesses were told that their testimony would have to wait for another day.

Stirrer indicated that the two-year-old suit of former disk promo men Al Huskey and Currie Grant against some local radio stations and labels, charging widespread payola practices, was partly, but not fully, responsible for the FCC investigation.

Convictions involving the Federal anti-payola laws can result in fines of up to $10,000 and/or 1 year in jail.

Columbia's New Plant

(Continued from page 187)

Development; Leo Kosovetz, Director, Chemical Engineering Research and Development, and Louis Porpora, Director, Mechanical Engineering Research and Development.

In addition to office space, the building includes a power house, a fully equipped machine shop, chemical, electronic and mechanical laboratories, a plating room, as well as storage space and auxiliary areas. The building also has an exterior storage space for acids and other chemicals.

The structure might be described as a microcosm of a fully operating, highly efficient record manufacturing plant. All of the knowledge and experience amassed in the construction of the Columbia Rec- ords plants in Pitman, New Jersey, and Santa Maria, California, was utilized in the construction of this building, thus making Columbia Rec- ording/Research and De- velopment Laboratories and plating rooms, although small, among the fin- est in the country.

Ground was broken on April 20, 1966. The building was completed by mid-November, and the Columbia Records Engineering Research and Development staff took formal possession of the premises on December 1, 1966. The official dedication ceremony took place on June 21, 1966.

The building exterior is fully landscaped and provides parking facilities for sixty automobiles. Landscaping was provided by the Evergreen Nurs- ery of Plantsville, Connecticut.

BECAUSE BECAUSE—Gilbert Becaud, well known chanter and composer here in conjunction with his dual Liberty-Metric recording-writing pact, was wel- comed to Los Angeles with a soirée in his honor at the Beverly Hills Hotel. Pictured above are (from left to right): Libby Monday, October 24, at the New and Robert Skaf; P. J. Proby; label president Alvin Bennett; Gilbert Becaud; and overseas operations director Ron Kass.

SLIM HARPO DOES IT AGAIN!

#96 ON CASH BOX TOP 100 AND CLIMBING

"SHAKE YOUR HIPS"

Excello 2278

177 3rd Ave., No., Nashville, Tenn. 615-242-2215

Cash Box—July 2, 1966
“BREAK HER HEART”
C/w “In the Evening by the Moonlight” #8879.
BROOK BENTON
Terrific Twosome: a timely blues ballad,
spiced with that best-selling Latin-rock sound... plus
a new arrangement of a long-time favorite.
So get on the Benton Bandwagon—order now.

RCA VICTOR
© The most trusted name in sound
THE BEATLES YESTERDAY AND TODAY
Capitol TST 2553
The Fab Four outdo themselves with this stunning set, which contains, in addition to a group of their singles hits, a selection of top notch new tunes. Some of the well known numbers in the package are “Yesterday,” “Day Tripper” and “We Can Work It Out” and the new ones include “Dr. Robert” and “Drive My Car.” Top of the charts is the place for this one.

AFTERMATH—Rolling Stones—London LL 3417/PS 474
The Rolling Stones have another LP smash on their hands with this tremendously impressive set. The disk contains the group’s latest click “Paint It Black” plus 10 other fine tunes. “Lady Jane” should draw a ton of attention as should the 11:35 track “Going Home.” Disk should not take long to climb the LP charts.

SAN REMO 1966—Gene Pitney—Musicor MM 2100/MS 3100
After scoring with his recent single effort, “Backstage,” Gene Pitney steps into the Italian picture and offers the disk this click of ditties culled from the latest San Remo Festival, as well as past Festivals. Highlighting the set with his warm reading of this year’s “Tessano Mi Fuo Guidare,” Pitney vocalizes in Italian on a collection of gorgeous that includes “Innamorata” and “Non Tornare Piu,” among others.

A GROOVY KIND OF LOVE—Mindbenders—Fontana MCF 2605
The Mindbenders, once an integral part of the Wayne Fontana success story, have taken off on their own and scored well with the current smasheroo, “A Groovy Kind Of Love,” after which this album has been dubbed. A strong teen item, this one is jammed with groove after groove of excellent Liverpool rock, including such winners as “Just A Little Bit” and “You Don’t Know About Love.”

DON GIBSON WITH SPANISH GUITARS—RCA Victor LPM/LSP 3594
Don Gibson has long been a top draw with C&W fans, and this latest package by the chanter is certainly one a whole lot of attractive items. Spiced by the haunting sound of the Spanish guitar, the set is a highly appealing, tasteful session by the chanter and a batch of well-knowns and standards. Among the top tracks here are “My Friends Are Gonna Be Strangers” and “Vaya Con Dios,” as well as “Once A Day.”

THE RUSSIANS ARE COMING—Original Motion Picture Score—United Artists UAL 4114/UAL 1512
Clicking along as a robust box office draw, the United Artists motion picture release, “The Russians Are Coming, The Russians Are Coming,” has been livened up with a whimsical score from the pen of composer-conductor Johnny Mandel. The comedy film, which stars Carl Reiner, Eva Marie Saint, Alan Arkin and Jonathan Winters, is a light, farcial comedy that should score well in both the film and record areas.

WHO’S AFRAID OF VIRGINIA WOOLF—Original Soundtrack—Warner Bros. B/WS 1636
The poignant and conflict of the new Warner Bros. Picture release, “Who’s Afraid Of Virginia Woolf,” has been powerfully complemented with a vivid score composed and conducted by Alex North. The film, starring Elizabeth Taylor, Richard Burton, George Segal and Sandy Dennis, is an intense drama dealing with the inner and outer turmoil of a married couple, and the score is a strong musical interpretation of those turmoils. May do well.

HANKY PANKY—Tommy James & Shondells—RCA 25286
Tommy James and the Shondells should score big in the LP market with this groovy follow-up to their current singles smash “Hanky Panky.” The group gives out with a powerful host of teen oriented sounds that should make this set a listening and dancing favorite. Among the fine tracks are “Love Makes The World Go Round,” “Gee’s Mood” and the title tune. Sure fire chart action here.

THE IMPOSSIBLE DREAM—Jack Jones—Kapp KL 1486
The melodic tones of Jack Jones should make this set, that is filled after and contains the chanter’s current chart climber “The Impossible Years,” a major sales item. Jones wends his easy going way through such top notch tracks as “All Or Nothing At All,” “I Will Wait For You” and “Strangers In The Night” among others, with the total result being a session jammed packed with easy to listen to and enjoy sounds.

DANCE THE COOL JERK—Capitols—Atoe 33-190
With the Capitols still high up the charts with their “Cool Jerk” single, this dance sounds packed LP should prove to be a potas sales item. The trio adds such top recent hit sounds as “Love Makes The World Go Round,” “In The Midst Of The Night” and “Good Lovin’” to their smash to round out the sets potent sound. Loads of sales appeal in the teen market packed into this offering.

TOWN & COUNTRY—Vic Dana—Dolton BLR 9445/
The warm voice of Vic Dana has placed his latest single “I Love You Drop” on the Top 100 and now show this LP that contains the click on its respective chart. Dana adds a host of sweet renditions of current C&W hits such as “He’s Have To Go,” “I’m So Lonesome I Could Cry” and “As Long As I’m Travelin’” to the click to fill out this sweet easy to enjoy package. Lots of sales in store here.

SOUND OF THE TIMES—Les & Larry Elgart—Columbia CL 2511/LSP 3935
The powerful jazzy sounds of the brothers Elgart have once more been applied to a superb collection of current hit sounds. The boys have gone here with a host of musicians to work their way through such tunes as “California Dreamin’,” “Nowhere Man” and “The Rutman Theme” all tuned up to bright new arrangements. Music lovers both young and old should spin this set time and time again.

PATTI PAGE SINGS AMERICA’S FAVORITE HYMNS—Columbia CL 5585/CSP 3935
A leader among female good music makers, Patti Page steps out of the pop spotlight and offers a very tasteful assortment of religious hymns on this LP. The album is a highly moving, vivid performance by the songstress, enhanced by the exceptional vocal backing of the Jordanaires. Among the grooves herein are “The Old Rugged Cross” and “Bringing In The Sheaves.”

LOVE, STRINGS AND JOBIM—Antonio Carlos Jobim—Warner Bros. W/WS 1636
Antonio Carlos Jobim and his whisical “Girl From Ipanema” were deep at the heart of the lovely, sweeping Brazilian sound that was brought to these shores in the not too distant past, and now Jobim, along with a host of his country’s finest musicians and composers offer this LP of unmatched beauty. Both of Jobim’s tunes, “Hurry Up And Love Me” and “Pardon My English” are delights and the balance of the set is as powerful...
Look what we lassoed in Texas!

“Look at Me Girl”

The Playboys of Edinburg

BIG AS ALL OUTDOORS! A MASTER PURCHASE FROM THE LONE STAR STATE THAT’S SPREADING ITS WILD 'N' WOOLY SOUND TO ALL 50!

Where the action is. Wherever the action is. On COLUMBIA RECORDS®

CASH BOX—July 2, 1966
MAYA—Original Sound Track/Ortolani—MGM E/SE 4376

Movie sound tracks are often as impressive in scope as are the films for which they are written, as is this one that was penned to underscore the sweeping tale of an adventure in the Indian jungle. The sounds captured on the disk move from powerful, storming sounds of frenzy, to smooth, lyrical passages that can transport the listener to never never land. Among the fine cuts are the "Main Theme" and "Jerry's Jungle Experience."

MAN WITH A PLAN—Carl Smith—Columbia CL 2501/CS 9301

One of countrydom's consistently good sellers, Carl Smith should score very well with consumers in C&W markets as a result of this album effort. The wholesome, feelingful Smith style will certainly attract a flock of buyers as the charter lets loose with such goodies as "Who Do I Think I Am" and "Mommy Please Stay Home With Me," among others. A fine country set.

TOGETHER AND ALONE—Justin Tubb & Lorene Mann—RCA Victor LPM/LSP 3591

Justin Tubb and Lorene Mann, who recently were making chart noise with their ditty, "We've Gone Too Far, Again," use same item to kick off this Victor performance. Packed with self-pennings by one or the other, the LP features duos and solo grooves, including the pair's while-back charter, "Burry Mr. Peters." Among the other top-flight grooves here are "Together But Still Alone" and "One Of Them."

UNG DOS TRES/L 2, 3—Willie Bobo—Verve V/VS 8848

The exciting sounds generated by Willie Bobo fill this LP that should excite and delight jazz buffs after the first hearing. Willie's Latin style jazz gives a new home to such tunes as "Goin' Out Of My Head," "What Shape (Your Stomach's In)" and "Michelle" among a host of others. Lots of really enjoyable listening for the many fans that Bobo has gathered throughout his career.

SPEAK NO EVII—Wayne Shorter—Blue Note 4194

A package inspired by legends, folklore, and the arts of mystery and darkness, Wayne Shorter is backed on this album by Freddie Hubbard, trumpet; Herbie Hancock, piano; Ron Carter, bass; and Elvin Jones, drums. Shorter's tenor sax wails through the melodic intricacies and changes of such tunes as "Witch Hunt," "Dance Cadaverous," "Wild Flower," and the title song. Jazophiles will go for this one.

WALT HARPER ON THE ROAD—Gateway GLP 7016

This is an offering of straight jazz with no new formulas of farout tangents. Walt Harper on vocals and piano, Nat Harper on tenor sax, Jerry Elliot on trombone, Tommy McDaniel on bass, and Bert Logan on percussion make the music while the Gloria Brisky Singers contribute to the vocals. "Michelle," "Watermelon Man," "The Shadow Of Your Smile," and "Bewitched" are blue ribbon efforts. Good for jazz and pop fans.

CONCERT SPARKLERS—London Symphony Orchestra/Charles Mackerras—Phillips 1090-105

This is an offering of relatively brief compositions that are rich in orchestral coloration and strong with regard to melodic line. Charles Mackerras conducts the London Symphony Orchestra to high points on such outstanding tracks as Tchaikovsky's "Overture To Polovtsian Dances," Weber's "Overture To Aba Hassan," Offenbach's "Can Can (from Orpheus In The Underworld)," and Suppe's "Overture To The Jolly Robbers." Should do very well.
KR RECORDS PRESENTS AN EXPLOSIVE FIRST RELEASE

1. A Fantastic New Group
2. A Great Song
3. A Top Producer

"LAND OF MUSIC"
The Strangers

Produced by Erik Jacobsen
Sweet Reliable Prod.

Cash Box—July 2, 1966
Capitol congratulates Cynthia Weil and Barry Mann, the songwriters, on their latest hit, Angelica.

Another in a long line of winners from the handsome husband and wife team. Soul and Inspiration • On Broadway • We Gotta Get Out of This Place • Magic Town • Kicks • Blame it on the Bossa Nova • You’ve Lost that Lovin’ Feelin’ • And many, many more.
And Capitol welcomes
Barry Mann, the singer, to
the Capitol label.

It's hard to believe anyone who writes as well as Barry could sing as well as Barry. But he does. And you'll know it, too, when you listen to his rendering of their latest hit.

Angelica
b/w Looking at Tomorrow

5695
Introduces the...

"SYNDICATE OF SOUND"
First Exciting Album Release

LITTLE GIRL

贝尔唱片，Inc. - 1776百老汇，纽约，N.Y.
CASH BOX

TOP 100 ALBUMS

JULY 2, 1966

LOOKING AHEAD ALBUMS

1. Gotta Travel on
Ray Bryant (Cadel LP 767)
2. Blowin' the Blues Live at the Cafe Au-Go-Go
Yvor (Yvor/Fontana PY/7082)
3. The Nashville Stampede Band
(ManyToOne 4024/SLP 4024)
4. Love Theme from the Flight of the Phoenix
Bass Ring (Dunhill D/O 50008)
5. One of the Songs
Ray Charles Singers
(Command 8994/RS 8998 SD)
6. Filet of Soul
Jim & Don't (Liberty LSP 3441/LST 7441)
7. John Gary Sings Your All-Time Favorites
(RCA Victor LPM/LSP 3547)
8. Take a Little Walk With Me
Tom Rush ( Elektra EKL 208/ER 7306)
9. This Dile of Heart of Mine
Ike Bassy (Tomato 165/SL 1559)
10. Shadow of Your Smile
Bobby Darin (Atlantic 8121/8121 SD)
11. I Love You 1000 Times
Platters (Motelon MA 5091/MS 7091)
12. Greatest Hits
The New Christy Minstrels
(Columbia CL 2474/CLS 1427)
13. You Don't Have to Say You Love Me
Dusty Springfield
(Philips PHN 200-210/PWS 600-610)
14. Look Like a Lights and Country Music
Ricky Nelson (Decca DL 4779/DE 7477)
15. Unlikely Love
Popes (Epic EL 2402/BN 26200)

Hit Songs to Remember
Roy Anthony (Capitol T/ST 3530)

In My Quiet Room
Herb Alpert & The Tijuana Brass (RCA LTA/LSP 3571)

Beat Group
Mollies (Imperial LP 9321/LP 12327)

For Lovers of All Ages
Ritchie & The Saucers
(United Artists USL 5463-8/USE 6463)

Time
Primrose Singers
(Columbia CL 2135/CSS 9315)

COMPiled BY CASH BOX FROM LEADING RETAIL OUTLETS • Indicates Strong Upward Move
A check list of best selling pop albums other than those appearing on the CASH BOX Top 100 Album chart. Feature is designed to call wholesalers' & retailers' attention to key catalog, top steady selling LP's, as well as recent chart hits still going strong in sales. Information is supplied by manufacturers. This is a weekly, revolving list presented in alphabetical order. It is advised that this card be kept until the list returns to this alphabetical section.

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<th>Do I Hear A Waltz</th>
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| TOTAL LOCATION INVENTORY | | | | |
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| JANE MORGAN | | | | |
| | Gold | LN 24190/BN 26190* |
| | Gold | LN 24202/BN 26202* |
| | Gold | LN 24197/BN 26197* |

| FEMALE VOCALISTS | | | | |
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| TOTAL LOCATION INVENTORY | | | | |
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| Gold | LN 24202/BN 26202* |
| Gold | LN 24197/BN 26197* |

*Stereo
COMEDY!

The Humor of Rowan & Martin

Produced by ISMAIL

SHAKESPEARE WALLAH

Music by S/MITRAY

Conducted by GEORGE KENCAL

SOUNDTRACK!

Original Soundtrack

SHAKESPEARE WALLAH

Produced by ISMAIL, MEHMET, JAMES IIOY

Music by SATYA JIIT RAY

Conducted by AGA DRY

POPCULAR!

midnight session DAMIJAJO

Live at Baki Street East

*Stereo

EPIC has new albums to fill the bill...and the till!

Cash Box—July 2, 1966
MOTHER'S LITTLE HELPER (2:10) (Gideon, BMI—Jagger, Richard)
LADY JANE (3:06) (Gideon, BMI—Jagger, Richard)
ROLLING STONES (London 962)

Although the chart-topping "Paint It, Black" still in the Top Ten, this new Rolling Stones entry, "Mother's Little Helper," should also zoom up the charts. This one's a rhythmic, blues-drenched attack on some of contemporary society's 'manufactured' solutions to real problems. "Lady Jane" is a tender, inventively melodic plea of devotion.

THIS DOOR SWINGS BOTH WAYS (2:06) (Blackwood, BMI—Levitt, Thomas)

FOR LOVE (2:46) [Henry VIII, ASCAP—Hopwood, Leckenby, Lisberg]
HERMAN'S HERMITS (MGM 13548)

Herman's Hermits are obviously destined to add still more sales laurels to their spectacular career with this new release. The "A" side here, "This Door Swings Both Ways," is a pulsating, fast-moving rhythm ditty which contends that well-rounded individuals have to learn to take the good with the bad. "For Love" is a lacerating, funny-feelingly essayed romantic blueser.

Friday's Child (3:00) [Atlantic, BMI—Hazelwood]
HUTCHINSON JAIL (2:45) [Atlantic, BMI—Hazelwood]
NANCY SINATRA (Reprise 491)

Nancy Sinatra, who is currently coming off her "How Does That Grab You Darlin'?" triumph, should have her third smash in a row with this blue-ribbon Lee Hazelwood-penned original called "Friday's Child." The side is a plaintive, slow-shufflin' blues-drenched lament all about a real hard luck gal. Interesting chord changes for the last. The flip, "Hutchinson Jail," is a rhythmic, folk-styled specialty number.

5 D (Fifth Dimension) (2:32) [Tickehn, BMI—McGuinn]
CAPTAIN SOUL (2:35)
[Tickehn, BM—Clark, McGuinn, Hillman, Crosby]
BYRDS (Columbia 4782)

The Byrds are a clinch to zoom up the hitville path in no time flat with this top-flight original labeled "5 D" (Fifth Dimension). This one's a rhythmic, medium-paced, blues-soaked tale of rejection about a somewhat disoriented young man. "Captain Soul" is a funky, low-down instrumental stanza.

BRING BACK THE TIME
I DON'T HAVE A MIND OF MY OWN
[Crazy Cajun & Flomar, BMI—Charron]
B. J. THOMAS (Scepter 12154)

B. J. Thomas, who is presently coming off his "Mama" blockbuster, will certainly make a return trip to the charts with either side of this new Scepter release. One lid, "Bring Back The Time," is a tender, medium-paced soft"sweet tear jerker about a guy who's cuffed to get his ex-gal back again. "I Don't Have A Mind Of My Own" is a rollicking, fast-moving happy-go-lucky romantic stomper.

LARA'S THEME (2:16) [Robbins, ASCAP—Jatres]
SECRET LOVE (2:13) [Remick, ASCAP—Fain, Webster]
BRASS RING (Dunhill 4056)

Both Top 10 and middle-of-the-programmers should quickly add this new Brass Ring (the ensemble recently had "Phoenix Love Theme") adaptation of the oft-cut "Lara's Theme" to their playlists in short order. The ensemble gives the lyrical tack tune a catchy, lush, effect-ively-building instrumental reading. "Secret Love" gets a swingin' update on the flip.

WORKING IN THE COAL MINES (2:45) [Marsaant, BMI—Toussaint]
MEXICO (2:08) [Marsaant, BMI—Toussaint]
LEE DORSEY (Am 958)

Lee Dorse is always a chart threat and this latest Amy entry, "Working In The Coal Mine" looks as if it will smash thru in both the pop and R&B departments. Tune's a rhythmic, low-down, medium-paced bluesy ode about a hard-working folk who's life is too much of a drag for him to take. "Mexico" is an interesting, slow-moving infectious novelty.

GEORGIA ROSE (2:50) (Lee Feist, ASCAP—Sullivan, Flynn, Rosenthal)

THE VERY THOUGHT OF YOU (4:31) (M. Wilmark, ASCAP—Noble)
TONY BENNETT (Columbia 43715)

Tony Bennett could well have one of the controversial hits of the year with this new Columbia entry. The top lid here is the oldie, "Georgia Rose," a lush, lyrical slow-moving romancer, which is given a striking contemporary meaning. Watch it closely, "The Very Thought Of You" gets a hauntingly lovely treatment on the flip.

LONELY (OH HOW SWEET IT IS) (2:53) [Overcome, BMI—Miller, Butler]
LONELINESS (2:41) [Jaylynn, BMI—Butler]
JERRY BUTLER (Mercury 72592)

Jerry Butler gets his new Mercury career off to a flying start with this excellent newie, "Love (Oh How Sweet It Is)," which looks like both a pop and r&b smash. Side is a slow-shufflin' but effect-building item about a sophisticated fell who takes a somewhat philosophical attitude towards romance. "Loneliness" is a trad-styled blues heartbreaker.

I'M GONNA LEAVE YOU (2:37) [Su-Ma Mirdean, BMI—Johnson, Whittel]

HOLD MY HAND (2:18) [Su-Ma Mirdean, BMI—Powell]
BOBBY POWELL (Whit 716)

Bobby Powell is an odds-on bet to outdistance his recent pop-r&b click "Do Something" with this powerful item dubbed "I'm Gonna Leave You." It's a hard-driving, funky, blue-soaked weeper about a guy who finally decides to give his gal the gate. Undercut, "Hold My Hand," is a tender, slow-moving, affectionate tale of devotion.

HEARTBURN (2:01) [Meager, BMI—Martin, Jackson]
TRY ME (2:56) [Meager, BMI—McCorkle]
JOHNNY MAESTRO (Parkway 987)

Johnny Maestro can speedily rectify his hiatus from the charts on this excellent Parkway box label "Heartburn." The tune's a pulsating, fast-moving rhythmic handlepupper about a love-sick fell who won't be happy 'til he's reunited with his gal. "Try Me" is a tradi-styled, slow-shufflin' bluesy romancer.

GUANTANAMERA (3:00) [Fall River, BMI—Martí, Angulo, Seagar]

WHAT MAKES YOU DREAM PRETTY GIRL? (2:39) [Garson, ASCAP—Wilson, Garson]

SANDPIPERs (A&M 806)

The Sandpiper s should quickly establish themselves on a national basis with this mighty impressive rendition of the contemporary folk—Latin stufie, "Guantanamera." The crew treats the lycical ode in a haunting style complete with some interesting, unexpected melodic changes. "What Makes You Dream Pretty Girl?" is a rhythmic, teen-oriented infectious romancer.

ESCAPE FROM CUBA (3:09) [South Mountain, BMI—Kusik, Adams]

TRYIN' TO STOP CRYIN' (2:17) [Fling, BMI—Lambert]
HIGH & MIGHTY (ABC—Paramount 10621)

Here's an interesting off-beat piece of material called "Escape From Cuba" by a new crew called the High and Mighty which could well develop into a sleeper success. Tune's a hard-driving, pulsating inventive rockier all about the problems of exiting Cuba. "Tryin' To Stop Cryin'" is an easy-going teen-angled tearjerker.

COME SHARE THE GOOD TIMES WITH ME (2:55) [Joyo Brooks, ASCAP—Kennington]

TIME IS RUNNING OUT FOR ME (2:02) [Joyo Brooks, ASCAP—Hoffman]

JULIE MONDAY (Rainbow 101)

Newcomer Julie Monday makes an auspicious bow on the new Rainbow label with this top-notch original called "Come Share The Good Times With Me." Side is a rhythmic, hard-driving, dramatic romancer with an especially infectious repeating riff. "Time Is Running Out For Me" is a plaintively tender, slow-moving, legit-ish ballad.
An All-Market SMASH! The original version by BILLY WALKER

The original version is another reason monument is artistry
Newcomer Pick

SAY IT ISN’T SO (2:18) [Camad, BMI—Draper]
I’M SO LUCKY (2:26) [Chi-Sound, BMI—Mayfield]
FASCINATIONS (Mayfield 7711)

Both the Fascinations and the new Calla-distributed Mayfield label should give glee to a good head of steam with this initial production labeled “Say It Isn’t So.” Side is an easy-going, pop-r&B ode about a love-tick gal who can’t face the prospect that her romance might be on thin ice. Densecutting, hard-pounding warm-hearted blues romanc.

DENNY BELLINE & THE RICH KIDS (2:07) [Victoria ASCAP—Belline, Belline] Hard rocking funk in the style of Denny Belline singing the praises of the good things that are sure to become, have become a heavy play item for party hours.

THE LAST WORD (Boom 60014)

• MONEY ISN’T EVERYTHING (2:16) [Roncon ASCAP—Belline, Belline] Hard rocking funk in the style of Denny Belline singing the praises of the good things that are sure to become, have become a heavy play item for party hours.

• SUMMER GIRL (2:40) [Roncon ASCAP—Belline, Belline] Pretty, lyrical ode over here.

JULIUS LAROSA (MGM 13543)

• WE NEED A LITTLE CHRISTMAS (3:11) [Jerreyo, Morris ASCAP—Weiss, Weiss] Julius Larosa should see lots of success with this charming holiday number, a medium-paced tune from the “Mame” show. Loads of play appeal in the enjoyable to listen to sound of this side.

• I CAN’T BELIEVE I’M LOSING YOU (2:58) [South Mountain BMI—Costa, Zeller] Soft, romantic sounding ballad.

CARMEN McRAE (Mainstream 650)

• ALFIE (2:45) [Famous ASCAP—David, Bacharach] Carmen McRae has a lovely ballad here from the same artist with happy, full of sunshine sound. Side could be a big hit with this one.

• MODESTY (2:00) [Feist ASCAP—Green, Dankworth] Powerful reading of the theme from “Modesty Blaise” film.

BLUES MAGOS (Mercury 80)

• TOBACCO ROAD (4:30) [Carr ASCAP—Good, Randolph] Bluesy-guitar-flavored, slow ballad with a bit of a twist to it.

• I’M NOT THE MARRIING KIND (2:38) [Chappell ASCAP—Harber] Ennio Guzman could make a strong entry in the teen market with this melodic, thumpin’ ditty that says away to go to a pretty girl. Side has loads of sound appeal.

• LITTLE PEANUT SHELL (2:52) [Jasinsk BMI—Kaufman, Anthony] Pretty ballad with a sad lyric.

DOUG CHERRY (Monument 947)

• AFTER I’M NUMBER ONE (2:49) [Soushongs BMI—Arnold, Denny] Does country flavored ditty with a cute, meaningful lyric. If you’re looking for a sweet easy-going job and makes this an attractive side.

• TIP OF MY FINGERS (2:06) [Tree, Champion BMI—Anderson] Pretty country ballad.

Best Bets

GAYLE HANESS (Bang 526)

• WE GOT A THING GOING FOR US (2:44) [Tripe BMI—Barry] Groovy, blues drenched, full bodied romancer. The lark does a potent, heart-tugging job of selling the infectious tune. Should get loads of exposure.

• WHEN YOUR BABY SAYS GOODBYE (2:54) [Trio BMI—Barry] Groovy R&B side.

THE MOST (Columbia 47312)

• SEA OF MISERY (2:19) [ASCAP—Weiss, Weiss] Medium-paced teen tearjerker with a smooth vocal riding well with the tender sound of the group. Side could have a very bright future with good exposure.

• WE’LL MAKE OUT ALL RIGHT (2:43) [Host ASCAP—Weiss, Weiss] Strong, fully bodied rocker.

JOAN REGAN (Columbia 47304)

• I’M NO TOY (2:45) [Gallico BMI—Loring, Schroeder] British lark Joan Regan has a pretty, moving passion filled tale about the thoughtless guy here. The meaningful lyric and the lark’s strong interpretation of it make for a strong record.

• DON’T TALK TO ME ABOUT LOVE (2:20) [Gallico BMI—Page, Motola] Medium paced, hard driving ballad of lost love.

MAD LADS (Virt 137)

• WHAT WILL LOVE TEND TO MAKE YOU DO (2:47) [East BMI—Brown, Green, Phillips, Williams] Groovy R&B side that the Mad Lads load in their usual peppy style. Easy paced, thumping beat, and will get loads of play in no time at all.

• I WANT A GIRL (2:50) [East BMI—Brown, Green, Phillips, Williams] Harmonic, rhythmic tune for a backer.

GINI EASTWOOD (Tower 249)

• THE WORLD AT MY FEET (2:16) [T.M. BMI—Reinick] Moving ballad of a young girl and her illusions. The lark does a lively, powerful job of selling the tune. Good play item.

• EVERYTHING I DO, I DO WITH LOVE (2:30) [Hayberry BMI—Wolfe, Riggin] Easy paced ditty for a backer.

PARRIS MITCHELL VOICES (Showcase 9890)

• WE NEED A LITTLE CHRISTMAS (2:40) [Morris ASCAP—Herman] This choral group could make loads of PD’s take notice with this pretty reading of this tune from the “Mame” main stemmer. Loads of good mass and middle-of-the-road appeal.

• MAMF (2:05) [Morris ASCAP—Herman] Sweet reading of the show’s title tune.

DISTANT COUSINS (Date 1514)

• SHE AIN’T LOVIN’ YOU (2:57) [Creve, Brown, Bloodworth] Funky, hard driving ode with the group doing a wonderful job in the style of the teen oriented lyric. Loads of both listening and dancing sounds here.

• HERE IT COMES (2:52) [Nadar BMI—Brown, Bloodworth, Nadar] Sweet, easy paced ditty.

DEAN SCOTT (Scepter 12137)

• GONNA HAVE LOSERS TOO (2:57) [Underhill BMI—Ward] Hard driving ballad with Dean Scott doing an emotion and soulfulized reading of the potent tune. Side should happen both Top 40 and R&B. Watch very closely.

• TWO YEARS AGO TODAY (2:07) [Crazy Cajun BMI—Fogelberg, Longoria] Husky, infectious chant.

WE THE PEOPLE (Challenge 59333)

• MIRROR OF YOUR MIND (2:30) [Barmore BMI—Eddieson] Hard driving, funk-filled, stomp- ing outged with appeal for the teen market. Way out cool, and has a given a powerful filled reading by this group. Could be a big record with exposure. The most impressive one.

• A SORRY LOVE (2:24) [Barmore BMI—Proctor] Easy paced, husky ballad back here.

SONNY CURTIS (Viva 602)

• MY WAY OF LIFE (2:24) [Curtis ASCAP—Herman] Pretty, easy paced ballad with lots and lots of summer feel. The chant’s hard driving, yetStill and given a powerful filled reading by this group. Watch this groove side very closely.


PETE SEEGER (Columbia 43699)

• THE DRAFT DODGER RAG (2:08) [Appleshead ASCAP—Raymond, Seeber] Accompanied by Fred Hellerman should stir lots of interest with this easy going reading of the controversial, Phil Ochs tune. Fine banjo and guitar work throughout the side.

• QUANTANAMERA (3:35) [Fall River BMI—Mart] Pretty adaptation of the Latin tune.

NED TOWNS (Atlantic 2434)

• HOW CAN YOU BABY-SIT A MAN (2:35) [Pronto-Lashare BMI—Towns] Soul-fueled, bluesy outged could make no impact. R&B spinners and buyers, Towns’ reading of this one might ditty makes an effective side.

Garnet Mimms
sings
"It's been such a long way home"

VEEP 1252
Produced by Jerry Ragovoy

A smash hit from

Where it's at...
Cash Box | July 21, 1966

**RECORD REVIEWS**

- **Best Bets**
  - **BRIAN BROWNE TRIO**
  - **DISTANT SHORES**
  - **NAT KING COLE**

- **Best Bets**
  - **POOKIE HUDSON**
  - **JIMMY MCCracklin**
  - **IKE & TINA TURNER**

- **REVIEWS**
  - **LONNIE WOODS TRIO**
  - **BILLY JOHN & CONTINENTALs**

**Cash Box**

- **SHARON SOUL (Coral 62487)**
  - Let Me Get to Know You” (South Mountain BMI—Lekha, Thomas. Lark Sharon Soul makes a tendre plea for a special guy’s love. Soft, easy listening should attract teen lovers in no time at all.

- **EXECUTORS (Swan 4259)**

- **GARNET MIMS (Veep 2323)**
  - It’s Been Such a Long Way Home (2:58) [Ritchhouse, Rumbalero BMI—Shuman, Ragovoy] Garnet Mims should make lots of playlists both Top 40 and R&B with this souffled, infectious rhythmic handclapper. The chantier’s powerful vocal is well matched to the hard rock sound backing him.

- **FREDDY CANNON**
  - The Laughing Song (1:50) [Doncan BMI—Canon, Robinson, Rogers, Tarplin] Ramsay Cannon could make lots of sales noise with this happy go-lucky summer to welcome. Loads of appeal for the surf set and their admirers.

- **PATRICE HOLLOWAY**
  - Lucky, My Boy (2:45) [American BMI—Patrice Holloway should stir up lots of emotions with this infectious, medium-paced, husky chant about a special guy. Loads of appeal for the young lovers throughout the land.

- **THE PANDORAS (Oliver 2003)**
  - Sweet Heart Sweet Heart (2:51) [American BMI—Linton, Randell] Easy going ode with a language of love—lyrical tale of love that is backed by a solid, husk back. Loads of listening appeal for the Top 40 crowd in this one.

- **BRIAN BROWNE TRIO**
  - Flowers on the Wall (3:26) [Southwind BMI—DeWitt] Solid, groovy jazz outing of the short time back Statler Bros., pop-country hit. Jazz buffs should dig this reading of the fine tune. Also middle-of-the-road spinning item.

- **BLUES PROJECT**
  - Where There’s Some Smoke There’s Fire (2:27) [Lark BMI—Kooper, Levine, Brax] Every punch line done up to the limit of emotion by this group. The tune builds to a potent chant and should carry the can in a personneled club.

- **POOKIE HUDSON**
  - Goin’ Down Louisiana (2:38) [Ronat BMI—Taylor] Funky ode on the back.

- **RAMSEY LEWIS**
  - Ain’t That Peculiar (2:54) [Jobete BMI—Moore, Robinson, Rogers, Tarplin] Ramsay Lewis should be headed for more pop-action with this groovy outing read to appeal with tons of double-barreled jazz-pop appeal here.

- **RAY SINGER**

- **MIKE DOUGLAS**

- **DEBBIE REYNOLDS**
  - Raindrops (2:06) [MRC BMI—Sourie, Sparks] Ultra-sweet, bouncy ditty from the Singing Nun.

- **CHAD & JEREMY**
  - It’s A Miracle (Une Fleur) (2:20) [MRC BMI—Sourie, Sparks] Same for this side.
His 1st Mercury single

JERRY BUTLER

has the sound of No. 1!

LOVE [Oh, How Sweet It Is]

MERCURY SINGLE 72592
B+ REVIEWS

WELLINGTONS (Ascot 2217)
(B+) GO AHEAD AND CRY (2:27) [Righteous, BMI—Medley] Warm, pretty effort by the group. Could make it.
(B) TAKE MY HAND (2:07) [Righteous, BMI—Medley] A similarly fine job.

GENTLEMEN JUNE GARDNER (Emarcy 4550)
(B+) IT’S GONNA RAIN (2:12) [Five West, Laughter, BMI—Bono] Pulsing instrumental revamping of the Sonny & Cher winner.
(B) LAST NIGHT (2:11) [East, BMI—Axton, Smith, Newman, Moman] Similar stuff on this Mar Keys while-backer.

LETTA & SAFARIS (Columbia 43875)
(B+) WALKIN’ AROUND (2:15) [Canyon, BMI—Gangwa, Levine] Mid-tempo, funk-filled workout.
(B) FOR GOD AND COUNTRY (1:58) [Canyon, BMI—Semenya, Levine] More of the same.

WAYNE LOGUICIDE (Philips 45588)
(B+) OW! BOOGALOO (2:17) [Action, BMI—Robinson] Thrusting extension of the current dance craze.
(B) COME ON EVERYBODY (2:37) [Action, BMI—Robinson] Another hard-moving workout.

SAVAGES (Red Fox 111)
(B+) THE BEST THING YOU EVER HAD (2:15) [Gil, BMI—Sonenberg] Slow-moving harsh-sounding pounder, with a British flavor.
(B) CHEATING ON ME (2:12) [Fontail, BMI—Leduc] Similar type, but more uptempo.

JOHNNY THUNDER (Diamond 206)
(B+) BEWILDERED (2:27) [Mil-ASCAP—Whitecup, Powell] Plaintive, melancholy blueser.
(B) JUST ME AND YOU (2:12) [Pictorstone, BMI—Cardell, Trimarchi] Easy-going infectious romancer.

3RD EVOLUTION (Dawn 306)
(B+) PLAY WITH ME (2:17) [Dawn, BMI—Henderson] Real rauncher with a lot of Liverpool flavor.
(B) GONE GONE GONE (2:14) [Dawn, BMI—Henderson] Flip is a frenetic workout.

B+ REVIEWS

BIG AMOS (Hi 2108)
(B+) HE WON’T BE MINE TWICE (2:34) [Jec BMI—Patton] Throbbing “High-Heel Sneakers” sound on this bluer.
(B) MOVE WITH YOU BABY (2:17) [Jec BMI—Patton] Another r&b thrower on the flip.

ALEXANDER PATTEN (Capitol 5677)
(B+) NO MORE DREAMS (2:25) [Brujem BMI — Patten] Harsh, “shout”-styled wallop.
(B) A LIL’ LOVIN’ SOMETIMES (2:22) [Brujem BMI—Breckett] Similar material, but in a slower tempo.

LOLYN LONDON (United Artists 50056)
(B+) LET’S BUILD A WORLD OF OUR OWN (2:17) [Gil BMI—Kasha, Hirshorn, Marianne] High-ly-danceable, pounding session.
(B) ALONE IN LOVE (2:08) [Spectacular BMI — Haber] Strong, building teen ballad.

ADAM WADE (Epic 5-10024)
(B+) HOW CAN I LEAVE YOU (2:11) [Gil, BMI—S. Lee, G. Garveretts] Dreamy and melodic ballad, richly orchestrated.
(B) SOLITUDE (2:12) [Searsdale & Amer. Academy, ASCAP—E. DeLaure, J. Mils, D. Ellington] Another melodic ballad marked by Latin rhythm section.

BILL SMITH (Tel 301)
(B+) WONDERING (2:43) [Tel, ASCAP—R. Gonzales, G. Cook] Ultra soft ballad with a reflective, ballad-style wallop.
(B) SUSANNE (2:43) [Tel, ASCAP—M. Marquith, T. Sommer] Jazz-flavored romancer.

B+ REVIEWS

BILL HJERPE (Epic 5-10056)
(B+) MBS FROST (2:29) [Albet, BMI—W. Hjerne] Funky, rag-time, up-beat, jug band type party tune.
(B) BEHIND THE TIMES (2:59) [Albet, BMI—W. Hjerne] Lively, reedy, jaunescence romp with a persistent beat.

MEL TORME (Columbia 4-34677)
(B+) HANG ON TO ME (2:35) [Columbia, BMI—P. Matt, R. Supraner] Soft, slow, charmaz by the vet songster backed by chorus.
(B) ALL THAT JAZZ (2:10) [Joseph E. Levine, ASCAP—A. Stillman, B. Carter] A sprightly, lyricl lid from the “A Man Called Adam” flick.

ZIMBO TRIO (Pacific Jazz 88129)
(B+) GABOTA DE IPANEMA (2:49) [Duchess, BMI—do Morais, Jobim] Pulsating orchestral revamping of the Geta/Gilberto popularized bossa nova standard.
(B) BEZA (2:30) [Duchess, BMI—do Morais, Jobim] Up-tempo Latin rhythms featuring a staccato touch on the 88.

STYLES (Swan S-4258)
(B+) HUSH LITTLE GIRL (2:20) [Palmina & Zig Zag, BMI—Chambers, Sofia, Sorge, Grass] Infricated ballad treatment of a young love heart throbber.
(B) I DO LOVE YOU (2:23) [Palmina & Zig Zag, BMI—W. Carucci, R. Grasso] Another one for the romance minded.

JOAN WHITNEY (Coca 1270)
(B) PATE OF A POOL (2:40) [Ridgeway, BMI—King, Stewart] Pretty middle-of-the-road ballad.
(B) SIL VOUS PLAIT (2:22) [Ridgeway, BMI—Price, King, Stewart] Another pretty vocal.

KITTIE WHITE (Clever 336)
(B) DO IT AGAIN (1:53) [New World, ASCAP — DeSilva, Gershwin] Swinging up-dating of the oldie.
(B) VISIT ME (1:38) [Smith—Maxwell, BMI—Smith] More good swinger.

DANIELS (Lantam 01)
(B) BIG CITY (2:29) [Lantam, Heliqiuri, BMI—Fowler] Infectious blues thrower.
(B) FINALLY (2:30) [Lantam, Heliqiuri, BMI—Lewis ] Slow-moving romancer.

ROEMANS (ABC-Paramount 45-10814)
(B+) LOVE (THAT’S ALL I WANT) (1:57) [Low-Twi, BMI—Whitley] Past-paced, rhythmic, toe-tapper.
(B) WHEN THE SUN SHINES IN THE MORNING (2:20) [Low-Twi, BMI—Whitley] Slow, folk-like ballad.

GEORGE GREELY (Reprise 0490)
(B+) WHO’S AFRAID? (2:49) [Harms, ASCAP—Webster, North] Richly orchestrated slow one from the soon to be released “Vir- ginia Woolf” flick.
(B) JUNGLE FANTAASY (2:15) [Butchess, BMI—Morales] Features the 88 in up-tempo Latin flavored ditty.

MAUREEN TOSMSON (Audio Fidelity 45-127)
(B+) GYPSY GIRL (2:45) [Audu- bon, ASCAP—M.A. Deluge] Slow moving, gypsy flavored ballad from the flick.
(B) FLY ME TO THE MOON (2:29) [Amanace, ASCAP—B. Howard] Soft, torchy rendition of this oldie.

ELISA FLORES (LinJo 106)
(B+) SINCERIDAD (2:33) [Ailay, BMI—Flores] Warm, Span- ish-language charmer.
(B) DUES LE QUE QUIEBRES (2:55) [Ailay, BMI—Flores] Another pretty Latin item.

DANNY DARROW (Mighty 107)
(B) WONDERLAND OF DREAMS (2:57) [Stateside, BMI—Zimm] Soft and warm.
(B) MY GIRL (1:15) [Rockford, BMI—Weinberg, Zimm] Cute, lively finger-snapper.

VIRTUES (Virtue 190)
(B) COTTON CANDY (2:07) [Virtu, ASCAP — Virtuoso, Bruno] Catchy, Latin-flavored mover.
(B) LOVE YOU (2:05) [Virtu, ASCAP — Virtuoso, Keefer, Roberts] Haunting guitar swayer.

CASH BOX—July 2, 1966
ROULETTE SERVES UP SIZZLING SUMMER HITS!

Tommy James And The Shondells
HANKY PANKY

Their first album . . . featuring 11 great new hits and "Hanky Panky" . . . their current hit single that's nearing the million mark!

AT YOUR DISTRIBUTOR NOW!

Call your distributor today . . .
he's got these "sizzlers" on the fire

Cash Box—July 2, 1966
### RADIO ACTIVE CHART

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

(SURVEY COMPLETED TO JUNE 22, 1966)

<table>
<thead>
<tr>
<th>% OF STATIONS ADDING TITLES TO PROG. SCHED. THIS WEEK</th>
<th>TITLE</th>
<th>ARTIST</th>
<th>LABEL</th>
<th>TOTAL % OF STATIONS TO HAVE ADDED TITLES TO PROG. SCHED. TO DATE</th>
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<tbody>
<tr>
<td>50%</td>
<td>I Saw Her Again—Mamas &amp; Papas—Dunhill</td>
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<td>94%</td>
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<td>43%</td>
<td>Hungry—Paul Revere &amp; Raiders—Columbia</td>
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<td>I Want You—Bob Dylan—Columbia</td>
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<td>The Work Song—Herb Alpert &amp; Tijuana Brass—A&amp;M</td>
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<td>Love Letter—Elvis Presley—RCA</td>
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<td>Impossible Dream—Jack Jones—Kapp</td>
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<td>Sweet Pea—Tommy Roe—ABC</td>
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<td>Trains &amp; Boats &amp; Planes—Dionne Warwick—Scepter</td>
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<td>Wild Thing—Troggs—Atco-Fontana</td>
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<td>Over Under Sideways Down—Yardbirds—Epic</td>
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<td>Billy &amp; Sue—B. J. Thomas—Hickory</td>
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<td>Tell Her—Dean Parrish—Boom</td>
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<td>Where Were You When I Needed You—Grass Roots—Dunhill</td>
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<td>Sunny—Bobby Hebb—Philips</td>
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<td>You Can’t Roller Skate In A Buffalo Herd—Roger Miller—Smash</td>
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<td>All These Things—Uniques—Paula</td>
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<td>Sweet Dreams—Tommy Mclain—MSL</td>
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<td>Whole Lot Of Shaking In My Heart—Miracles—Tamla</td>
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<td>La Bamba—Trini Lopez—Reprise</td>
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<td>Lonely Soldier—Mike Williams—Atlantic</td>
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<td>Race With The Wind—Robbs—Mercury</td>
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<td>Hey You Little Boo-Ga-Loo—Chubby Checker—Parkway</td>
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<td>I’m A Nut—Leroy Pullins—Kapp</td>
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<td>Misty—Richard ‘Groove’ Holms—Prestige</td>
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<td>I Call Your Name—Buckingham’s—USA</td>
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<td>See You In September—Hoppings—B T Puppy</td>
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<td>Happy Summer Days—Ronnie Dove—Diamond</td>
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<td>I Love Onions—Susan Christie—Columbia</td>
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<td>Beg, Borrow &amp; Steal—Rare Breed—Attack</td>
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<td>You Just Can’t Quit—Ricky Nelson—Decca</td>
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<td>Just A Little Bit Of You—Dallas Frazier—Capitol</td>
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**LESS THAN 10% BUT MORE THAN 5%**

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<td>Wonder Who (Philips)</td>
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<td>Torn &amp; Cement</td>
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<td>Verdelle Smith (Capitol)</td>
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<td>Go Go Train</td>
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<td>Johnny Pope (Scepter)</td>
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<td>Such A Sweet Thing</td>
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<td>Mart Wells (Atco)</td>
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<td>Brian Hyland (Philips)</td>
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<td>Freddie Fuqua</td>
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<td>Ray Stevens (Monument)</td>
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<td>Sidekicks (RCA)</td>
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<td>Shake Your Hips</td>
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<td>Slim Harpo (Excella)</td>
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<td>Out On The Floor</td>
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<td>Dabie Gray (Chopper)</td>
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Chuck Berry

**HAVANA MOON**

CHESS 1963

Billy Stewart

**SUMMERTIME**

CHESS 1966

Little Joe Blue

**DIRTY WORK GOING ON**

CHECKER 1141

Freddy Robinson

**THE CREEPER**

CHECKER 1143

Big Maybelle

**IT’S A MAN’S, MAN’S WORLD**

CHESS 1967

**CHESS RECORDS**
TO: THE LOVIN’ SPOONFUL
FROM: THE CARRIAGE TRADE

Hey, Guys —

Thanks for the great idea for a smash—
"WILD ABOUT MY LOVIN’" !!

Reaction is sensational!!

Spoonfuls of Love,

The Carriage Trade

ATTENTION DISTRIBUTORS

“WILD ABOUT MY LOVIN’” by The Carriage Trade,
Filmways Records, FW—107, is a hands-down smash!!

Big State Dist. Co., Dallas, Texas
Independent Music, San Francisco, Calif.
H. W. Dailey, Houston, Texas
Action Dist., Denver, Colorado
M. P. Krupp Dist., El Paso, Texas
Phoenix, Arizona
Microphone Music Co., Honolulu, Hawaii
Music Service, Great Falls, Montana
Record Merchandising, Los Angeles, Calif.
Fidelity Electric, Seattle, Wash.
Alpha Dist. Corp., Charlotte, N. C.
Delta Dist. of Buffalo, Buffalo, N. Y.
Eastern Record Dists., Hartford, Conn.

Essex Record Dists., Newark, N. J.
Mainline Dist., Miami, Florida
Godwin Dist. Co., Atlanta, Georgia
Lieberman Music Co., Minneapolis, Minn.
Mainline-Cleveland, Cleveland, Ohio
Marnel of Maryland, Baltimore, Md.
Merit Music Dist., Detroit, Mich.
M. S. Dist., Chicago, Illinois
Franklin, Wisconsin
Music City Record Dist., Boston Mass.
Record Merchandisers, Inc., St. Louis, Mo.
Bill Seigle, Indianapolis, Ind.
Ralph M. Schroeder, Cincinnati, Ohio
**BIOS FOR DEEJAYS**

**Troggs**

Reg Calvert, head of Radio City-Thames Estuary, England, was shot on July 31, approximately 24-hours after his pirate outlet was shut down by an as yet unidentified boarding party. The bizarre murder has sparked an investigation by British detectives as Calvert's body was found in the English mainland home of the one time head of a rival pirate outlet and not outside the 3-mile territorial limit. The investigation may bring about a government acceptance of new of the pirate stations. Perhaps then being a rock-deck party on the outskirts of London will cease to be as hazardous an occupation as it now appears to be.

**Ed King of KDKA-Pittsburgh, in continuing with a 7-year series marking the 25th anniversary of major happenings in World War II, hosted “Scrapbook In Sound” recalling June 24, 1944 on Johnnie Law’s “FM” outlet over the program. The program included the music that America was singing and dancing to as “The Hut Song,” “Tonight We Love,” “You Are My Sunshine,” and “Little Bit South Of North Carolina.”**

**Jack Angel of KEX-Portland, Ore., has just finished an 8-week run with the Portland Civic Playhouse production of “Finian’s Rainbow.” The spinner, who went on without much fuss and as west as the host of the “Jack Angel Commute Club,” portrayed the leprechaun. The 15-city 22-city tour has been heard of a leprechaun being an Angel.**

**WAYS-Charlotte, N.C., recently celebrated its 1st birthday under the ownership of Sid Atlas and Stan Kaplan with a “birthday party” sponsored by a crowd of 300 people and the Charlotte Coliseum for the celebration. Jack Gale, the outlet’s pd, produced and emceed the show. Among others appearing at the “party” were: the Four Seasons, Little Stevie Wer- ler, Lou Christie, Jody Miller, Tommy Ror, Jeannie Seale, and Paul Peck.**

**WHAM-Rochester has converted all its night program to an 80% instrumental jazz format. Bill Ardis is host of the show which is called ‘Ardis Presents The Night’.” The other hour of the show is devoted to a loose vocal format which includes the playing of such artists as Frank Sinatra, Nancy Wilson, Ray Charles, and Nina Simone.**

**George Keith of WNAV-Wayneboro, Va, received “Mrs Miller’s Greatest Hits” (Capitol) in the mail, played it on the air, and dramatically announced that he would break it if he got enough requests. There was a flurry of activity with petitions and votes both for and against Mrs Miller lost. Knowing that the Multiple Schizophrenia Hope Chest Drive was about to begin, Keith reneged on his agreement to break the record and auctioned it off instead. The proceeds went to the Multiple Schizophrenia Drive.**

**Detroit area golfers will swing away free of charge twice during the month of June at Rockham Golf Course courtesy of WJBK-Detroit, George Teles, Jerry Blocher, and Bob Lee (all WJBK air personalites) who have taken their golf course on 2 different mornings to see that all golfers are turned of for free of charge. The duffer handed in the lowest scorecard at the end of either of these days will receive as RCA AM/FM transistor radio.**

**Klaven and Finch are conducting a cash sweepstakes using WNEW-FM’s “Daily Double”.” In this campaign WNEW-FM’s “Daily Double” card has been distributed to listeners in the metropolitan New York area and twice each morning the Klaven and Finch team will call.”**

**Bill Hickock of WIP-Philadelphia has been awarded a gold record for his song "A Lover’s Concerto." Hickock presented the gold version of her song to the spinner Penny. The presentation of this gold record was slightly interesting because Mrs. Miller has yet to sell a million copies of the record.**

**CXXL-Calgary, Alberta, Canada has established the "Sarcee Citizen Of The Year" award to be given to any male or female living on Calgary’s Sarcee Indian Reserve and will be awarded on the basis of individual contribution toward the betterment of life on the reserve. The deadline for entries in this year’s contest is July 4. The outlet hopes that, through this award, they can call attention to the tremendous effort the Indian is making toward the betterment of his way of life.**

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**PLATTER SPINNER GATTER**

**Cash Box—July 2, 1966**

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**THE DAY AFTER FOREVER**

**Peggy Paxton**

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**DOING THE BEST I CAN**

**John Fred**

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**I’M GONNA LEAVE YOU**

**Bobby Powell**

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**ALL THESE THINGS**

**The Uniques**

Page 238

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**MY BACKSCRATCHER**

**Frank Frost**

Jewel 765

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**HOT NEW ONES TO WATCH!**

**I’VE GOT YOU ON MY MIND AGAIN**

**Billy Joe Young**

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**THE BACK SCRATCHER**

**Frank Frost**

Jewel 765

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**DOBING THE BEST I CAN**

**John Fred**

Page 244

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**I’M GONNA LEAVE YOU**

**Bobby Powell**

Whit 716

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Cameo/Parkway Purchases Children's Record Lines

PHILADELPHIA — Cameo/Parkway has purchased the Midnight Muse, which includes Little World Records, Major-Note Records, and other music lines (which are said to nearly make their national marketing debut), and an active director Johnnie Pate in the arrangement. Malas, the husband and wife team who have created and directed the operation, will continue in those capacities as executive vp and vp respectively, under a long-term, exclusive employment contract.

The albums are budget priced, ranging from $2.98 to $3.98. The acquisitions include “Tressy,” “Heidi,” “Tiny Tramp,” “Rasta,” and “Wish-Nik” packages which will probably be marketed in warranty with the company’s product. The line includes an “in-home” tape, “Baby Troubadour.”

ABC Inks Betty Everett

NEW YORK—Betty Everett has been signed to an exclusive recording pact with ABC, according to an announcement by label chief Larry Norman. The Mississippi-born songstress whose credits include “It’s No Good” and “I’d Rather Go Blind,” has already completed her first sessions with ABC. The date was cut at Universal Studios in Chicago, with Al Smith handling the production and midwestern A&R director Johnnie Pate in the arrangement conductor slot. Tunes were recorded for both the pop and R&B markets, with the first release scheduled soon.

Top 50 in R&B Locations

1. ARE YOU READY TO BEG: Temptations (Goody 7054)
2. LET'S GO GET STONED: Ray Charles (ABC Paramount 1008)
3. HOLD ON I'M COMING: Martha & Vandellas (Goody 7053)
4. WHEN A MAN LOVES A WOMAN: Joe Sample (Atlantic 3326)
5. I LOVE YOU 1000 TIMES: Darrell Fontaine (Tame 5219)
6. COOL JERK: Capitals (Koren 1529)
7. GOOD TIME CHARLEY: Bobby Bland: (Duke 402)
8. BAREFOOT DANCER: Robert Parker (Nols 721)
9. NEIGHBOR, NEIGHBOR: Eugene Hughes: (Philco 402)
10. OH HOW HAPPY: The Fourteen (Mercy (Tame 2435))
11. THE S.Y.S.J.F.M.: Joe Tex (Dial 4038)
12. WANT A HUG: Will & Wesley (Atlantic 4984)
13. TEENAGER'S PRAYER: The Moody Blues (Atlantic 4698)
14. LET ME BE GOOD TO YOU: The Rolling Stones (Rolling 4698)
15. IT'S A MAN'S MAN'S WORLD: Joe Brown (King 6059)
16. COUNT DOWN: The Crystals (Rourelette 4679)
17. HANKY PANKY: Tommy James & Shondells (Roulette 4688)
18. BABY IT'S OVER: Bob & Earl (Mirwood 5517)
19. LOVING YOU IS SWEETER THAN EVER: Four Tops (Motown 1966)
20. WITH A CHEETAH: Storie Wandor (Tame 51390)
21. THAT NEW GIRL: The Venturas (Columbia 4007)
22. I'M A ROAD RUNNER: The O'Jays (Goody 1031)
23. MUSY: Richard "General" Holmes (Prestige 403)
24. I'LL LOVE YOU FOREVER: The Happy Golden Words (Golden Words 36)
25. CLIMB TO THE BOTTOM: Walter Jackson (Jaco 17247)

Cash Box — July 2, 1966

Randy, Wallach Fill 2 New ABC Posts

RAY RAND
MICKY WALLACH
DAVE BERNSTEIN

NEW YORK—ABC Records has created two new exec slots, including that of director of marketing and sales for tape cartridges and national dir. of LP promotion. Ray Rand will head ABC's tape dept., while Mickey Wallach moves into the position as chief of album promotion. In addition, Dave Bernstein has joined the company as New York City promo rep, working out of Jet Records, ABC's local distrib branch. Rand, who'll direct tape cartridge product for ABC and its various lines, comes to the label after an association with International Tape Cartridge Corp., where he headed sales. He started in the audio business in 1944 upon joining Midtown Distributors, and his other music business associations include stints at RCA's Audio, Album, Alphiphi and Olmsted Sound studios. ABC is almost ready to release its first cartridge product, including 25

Coast Cutting The Hit Albums

HOLLYWOOD—The emergence of the west coast as a vital factor in the creation of hit product is currently rather effectively demonstrated: 10 of the top 20 albums in the nation (on this week's Cash Box LP charts) were A&D/R in Los Angeles and environs.

The Top Ten includes three Tijuana B markings: A&M titles ('"What My Love", ""Going Places"" and "Whipped Cream And Other Delights") all recorded at Gold Star Studios, two motion picture soundtracks ("Sound Of Music" and "Elvira, & Elvira," recorded at Twentieth Century and MGM Studios respectively, Frank Sinatra's "Strangers In The Night (Reprise) cut at Warner Bros., "Barbary Shore, the Mamas and the Papas" "If You Can Believe Your Eyes" and "Tears," cut at Dunhill-best seller cut at Western Studio.

In Hollywood, the Beach Boys, "Pet" and "Surf's Up," John Lennon's "Imagine" and "Walls and Bridges," Van Morrison's "Moondance" have been cut at Capitol Studio, and the Animals' "Big Hits (High Tide And Green Grass" (London) 80% of which was recorded at RCA Victor Studio in Hollywood.

Mace Releases 6 Classical LP's

NEW YORK—Mace Records, Scepter's budget classical line, has released six additions to its expanding catalog. The new albums are: Beethoven & Brahms Trios; Haydn: Three Wind Concertos; Haydn: Concerto & Sinfonia; Haydn/Puccini: Harpsichord Concertos; Dandi/Hindemith/Beethoven: Missa Solemnis; Chopin: Four No. 1096)

Brooklyn Gets 'Soul'

NEW YORK—a brand new breath of "soul" humanity has been breathed into Brooklyn with the opening of a new label, Gray Sounds, Inc., which will make records for the young and the hip. The label's first outing, " Ain't That Right" by E. Chandler has been released in the South and is reportedly going strong in Alabama, Georgia, North and South Carolina and Florida.

Looking nationwide releases from the company include "Don't Stop Loving You" by the Radiations, "Let Me Try" by The Beer, an American group with a strong British flavor and "The Girl's Got A Style" by the N-Jos. Other acts on the roster include the Majestic Five and Bob Fontana, lead of a group of comedian-songster Frank Fontana.

Pat J. Lomuto and Eddie Gray will be in charge of the writing and arranging for Gray Sounds, while Gray will also be the A&R work along with James Johnson.

In addition to production the firm will also include management and publishing facilities. Execs include Lomuto, who will be heading up the executive department, and Louis Lomuto as secretary-treasurer, and Jack Ingrande, who will run the label.

"Swing" will be handled by Gray and Lomuto, on the East Coast, and Jerry Johnson and Walter Andrews in the Southwest. The line will be distributed by the A&R Boys and in the South by Wally Merceer.

Hermits Extend Tour

NEW YORK—The 6-week Hermit's Hermit's tour of the United States and Canada, scheduled for September, has been extended to 8-weeks. They will be accompanied on the tour by the 5%, an American group. Both the Hermit's Hermit tour and the Animals tour will converge on Honolulu at the same time and they will play that city's Civic Arena together.

Hermit's Hermit's latest MGM does "This Door Swings Both Ways," has been scheduled to coincide with the current tour.

You've Got Your Troubles [Nun's Post] (Columbia)
GREEN GRASS [Gambles] (Atlantic) [LP/Dolton]
TIME & TIDE (Dot)
I CAN'T BELIEVE THAT YOU'RE IN LOVE WITH ME (Parlophone) (Columbia)
HAPPINESS IS [Ray Conniff (Columbia)]
Shepherd & Anasound (Epic)
Marinich Brass (West Pacific)
MILLS MUSIC, INC.
Congratulations to Cash Box on its 24th Anniversary

Jack Jones

P.S. My sincerest thanks to the nation’s DJ’s.

Current releases

ALBUM

“The Impossible Dream”
Kapp KL-1486/KS-3486

SINGLE

“The Impossible Dream”
Kapp 755


Management: Nick Sevano

Musical conductor: Doug Talbert

Personal appearances: Television and Motion Pictures:

Direction

GAC

KAPP

WILLIAM MORRIS AGENCY, INC.

GERARD PURCELL ASSOCIATES

To Move To Larger Quarters

NEW YORK—Gerard W. Purcell Associates, the management-publishing-concert booking complex, will move to larger quarters at 150 East 40th St., as of July 1. The move, made necessary by the recent expansion of the firm, will afford double the space now occupied by the Purcell offices. Gerard Purcell, president of the company, also announced that his Nashville office, under the direction of Eddie Cummings, and his Hollywood office, under the direction of Stan Pat, are being expanded by one third of the space previously occupied. Both the Nashville and Hollywood offices will remain at their present locations.

WORTHY ENTERS LP FIELD WITH ‘AFRO-LATIN SOUL’

NEW YORK—Worthy Records has released its first LP, “Afro-Latin Soul” by Mutato Astatke & His Ethiopian Quintet. The album consists of Ethiopian material done in a Spanish style. Astatke used this approach because of the many similarities between African and Latin music. Worthy operates out of 1909 Ave K in Brooklyn, N.Y. The label also runs two publishing companies, Ichabod Music (BMI) and Worthy Music (ASCAP).
I saw her again
Mamas & Papas

The work song
Here Albert & Tijuana Brass

I want you
Bob Dylan

Trains & Boats & Planes
Dionne WarwicK

Where were you when I needed you
Grass Roots

Sweet dreams
Tommy McLain

Pretty Flamingo
Manfred Mann

Lonely soldier
Mike Williams

Hey you little bo-boo-look
Chubby Checker

Not responsible
Tom Jones

You just can't quit
Rick Nelson

Searching for my love
Bobby Moore & Rhythm Aces

I'm a nut
Leroy Pullins

Stop get a ticket
Clefs of Lavender

Capitol Inks B. Mann

Hollywood—Barry Mann has signed an exclusive, long-term con-
tract as a vocalist and producer of his own recordings for Capitol. Voxy
Gilmores, the label's A&R vp, said that
"Angelica," Mann's first single for
Capitol is scheduled for rush release.
A partial list of Mann's song writing
credits include: "Soul And Soulful," "Kicks," and "Walking In The Rain,"
which Mann, who was born in New York,
usually collaborates with his wife, Cythia
Well, on song writing activity.

(l to r.) Gilmores, Mann, Livingston

In announcing Mann's signing, Gil-
more stated: "I am extremely pleased
to announce the signing of a young
man who has proven himself to be
one of the music world's most creative
and consistently successful composers.

KR Offers 1st Single

New York—KR Records, a new
label jointly owned by Koppelman-
Rabin Assoc. and Chess Records, has
issued its first release, "Land Of
Music." By The Strangers, produced
by Eric Jacobson. He has produced 4
straight hits for the Lovin' Spoonful,
which are: "Do You Believe In
Magic," "You Didn't Have To Be So
Neat," "Dreamgirl," and "Did You
Ever Have To Make Up Your Mind,"
Chess plans to continue release on a
major promotional campaign on the
new single. The promo effort will
include heavy new artist promotion,
aggressive direct mailing, a strong pro-
gram of follow-up promotional material
for dealers through radio outlets, and
tours.

His vocal talents will be, I feel, also
establish him as one of the most
prominent new talent vocalists in the
recording field.

Mann's last hit was "She Say,"
recorded by the Drifters in 1965.
This was followed by Steve Law-
rence's "Footsteps," and the Larry
Herman's "Come Back Silly Girl,"
Mann has also scored TV themes for
several series including "The Far-
mers Daughter." In addition to re-
cordings, his future plans call for
scoring of a motion picture and B-Way
musical.

Rainbow Label Opens
Shop In Detroit

Detroit—Rainbow Records has been
formed here by Joey Brooks and
Art Wible. The label is entering the
disco market with a single, "Come
Share The Good Times With Me" by
Julie Monday, reportedly showing
debut activity in Detroit. Brooks, a writer-
producer, has penned material cut by
the Walker Brothers, Jack Jones.
Tom Jones, Petty Duke, Roy Balt-
am, Adam Wade, Gene Pitney, Eddie
Hodges, Kenny Smith and others. He
also wrote the theme song for a film
up for an Oscar, "Nobody Waved
Goodbye." Brooks produced the
"Share" deck. Wible is a former
director of the Mason Advertising
Agency.
The company, which will announce additional personnel shortly, also
plans to open offices in New York and
Los Angeles in the fall.

Pied Piper—Victor Sign
Indie Production Pact

Troy, Mich.—Shelley Haines and
Jack Ashford of Pied Piper Produc-
tions have announced the signing of
an independent production deal with
RCA Victor. The deal, negotiated with
Victor producer Paul Robinson,
calls for Haines and Ashford to pro-
duce several Pied Piper artists for
release on Victor.
First release will be Lorrainne
Chandler with "I Can't Hold On" b/w
"Only Live Twice." Other ses-
sions scheduled for artist listing are for
Sharon Scott and a new duo, Michael
Raymond.

THANKS ELVIS—Elvis Presley was
recently presented with a "Thanks
Elvis" plaque by songwriters Sid
Wayne (left) and Ben Weisman,
who've written 52 Presley recordings
over the past 10 years. The combined
international sales of the discs has
passed the 50 million mark.

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Jack White—Seymour Greenspan

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ATCO — VOLT — VEP — Jukebox — Dandy — Romance — Mod Tow
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SUPER SERVICE with the FIRST & MOST
EXPERIENCED Jobber & One-Stop in Reel-to-Reel and
Cartridge Tapes in the MIDWEST HANDLING ALL LINES.
RCA Victor — Capitol — Columbia — Decca — Mercury — Stereo Tapes — Music Tapes... GRT
**Victor Offers Buena Vista, Diamond LP's in Stereo 8's**

NEW YORK—RCA Victor is releasing 10 new stereo 8 tape cartridges for July, including product from the Buena Vista and Diamond labels. Victor, already manufacturing and distributing cartridges for the Sceptor and Kapp labels, is marketing Buena Vista's track LP of "Mary Had A Little Lamb," the first stereo recording of "Best of Ronnie Dove."

From its own catalog, the label is offering "A Sunday Serenade with the Anita Kerr Quartet," "Only the Big Ones" by Floyd Cramer, "An Evening with Belafonte/Monskouri," "A Big Prestige of Soul, Folk, Rock & Blues by Jose Feliciano and "Pop Goes Baroque" by the Provocative Strings of Zacharras. Red Seal releases include "The 'Pops' Go Country" by Chet Atkins, Arthur Fiedler and the Boston Pops, "Baroque Guitar by Julian Bream and Drueva's New Renaissance musical and Carnival Overture" with Fritz Reiner conducting the Chicago Symphony.

**Cane Guides Further Expansion Of TRO's Talent Division**

NEW YORK—The talent division of the Richmond Organization, headed by Chad & Jeremy Cane, has signed a husband and wife singing-songwriting team to its roster, bringing the total number of artists already under contract to five. The newest attraction to join the firm, according to Cane, is Paris appearing with Lisa Minelli at the Olympia Theater.

**Big 3 Sees Hottest Summer For Both Charts & Coin**

NEW YORK—The Big 3 Music Corporation (Robbins-Feist-Miller) is headed into another hot summer business in many seasons with top activity on the hit charts and in the company's financial records. The publishing organization is jumping with the top 10 songs, "Don't Have to Say You Love Me" by Dusty Springfield (Phillips) and other chart runners "Somewhere My Love" by Ray Conniff (Columbia), the Bachelors "Can I Trust You" (London), the Yardbirds "Helter Skelter" (Scofield songwriter), The Kinks "Lara's Theme" disked by Roger Williams (Kapp). Strong action is indicated for "Strobus & Caperb" by Lena and "My Friend" by Enzo Starbic (Epic). The current summer drive marks Arista's first year of full staff as head of the Big 3—a year in which he has vigorously pursued a policy of attracting new writers and writers and organizing up major international exploitation. "Dada Maxin" (Maxin Records) has moved into top ten circles with ten long riding hits and also chalked up some 25 chart entries all the way from number 1 to number 10. The invasion of new writers is also typical of Arista for 1968. With reported revenues up 15%, the firm will continue to step-up acquisition drives and build-up new pop material.

**Rubery Trade Paper Directory**

NEW YORK—Phyliss Fairbanks and Chet Gierlach of Music, Music, Music have compiled a trade paper directory as a service to the record industry. The directory consists of reprints of the mastheads of 7 industry trade publications. The firm sent out the directory to record company execs to contact the personnel at the various trade papers and their offices around the world.

**Irving Brown Joins Seven Arts Music**

NEW YORK—As a first step in enlisting the activity of its music publishing firms, Seven Arts Productions—formed recently from the merger of Irving Brown, who will be involved in all aspects of the Seven Arts Music and its sister publishing arm, and will report directly to Jerry Di Falco, president of the firm’s music division. Brown begins his new duties immediately in Seven Arts offices.

Brown has been with Chappell Music for the past 18 years and since 1957 has acted as vice-president and executive assistant to Chappell’s late president, Max Dreyfus. During his years with Chappell, Brown handled the business of the publishing firms of Rodgers and Hammerstein, Cole Porter, George Gershwin, Jerome Kern, and Lerner and Loewe, among others.

Hugo & Luigi Set Prod. Deals With Parrot, Reprise

NEW YORK—(Parrot) and Luigi (Creatore), vet producers and publishers, who opened up their own offices earlier this year, upon their departure from Roulette Records, have signed an extended three-year phase of their operation by firma contract deals with the Parrot and Reprise labels.

The duo's initial effort for Parrot, "Dearest Mrs. Appleby," by Tom Gjerde, has been rushed into immediate release. Walt Maguire, sales and A&R chief of the Roulette Group (distributor of Parrot), indicated that other product is expected from H&L on a regular basis.

For Reprise Hugo and Luigi will produce all sessions for Lloyd Price, who has recently been signed to the label in a long-term deal.

**RCA Inks Stained Glass**

SAN FRANCISCO—RCA has signed a group of students from San Jose State College to a long-term recording contract. The group is known as the Stained Glass and their first single was entitled "I Needed Someone." The session was A&R’d by Danny Davis.

**Cash Box—July 2, 1966**

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**Senator**

WASHINGTON, D.C.—This year's Senate hearings on the recording industry have been the subject of much speculation, as some senators have called for an overhaul of the Copyright Act to provide for better royalty rates. However, the industry is divided on the issue, with some companies calling for a reduction in royalty rates and others arguing for increased protection. As the hearings continue, it remains to be seen how the industry will respond.

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**Mamas & Papas Pull Golden Triple Play**

NEW YORK—Mamas & Papas are currently pushing a new triple album, "Golden," which is being acclaimed as one of the year's strongest acts in the folk rock genre. The album features the group's most popular hits, including "California Dreamin'" and "Monday, Monday." The band's success is due in part to their harmonious vocals and unique sound, which has helped them stand out in the crowded folk rock market.

---

**Watch for This Label**

PLATINUM RECORDS

"The Greatest Sound Around"

PLATINUM RECORDS, INC.
1668 Meridian Avenue, Miami Beach, Florida 33139
(305) 532-5474
Date single on the highway to Hitsville! Check the charts.

Don't wait. Go Date. Contact your nearest Columbia Records Distributor.

STOP!
GET A TICKET!
by
The Clefs of Lavender Hill
Bernard Tapy pour le soleil

86.158

auteur-compositeur de choc au physique percutant, Bernard confirme ses qualités exceptionnelles d'interprète dans "Passeport pour le soleil" (adaptation par Louis Amade, de Ballad of the green berets, le plus grand succès américain 1966)

du rythme, du muscle, une belle voix chaude, une présence jeune et virile ; Bernard Tapy ou les débuts d'une grande vedette

RCA VICTOR

General Meeting—Hamburg, Germany was recently the sight for the RCA Record Division general meeting of Europe. Teledec Schallplatten GmbH., the distributor of RCA Victor in Germany and several other European countries was the host for the conference which drew representatives from throughout Europe and the U.S. The main topic of the meeting was advertising and sales planning on the world scene. In this series of pics taken during the conference are (top shot) all the reps on the steps of Hamburg's City Hall. In the second pic are (left to right) Roger Hall and Dr. Peter Baumberger. Third shot shows Dario Soria and Hans Lieber as listeners at the conference. In the bottom photo Teledec vice president and sales manager Artur Waizenegger discusses distribution.

French EP TOP FIFTEEN

1 Cheveux Longs Idées Courtes (Johnny Hallyday) Philips; Labrador
2 La Poupée Qui Fait Non (Michel Polnareff) AZ; Meridian
3 Le P.D.G. Et Le Lapin (Gilbert Bécaud) Voix de son Maître; Rideau Rouge
4 Qu'elle Est Belle (Mireille Mathieu) Barclay
5 Non Je N'ai Pas Oublie (Enrico Macias) Pathé; Cirta
6 Les Préoccupations d'Antime (Jean Yanne et Jacques Martin) Barclay
7 Mon Credo (Mireille Mathieu) Barclay; Prosadis
8 I Put A Spell On You (Alan Price Set) Decca
9 Le Cinéma (Sheila) Philips; Carrére-Star
10 Paint It Black (The Rolling Stones) Decca
11 Elle Etait Belle (Adamo) Voix de son Maître; Pathé Marconi
12 Les Contes Elucubrations (Antoine et Les Problèmes) Vogue; Vogue International
13 Toi (Alain Barrière) Barclay; Tutti
14 Main Combien de temps (Claude François) Philips; Tutti
15 Mr Le Professeur (Christophe) AZ; Jacques Plante
GERMANY—BEST SELLERS OVER THE PAST 8 WEEKS

( Courtesy “Music”)

Week

This

Last

Weeks

On Chart

1 1 12 100 Mann & Ein Befehl (Ballad Of Green Berets)—Freddy Quinn—Polydor—Francis Day & Hunter

2 4 3 Sleep John B—The Beach Boys—Capitol—Francis Day & Hunter

3 3 6 *Muessen Frauen Einsam Sein (Must Women Be Lonely)—Peter Alexander—Polydor—Hann Gericke Music

4 8 3 *Wenn Du Gehr Willst (If You Want To Go)—Vicky—Philips—Ralf Arnie Music

5 10 3 *Honey Bee—The Magics & Decca—Edition Intro/P. Meisel

6 — 1 *Paint It Black—The Rolling Stones—Decca—Hann Gericke Music

7 — 1 The Sun Ain’t Gonna Shine Any More—The Walker Bros.—Star Club Records—Aniri & Beechwood Music

8 2 10 These Boots Are Made For Walking—Nancy Sinatra—Reprise—Belmont Music/L.Yaskiel

9 — 1 *Der Neue Tag Beginnt—Bernd Yaskiel—CBS-Molodie Der Welt

10 — 1 How Does That Grab You Darlin’—Nancy Sinatra—Reprise—Belmont Music/L.Yaskiel

GERMANY—JUKE BOX-RAadio-SALES FAVORITES

( Courtesy “Automaten-Markt”)

Week

This

Last

Weeks

On Chart

1 1 10 100 Mann & Ein Befehl (Ballad Of Green Berets)—Freddy Quinn/Heidi Brühl—Polydor/Philips—Francis Day & Hunter

2 5 5 *Muessen Frauen Einsam Sein (Must Women Be Lonely)—Peter Alexander—Polydor—Hann Gericke Music

3 7 3 *Eine Kleine Träne (A Little Tear)—Renny—Telefunken—Edition Marbet

4 2 9 *Niemals Mich So Wie Ich Bin (Take Me Just Like I Am)—Drafi Deutscher—Decca—Edition Intro/P. Meisel

5 4 10 These Boots Are Made For Walking—Nancy Sinatra—Reprise—Edition Belmont/L. Yaskiel

6 — 6 Sleep John B—The Beach Boys—Capitol—Francis Day & Hunter

7 — 1 *Honey Bee—The Magics & Decca—Edition Intro/P. Meisel

8 7 5 *Wenn Du Gehr Willst (If You Want To Go)—Vicky—Philips—Ralf Arnie Music

9 6 13 *Es Lebt Waltz (I Could Cry About It)—Manuela—Telefunken—Edition Intro/P. Meisel

10 10 5 Weisse Tuch Im Blauen Jacket (A White Handkerchief In A Blue Jacket)—Wencke Myhre—Polydor—Minerva Music/R. Von Der Devenmuhle

*Original German Copyright

Great Britain’s Best Sellers

This

Last

Week

Week

On Chart

1 2 2 *Paper Back Writer—The Beatles (Parlophone) Northern

2 1 5 *Strangers In The Night—Frank Sinatra (Reprise) Leeds

3 4 6 *Monday Monday—Mama’s & Papa’s (RCA) Dick James

4 8 3 Don’t Bring Me Down—The Animals (Decca) Screen Gems

5 7 5 When A Man Loves A Woman—Percy Sledge (Atlantic) Bellinda

6 3 4 *Paint It Black—The Rolling Stones (Decca) Mirage

7 6 *Sorrow—The Merseys (Fontana) Grand Canyon

8 18 2 River Deep Mountain High—Ike & Tina Turner (London) Bellinda

9 13 3 Over Under Sideways Down—The Yardbirds (Columbia) Yardbird

10 17 2 Don’t Answer Me—Gilla Black (Parlophone) Shapiro Bernstein

11 9 5 *Promises—Ken Dodd (Columbia) Springfield

12 11 1 Sunny Afternoon—The Kinks (Pye) Belinda

13 5 6 *Wild Thing—The Troggs (Fontana) April

14 20 2 Nobody Needs Your Love—Gene Pitney (Stateside) Schroeder

15 11 3 *Nothing Comes Easy—Sandle Shaw (Pye) Glassando

16 18 8 Sleep John B—Beach Boys (Capitol) Immediate

17 9 5 *Rainy Day Women Nos.11 & 55—Bob Dylan (CBS) Feldman

18 14 6 Hey Girl—Small Faces (Decca) Robbins

19 — 1 *Hideaway—David Dee, Dozy, Beaky, Mick and Teen (Fontana) Lynn

20 19 2 Opus 17—The Four Seasons (Philips) Ardmore & Beechwood

*Denotes Local Copyright.

Top Ten LP’s

1 Aftermath—The Rolling Stones (Decca)

2 The Sound Of Music—Soundtrack (Decca)

3 The Small Faces—The Small Faces (Decca)

4 Animals—The Animals (Decca)

5 Rubber Soul—The Beatles (Parlophone)

6 Sweet Things—Georgie Fame (Columbia)

7 Gilla Sings A Rainbow—Gilla Black (Parlophone)

8 Shadow Music—The Shadows (Columbia)

9 Take It Easy With The Walker Brothers—The Walker Brothers (Philips)

10 Genuine Dad—Dudley Moore Trio (Decca)

Top Ten EP’s

1 Instrumental Asylum—Manfred Mann (HMV)

2 Machines—Manfred Mann (HMV)

3 I Need You—Walker Brothers (Philips)

4 Beach Boys Hits—Beach Boys Capitol

5 Sitting And Thinking—Specker Davis Group (Fontana)

6 The Seekers—The Seekers (Columbia)

7 Yesterday—The Beatles (Northern)

8 Doonican’s Irish Stew—Val Doonican (Decca)

9 Till—Tony Bennett (CBS)

10 I Am A Rock—Simon And Garfunkel (CBS)

Cash Box—July 2, 1966
SOMEBODY THE SUN IS ALWAYS SHINING ON ACUFF-ROSE WORLD-WIDE ACTIVITIES
Cash Box

ANNUAL

World Wide

INTERNATIONAL SECTION

DIRECTORY

1966-1967

24th Anniversary Edition
For all those with a Sound to offer the World

If you have a sound to put on record, you turn to Philips. In every one of 64 countries there is a Philips man who provides you with personal service. He appreciates your needs, your difficulties, your problems. He understands a hundred-and-one things about local market conditions that no outsider could even begin to know. He can advise more effectively, act more efficiently......

He is part of an international network made up of men like him. All these men are specialists in the fields of recording, pressing, selling, distribution and promotion. By working in smooth co-operation, they can make sure that the sound you hand to Philips becomes a top-rate quality record which can be heard anywhere or everywhere in the world.

These are a few reasons why

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AUSTRIA
Polyphon
Schlagzeuger G.m.b.h.
Mariahilferstrasse 127
Vienna 6

BELGIUM
N.V. Polygram
Anderlechtstraat 31
Brussels

CYPRUS
Messrs. D. Oubanis,
M. Soutouman & Co.
P.O. Box 1775
Nicera

DENMARK
Nordisk Polyphon A/S
Egedrup 115
Copenhagen

FINLAND
Mobi. Faery
P.O. Box 200
Helsinki

FRANCE
Societe Phonographique
Philo
6 rue Jenner
Paris 13e

GERMANY
Philips
Ton Gesellschaft G.m.b.h.
Marbeleckstrasse 7
Hamburg 1

NORWAY
Norsk Polygram A/S
Torshovgaten 64
Oslo 3

PORTUGAL
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Portugues S.A.R.L
Rua Joaquim Antero de Aguiar 65
Lisbon

SPAIN
Societad Fonogroàmfica
P.O. Box 38019
Madrid-17

SWEDEN
A.B. Philips Sonora
Koornhovagatan 26
Stockholm

SWITZERLAND
Philips & Co.
Edelnstrasse 20
Zurich

TURKEY
Cahers-Incidental A.S
P.O. Box 523
Istanbul

Greece
Hofner A.G.
8 Hermes Street
Athens

Iceland
Staf Los
P.O. Box 227
Reykjavik

IRELAND
Irish Record Factors
St. Patrick Square, West
Dublin

ITALY
Polyphon S.p.A.
14 Via Benedetti
Milan

THE NETHERLANDS
N.V. Polyphon
Singel 170-172
Amsterdam

NORWAY
Norsk Polygamon A/S
Torshovgaten 64
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Rua Joaquim Antero de Aguiar 65
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SPAIN
Societad Fonogroàmfica
P.O. Box 38019
Madrid-17

SOUTH AMERICA

ARGENTINA
Philips Latin America
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Buenos Aires

BOLIVIA
Philips Sudamerica S.A.
Casa Postal 2864
La Paz

BRAZIL
Philips Latin America
Casa Postal 93
Rio de Janeiro 2C - 06

CHILE
Philips Chile S.A.
Casilla 203
Santiago de Chile

COLOMBIA
Philips Colombia S.A.
Casilla 933
Bogota

DOMINICAN REPUBLIC
Philips Dominicanas S.A.
Casilla 177
Santo Domingo

ECUADOR
Philips Ecuador C.A.
Santo Domingo 333
Quito

PARAGUAY
Philips Paraguay
Casilla 500
Asuncion

PERU
Philips Perú S.A.
Apdo Postal 233
Lima

URUGUAY
Philips Uruguay S.A.
Casilla Postal 200
Montevideo

VENEZUELA
Philips Venezuela S.A.
Casilla Postal 123
Caracas

NORTH AMERICA

CANADA
London Recording
of Canada Ltd.
106, 522 Graham Street
St. Laurent, P.Q.

U.S.A.
Philips Records
35 East Walker Drive
Chicago 1, Illinois - 60601

CENTRAL AMERICA

BARBADOS
Messrs. Manning & Co.
P.O. Box 176
Bridgetown

COSTA RICA
Indice Industriale de Discos
Corporacion S.A.
Apartado 493
San Jose

JAMAICA
Philips Record Company Ltd.
P.O. Box 417
Kingston

MEXICO
Discos Univalvados S.A.
Rio Tiber 35
Mexico D.F.

NETHERLANDS ANTILLES
Philips Antillia S.V.
P.O. Box 523
Willemstad - Curacao

PAKISTAN
Philips Pakistan Ltd.
Casa Postal 103
Lahore

PERU
Philips Peru S.A.
Apdo Postal 200
Lima

URUGUAY
Philips Uruguay S.A.
Casilla Postal 26
Montevideo

VENEZUELA
Philips Venezolana S.A.
Casilla Postal 180
Caracas

MIDDLE EAST

THE HAJEYSTE
KINGDOM OF JORDAN
Transjordan Engineering Co. Ltd.
P.O. Box 1
Aman

ADEN
Che. Mowoz.
Besok & Co. Ltd.
P.O. Box 223
Kuwait

SAUDI ARABIA
Messrs.
A. El Abd & A. Siffa
P.O. Box 502
Jeddah

SYRIA
El. Charuf & Fils
Rue du Parlement
Damascus

FAR EAST

CEYLON
Messrs. Maurice Roche Ltd.
P.O. Box 61
Colombo

HONG KONG
Messrs. Mower & Co. Ltd.
Alexandra House
7, Des Voeux Road C.

INDIA
Philips India Limited
Phillis House
7, Justice Chatterjee Road
Calcutta 20

JAPAN
Victor Co. of Japan Ltd.
13, 2-chome, Tsukiji, Chuou-Ku

2 Part II—International Section

Cash Box—July 2, 1966
in Philips is world-wide
CBS Records has friends in high places.

You doubt it? Check the list below.
CBS Schallplatten is in Winterthur, Switzerland.
We have friends in low places, too. CBS Gramophone is in Haarlem, The Netherlands.
What we offer wherever we are is the full facilities of the world’s largest and most comprehensive music services operation.

Able to nail down any job you can dream up. From recording your artists to pressing your records to promoting your hits to publishing your tunes to handling your whole catalog for international distribution. And don’t be misled by the length of the list. Those affiliates are exporters, too. That means we have about 100 national outlets all told. (And all sold.) It adds up to worldwide coverage. It boils down to your only logical choice.

Do you get the feeling that we get around? Right you are. CBS Records is everywhere. There’s no getting away from it.

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The period under review has been one of continuing change in many systems rather than changing sounds—at the end of which the British record industry, like all, is under pressure due to economic offensive. For the past 12 months the rival armies have marshalled their forces behind the lines of Manchester Square, Albert Embankment, St. pancras House and Great Portland Place. As with armies the time has come for the record industry, if it is to survive, to exterminate old methods and obsoletely the past by 1964. To this end the record chiefs have for some time been planning their campaigns and devising new tactics with military precision. One or two problems of the changing pattern have been followed by a few minor skirmishes and the odd visit behind enemy lines. However, until the end of the year, the British record industry, rank and file, stands ready for the fray. Production and sales of gramophone recordings during the year have marked time rather than gained new expediences or retreats. Nevertheless, as can be seen from the official Board of Trade figures the great stumbling block in the way of progress at the present time is the complete lack of standardisation. Bertrand Russell, the mathematician, would say that ‘the purchase of equipment because theorists will want to know that the system is capable of handling any standard for a long time to come. This is a serious problem for the industry to consider. Until a solution is found tape cassettes must remain, as far as the writer is concerned, very much a thing of the future.

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EMI HAS PRESSING

EMI HAS RECORDING

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IF YOU WANT WORLD-WIDE
THE GREATEST RECORDING ORGANISATION IN THE WORLD

PLANTS IN OVER 40 COUNTRIES

STUDIOS IN 38 COUNTRIES

FACILITIES IN EVERY MAJOR TERRITORY

SALES LOOK TO EMI

EMI LIMITED · HAYES · MIDDLESEX · ENGLAND
England—The Past Twelve Months

(Continued from page 5)

Voice), The Toys (Dynagroove) all of whom are released here on Stateside. EMI has also begun marketing their own tape cartridges or cassettes but the main emphasis of their European operation is to retain their own repertoire for dubbing on to cassettes for marketing by EMI under their own labels.

Decca Records also report a very satisfactory year for 1966 with a Group's interim report for the first half of the year ending September 1966. Sales of EPs, LPs, and singles are expected to continue rising profits before tax up by almost 12 per cent to £3,775,000 and by almost 10 per cent on a year earlier. In terms of artists and chart performances, 1966 was a truly landmark good year. Topping the list The Rolling Stones have notched up a hat trick of No. 1s on both sides of the Atlantic with " Satisfaction," "Get Off Your Rocker!" and "Honky Tonk Women." Established artists to maintain their popularity on both sides of the Atlantic include the Everly Brothers with "All I Have to Do Is Dream," Buddy Holly with "That'll Be The Day" and "To Whom It Concerns," the Beach Boys with "If You're So Horny," Tom Jones with "It's Not Unusual," Dean Martin with "King For A Day," and "I'm On A Mission" as well as the Shadows with "Apache," "B Apache" and "Apache." In the world of jazz, Philharmonic Society and the Fortunes. The American Brunswick label has been very successful in the U.S. and The Who (now signed to the Polydor list) RCA's King of the charts, Elvis Presley made one brief appearance with "Tell Me Why" but the Hit parade is now firmly occupied by curtain raisers like the McGuire and more recently A Teddy Berman and His Shades. "Baby I Love You" which backed by a highly successful personal appearance tour over the summer, was the outstanding hit of the year was the celebration of Mantovani's 25 years with the company and was fully backed by the label's management, headed by chairman, Sir Edward Lewis. Sales of Mantovani's recordings have exceeded a million in volume and is expected to reach a million by the end of the year catching up with "Swedish Coastline" in 1965. A major market is the American market, which house label and its subsidiary Vocalion is still in existence and operating from the Decca HQ at Albert Embankment. As from July 4th Decca follows the example of EMI and EMI has decided that its own house label is its own house brand, which will be handled solely by Selecta and its branches. Early this year Decca acquired the American Vox catalogue and launched the low-priced Vox label. The Vox label is marketed at retailing at 17/6d.

Polydor Records it has been the best year ever for Polydor, who enjoyed their biggest four months of 1966 was 40 per cent up on the same period a year ago. The biggest of the first four months Philips and Fontana/London's Top Selling artists were in the charts. On three different occasions they had No. 1, 2 and 3 in a row in the chart listings in the Top 30. Although the company's phenomenal growth is in the U.K., it is setting out to expand its interests in the Continent. In a recent major drive, Polydor bought the company's interest in the Decca Denmark and Polydor label. According to the company itself, "the acquisition will enable Polydor to make full use of the advantages of the Danish music scene and to create a more unified Polydor operation in Denmark which will also enable Polydor to make further improvements in the distribution of its products throughout Scandinavia.

Meanwhile, Decca have also announced the acquisition of a 40 per cent interest in the Belgian Polydor label and a 50 per cent interest in the company's French subsidiary Labelles. The French subsidiary Labelles has a 40 per cent interest in the Spanish subsidiary Nolle.

For Delays this year the company released several albums of the band's own repertoire (Continued on page 10)

Cash Box—July 2, 1966
The Decca Record Company Limited of England and its USA subsidiary London Records Inc offer American record labels a first-class world-wide distribution service.

write or call Mimi Trepel London Records Inc 539 West 25th Street New York 1 NY Oregon 5-6060
subsidiary Heathside Music and the artists/management company I.M.A., Ltd.

For Argo Records, famous for their output of Spoken Word recordings, 1958-59 were the years in which the company reaped the profits of a first-class marketing campaign. In 1958, Argo released the Beatle single "Love Me Do," which became a hit and launched a successful career for the group. The company continued to release hits for the Beatles, including "Please Please Me," "I Want to Hold Your Hand," and "Help!" Their success in the market contributed to the growth of the company's revenue. Argo Records went on to release many other successful singles and albums, including works by artists such as the Rolling Stones and the Who.

Another British record company, Planet Record, was launched in 1958. The company was owned by Shel Talmy, who had previously worked with the Kinks and the Animals. Planet Records released successful singles and albums for artists such as the Animals, the Rolling Stones, and the Who. The company's success was due in part to its innovative marketing strategies, including the use of television and radio advertising.

Elektra Records (UK) kicked off its operations in 1958 with the release of "I Walked with a Pillow" by The Who. The company was founded by Dave Lewis and was one of the first independent record companies in the UK. Elektra Records went on to sign many successful artists, including the Who, the Small Faces, and the Move. The company's success was due in part to its focus on signing and developing new talent.

In 1958, the British music industry experienced a significant increase in sales and revenue. The success of the Beatles and other British artists contributed to the growth of the industry. The UK government also passed several laws to support the growth of the industry, including the Music Sales Act of 1958, which provided legal protection for music publishers.

The 1950s were a significant decade in British music history. The Beatles, the Rolling Stones, and other artists were able to break through the barriers of the British music industry and reach international audiences. Their success contributed to the growth of the industry and helped to establish the UK as a leader in the global music market.

(Continued on page 12)
THIS YEAR
PHILIPS AND FONTANA ARTISTS DOMINATE THE BRITISH CHARTS

DUSTY SPRINGFIELD
WALKER BROTHERS
SPENCER DAVIS GROUP
BOB LIND
DAVE DEE, DOZY, BEAKY, MICK & TICH
WAYNE FONTANA
PRETTY THINGS

PHILIPS
PHILIPS
PHILIPS
PHILIPS
PHILIPS
PHILIPS

THE MINDBENDERS
THE MERSEYS
FOUR SEASONS
ROGER MILLER
THE TROGGS
FOUR PENNIES
JOAN BAEZ

FONTANA
FONTANA
FONTANA
FONTANA
FONTANA
FONTANA

.... AND WILL CONTINUE TO DO SO

PHILIPS GROUP RECORDS LONDON

Cash Box—July 2, 1966
England – The Past 12 Months

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disk, television and cinema screens via their short colour film "Our Love Is Slipping Away." Before the end of the year, Southam Media will be handling a major west end stage musical with a score by two of their contract writers, Andrew Lloyd Webber and Tim Rice. Book by top British writer Leslie Bricusse, "The Seven Doctors," is due for the formation of music publishing companies with two major British film companies.

Francis Day & Hunter, Robbins and Feldman have had a year of success worthy of The Big Three. F. D. & H. contract writer Les Reed has been responsible for some of the company's biggest hits over the past 12 months including "Here It Comes Again" by The Fortunes and their most recent single "Silent Street." Another hit came with "Have Pity on the Boy" recorded by Paul and Barry Ryan. The indefatigable Emdal & Argyros also penned songs for Julie Rogers "I Love Him," American artiste Ray Pelliard "The Sad Thing" and a debut disk for Jane Hilly "You've Got that Hold On Me" published by Les Reed's Donna Music, a subsidiary of F. D. & H. The company also scored heavily throughout the year with The Bachelors "Marie," Bert Kaempfiger's "Bye Bye Blue Eyes," and recently they have Leonard Reed's "To Make A Big Man Cry" written by five artists headed by F. J. Proby on London's most Feldman's top hits included three Yardbirds singles "Heart Full of Soul," "Still I'm Sad" and their latest "Over Under Sideaways Down." They also hit the charts with "Look Through Any Window" by The Hollies; "You Don't Have to Say You Love Me" by Dusty Springfield and Bob Dylan's "Rainy Day Women No. 12 and 35." Feldman's also had the music from the British Lion picture "Morgan" starring Vanessa Redgrave with a score by Johnny Dankworth and recorded by Mike Vickers on Columbia. Robbins Music kicked off with "Zorba The Greek" and went on to "Daydream" and "Do You Believe In Presidents?" by The Spenoorful; "Fied Piper" by Crispian St. Peters and "Hey Girl" by The Small Faces. Novello also had the score for Dr. Zhivago, Maurice Jarres best movie score of the year as well as the Best Theme Song of the Year "The Shadow of your Smile" from "The Sandpiper."

For Burlington Music it has been a year of progress with hit singles by Roger Miller "King of The Road" and "England Swings" and the late Jim Reeves "The Next Time" and "Is It Really Over." The most resonating hit of the year was "Spanish Flea" by Herb Alpert's Tijuana Brass—the number topped the Best Selling Sheet Music lists for 16 weeks and stayed in the record charts for months. "Shut Out the News" by Roy C is their latest hit single although at the time of writing there is some confusion about the number as Sparta the label are also claiming the copyright. Several new American catalogues were acquired by Burlington during the year including Bluecrest, Glad, Jack, Sargiatiou, Torn and Arvens. Artists who have recorded Burlington copyrights during the year include The Animals, Sammy Davis, Dave Clark, The Bachelors, The Fortunes, Alan Price, The Troggs etc.

1965-66 has been Ardmore & Beechwood's first complete year under the direction of Harry Lewis during which the company has enjoyed considerable chart success both at home and overseas. New acquisitions include the Gell-Udell catalogue (which gave them Gary Lewis American No. 1 "Save Your Heart For Me") who they also acquired, Jack Berry's Issac catalogue and the Marsault catalogue including all the Lee Dorsey, Bobby Hebb and Roger Day material for the world outside of the U.S. The Bob and Dan Crewe Saturday Music catalogue has proved very successful for Ardmore & Beechwood during the past twelve months with "Let's Hang On," "Lover's Concerto," "Walking My Cat Named Dog" and "Working My Way Back To You." Other major chart entries came with Cliff Richard's "Wind Me Up"; Lee Dorsey "Get Out Of My Life Woman" and more recently The Walker Brothers No. 1 smash "The Sun Ain't Gonna Shine Any More".

For Chappells the year has been memorable for the success of Tom Springfield, Ron Grainer, and Melvyn. For Hanekre, three major British writers with their own companies affiliated with Chappells, Springfield plums to land in Chappells lap include "A World Of Our Own" by The Seekers and Ken Dodd's latest smash "Promise." Hanekre had a solid success with his musical "Charlie Girl" a worthy successor to "Half A Sixpence" which won him fame in America. Ron Grainer followed his successful musical "Robert and Elizabeth" now in its second year with another hit "On The Level." Other singles enjoyed by the Chappell group include "Crying in the Car," "My September Song" (Morris), "Make It Easy On Yourself" by The Walker Brothers (Famous), "Barbara Allen" (Planetary), Alife by Cilla Black (Famous), "Reckless Mr. Fortune" (Jewel) and "Mariana" by P. J. Proby (Chappells). As usual Chappells had a cream of new musical hits both on stage and screen. To those already mentioned must have "kills Dolly" and the much heralded "Funny Girl." In addition to the perennial film scores of "My Fair Lady," "West Side Story" and "Molly Flanders"; "Jud"; "Mary Poppins"; "The Great Race" and "Alice". Perhaps the most important event of the year for Chappells was the formation of the Chappell Music publishing outlet of Liberty Records. The new label brought immediate success with "Crying In The Car" (Metro) and "I Put A Spell On You" (Shelley). Acuff Rose kicked off the year under review with The Everly Brothers "The Price Of Love" by the Italian duo's "Love Is Strange." However, the pubbies' biggest success was "Look Of Love" with Eddy Arnold's "Make The World Go Away" which stayed in the charts for three months.

Essex Music claims three hits from The Who. "Substitute," "Pinball Wizardry" and "My Generation" and "I Can't Explain" and contract writers Ted Dixon and Myles Budge carried off the Mercury Award for the best selling novelty song of the year in Old year as well as the Best Album of the Year award in Amsterdam. The Essex indie production company was successful with hits by Peter Cook and Dudley Moore, David Platz was appointed Director of International Operations for TRO.

For United Artists it has been a year of concentrating on building up the label in the United Kingdom and Europe. UA has been on signing and promoting British talent for recording alongside the label's roster of Artists. Shirley Bassey was the first major British artiste to be signed. A contract was also clinched with Ri-PI of Italy to release recordings by top star Mina throughout Europe. A new world and a deal with Hapax of Spain gives them Spanish singer Rafaela for America. Major hits of the year have been "Thunderball," "Scorpio" by The Rolling Stones and "I Can't Even Think of a Name." Ron Goldsboro, "Don't Make Me Over" by The Singing Blue Jeans, and "What's New, Pussycat?" by Tom Jones. United Artists latest major film score is "Ill Gotten Gain" by Frank Cordelli starring Charles Heston and Laurence Oliver.

Another publisher to extend his interests in film, theme, and background music through his connections with Mollin. In Italy a major deal was completed with two leading picture companies resulting in the formation of General Music Company to control copyright and publishing in the French, German and Italian companies. Franco-London, Mollin has completed two TV series "The Corsairs" and "The Old Porters." An iron curtain deal signed during the year gives the Czechoslovakian Government gives Mollin world publishing rights to repertoire from that territory. At home major hits have been "Hang On Sloopy," "Here Comes The Night," "Old Yeller-Faces To The Wind" and the more recently "Come See Me" by The Pretty Things.

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England—The Past 12 Months

(Continued from page 12)

Several, too, have stepped up their publishing activities in the realm of film scores and have laid claim to "The Man From Moskau," "Return to the Forbidden Planet," and "The Wrong Box." Looking back over the history beneath their own banner chart entries, it's possible to see "Keep Gotta Get Out of This Place" and "It's a Dog's Life" in the Millionnaires No. 1, "A Groovy Kind of Love" together with "You Can't Live With Me." Screen Gems who sub publish Jamb Music, the John Barry-Brabara Lutyens field throughout the world recently concluded a deal to expand their activities of Kennedy Music and Dreamers Music (Herman's Hermits, Freddie and The Yardbirds, and their European Songs Company Screen Gems represent a number of Scandinavian copyrights).

Freddie Foster Music has had continued success with Chris Andrew's "The Man From Moskau," which has been acquired (Foster's Glissando Music) including Sandy Shaw's "Dance Underneath the Sky." "What Can You Tell" and her latest smash "Nothing Comes Easy," the year Andrews made his debut as a recording artist, shows how, with No. 2 in the U.K., No. 5 in the U.S.A., and No. 1 in Germany where it sold over 500,000 copies. This was followed by "To Whom It Concerns" and "Something On My Mind."

The list set up several new subsidiaries during the year including new companies Price Music and Inquiry Music. Catalogue acquisitions include South Mountain Music and a new company, operated with Celcillin Music, publishing outlet of Atlantic Records. In this Freddie Biezenstock acquired the stock shares of Julian and Jean Aberbach in the London recording companies associated with it. The new company will continue to be operated out of 17 Savile Row by an Executive Board made up of Freddie Biezenstock, Franklyn Boyd, John Ord, and Arthur Crawford.

For Bourne Music the hit of the year was Peter and Gordon's "To Know You Is To Love You" and at the end of 1966 they scored with "The Night We Called It A Day." "Out of Our Heads" plus albums by Brenda Lee, Connie Francis, Tony Bennett and The Four Freshmen. The year saw two visits from Mrs. Bonnie Bourne primarily to inaugurate new recordings and copyrights for the company's expanding educational division.

Historically, the sphere of Mills Music (new rivals and duration of Mills Music has been working up new markets in Africa, Germany, and Scandinavia). At home they have introduced Concert for Battersea and British schools. Pop highlights have been compositions by John Barry, Andrew Lloyd Webber, Roger Greenaway, and Roger Cook (alias David and Jonathan) with "You've Got Your Love Working For You." "Golden Ring." "Everything in the Garden" and "Get a Man or a Woman" recorded by American artist Gary Lewis. In the classical field Mills are associated with many of the top classical British composers including Roberto Gerhard, Elizabeth Lutyens and Richard Rodney Bennett. Currently they have acquired the Notable Music catalogue of the famous publishing house of the Broadway smash musical "Sweet Charity" and also gave them "Sweet Charity" (the Motion Picture version). The Managing Director Roy Perry has set up a series of "Show Music" with shows "Cape," a trilogy of Somerset Maughan stories set to music by government show also in "Hart "I Haven't Got a Thing to Wear" and "That's Where You Have Included "The In Crowd" by The Ramsey Lewis Trio, "Almost There" by Andy Williams and "The Sound of Your Voice" by The Yardbirds and "Heartaches" by Vince Hill.

Other K.P.M. the artists of the year has been Ken Dodd who has given the company an unprecedented string of chart successes including "Tears;" "Singing Eight to Ten" and "Happy- here by Lorna."

ness." Dusty Springfield gave them "Little by Little" and Barbra Streisand struck on with "Second Hand Rose." Other major hits were "Il Silenzio," "A Walk in the Black Forest" and "Ballad of the Green Berets of K.P.M. Music. Motown is now amongst the biggest in the country and includes such TV themes as "Themondo Mondo" "The Cup March," "Orlando" and "Seven Deadly Sins." The Mood Music library of Sparta Music has also grown in the past year and now comprises over 10,000 hours of recorded music. Sparta completed several catalogue deals throughout the year and have opened new companies in Scandinavia and Germany while their French company, Editions Catalogue, celebrated its first year. Other international companies with new catalogue deals are Sugar Music (Italy) and Joop Portengen (Hol- land). Sparta also represent America by Howie Richmond. At the time of going to press Sparta is claiming the smash hit "Shot Gun Wed- ding" but as previously mentioned the copyright is under dispute, a claim also being laid by Burlington Music.

For Shapiro Bernstein the year included the British Eurovision entry "A Man Without Love" by Cyril Orna- del and Peter Calland, which has also been recorded and sold all over the world. "Three Wheels on My Wagon" by The Masters of Pres- tress sold well over Europe both as an album, E.P., and single. Other hits which contributed to a good year were "Speak Her Name" by David and Jonathan; "Pretty Flamingos" by Man- fred Mann; "I Love Her" by Paul and Barry Ryan; "Once Upon a Time" by Tom Jones and "Don't Answer Me" by Cilla Black.

Broun Associated have formed several new companies, Marlon Music, Manfred Mann Music and Anglo American company Catalogue Music was also set up between Brun Music and Catalogue Music America. Among their biggest chart entries were "Lightnin' Strikes" by Lou Christie, "Backstage" by Gene Pitney and "You Won't Be Leaving" by Herman's Hermits.

Harold FIELDS has had a very busy year promoting his company's standard catalogue. He also continues to derive considerable success and revenue as distributing agents for many of America's leading educational pub- lications. These include Ashley-Cri- terion, Colin and Shapiro-Bernstein. Altogether FIELDS controls a library of over 200,000 music instruction books.

For Lawrence Wright 1966 has been a year of reorganisation arising from the removal to new premises, a complete catalogue of the copyrights owned by the company has been published, including English music, as well as an artist's management and agency, Sum- mit Artists Ltd. have been formed. They have also acquired the BBC TV theme "The Squire" with records released in the U.K. U.S.A. and contin- ent.

For Cyril Simons and the Leeds Music Group of companies it has been a bumper year with hits evenly divided between Leeds, Blossom and Welbeck. Petula Clark had four chart entries for Welbeck: "You'd Better Come Home," "A Sign of the Times," "You Love Me More Than That," and "Around the Corner." Blossom did well with Bob Dylan's "Like a Rolling Stone" and "Posi- tively 4th Street" plus The Byrds' "Mr. Tambourine Man," and "All I Really Want to Do" also were waxed by Cher who with Sonny, gave Blossom "What Now My Love." Leeds finished the year with two major much anticipated "Strangers in the Night" by Frank Sinatra and "Not Responsible" by Tom Jones.

Lorna Music have had their best year since 1962 mainly due to Paul Simon material which has taken them into the charts with "Sounds of Silence," "Homeward Bound." Another notable smash was "These Boots Are Made for Walkin" and "How Does That Grab You Darling" by Nancy Sinatra both from Criterion Music represented
Thanks to All Managements, Artistes
And Licencees
For A
Wonderful
Year
STUDIOS
PYE RECORDS HAVE PLEASURE IN ANNOUNCING THAT THEIR LONDON RECORDING CENTRE IS AVAILABLE FOR CUSTOM RECORDING (WE ARE SPECIALISTS IN LOCATION RECORDING)

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LONDON W.1
TELEPHONE: AMBASSADOR 5502

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CONTACT: Mr. A. WREN
TRANSCRIPTION, MANUFACTURING & RECORDING CO. LTD.
132 WESTERN ROAD, MITCHAM,
SURREY ENGLAND
TELEPHONE: MITCHAM 7000

MUSIC PUBLISHING
WELBECK MUSIC
CONTACT: Mr. CYRIL SIMONS
25 DENMARK ST., CHARING CROSS ROAD
LONDON W.C.2
TELEPHONE: COVENT GARDEN 2962
...we don't like to boast about our chart records in 1966...including No.1 hits KEEP ON RUNNING and SOMEBODY HELP ME by the SPENCER DAVIS GROUP, SHOTGUN WEDDING by ROY 'C' and YOU CAN'T SIT DOWN by the PHIL UPCHURCH COMBO.....just try us on your product in England and you'll see what we mean.....

ISLAND RECORDS LIMITED
Production: 155 Oxford St London W1 England REG 6228
Sales: 108 Cambridge Rd. London NW6 England KIL 1921

BRITAIN'S MILLION SELLERS
PRE-1961 GOLD DISK AWARDS

Diana
Let's Have A Party
Dennie Finer
That's My Baby
O Mela Pina
Lionlight
What Do You Want To Make
These Knees At Me, Be
Rock Around The Clock
We Will Make Love
Harry Lime Theme
Hey, Got The Whole World In His Hands
And Wiederschen
Great Days
Living Doll
Friends
Train
Cara Mia

Paul Anka
Winifred Atwell
Chris Barber
Harry Belafonte
Eddie Calvert
Emile Ford
Bill Haley
Rome Hamilton
Anton Karas
Laurel London
Vera Lynn
Manugian
Cliff Richard
Cliff Richard
Nancy Whiskey
David Whitfield

Columbia
Philips
Pye
RCA
Columbia
Pye
Brunswick
Orpheon
Decca
Parlophone
Decca
Decca
Pye

1961-1962
The Shadows
The Callumms
Lornie Jones
Kenny Ball
Acker Bill
Cliff Richard

Columbia
Fontana
Pye
Columbia
Columbia

1962-1963
Frank Ifield
The Tornados
Frank Ifield

Columbia
Decca
Columbia

1963-1964
Peter & Gordon
Cliff Richard
Dave Clark Five
The Shadows
The Beatles
Dave Clark Five
The Beatles
Cliff Richard
Frank Ifield
Billy J. Kramer
The Searchers
The Beatles

Columbia
Columbia
Columbia
Pye
Parlophone
Columbia
Parlophone
Pye
Parlophone
Pye

L.P. awarded to The Beatles for million sales of their Parlophone L.P. "With The Beatles."

1964-1965
Manfred Mann
Pete & The Helettes
The Honeycombs
The Slackers
The Beatles
Mills
The Kinks

H. M.V.
Pye
Pye
Columbia
Parlophone
Fontana
Pye

1965-1966
Dave Clark Five
Don & Dale
The Seekers
The Beatles

Columbia
Columbia
Columbia
Parlophone

England - The Past 12 Months

(Continued from page 13)

Lee Pincus of Ambassador Music became a more regular commuter between the United Kingdom and the United States interpersed with frequent trips to the continent. Terry Noon was appointed Professional Head of the company with John Beecher in charge of administration. Ambassador had a big hit with "Stingray" by The Shadows and with the revival of "A Taste of Honey" by Herb Alpert's Tijuana Brass. Ambassador copyrights were recorded by Trini Lopez, Brenda Lee, Tommy Roe and Robert Goulet. Future plans for Ambassador Music include the signing up and promotion of British material.

Millwick Music now two years old has expanded rapidly with catalogue deals set up in many countries including France (Gerard Tournier), Germany (Belmont) and Italy (RCA). Millwick's contract writer Miki Dalton has achieved international success with "Take a Heart" and "That's Nice" whilst another contract writer Pierre Tubbs has had songs recorded by The Mindbenders and The Pretty Things. Millwick successfully entered the recording field with Strike Records and achieved instant success with Neil Christian's "That's Nice."

Apollo Music, less active on the publishing side, has enjoyed considerable success in the agency and management field via John Barker Associates Ltd. and their artists Unit Four Plus Two, The Roulettes and newcomer Steve Darbishire. Unit Four Plus Two are currently starring in a TV series "A Tale of Two Rivers" featuring international recording artists Petula Clark, Richard Anthony, Adam Faith and Francois Hardy. The title song from the series and all Unit Four material is published by Apollo Music.

During the past twelve months Fred Jackson's Panfare Music company has expanded its overseas operation with the setting up of companies in Germany and associated companies in Switzerland (Editions Coda), Holland (Editions Schall), France (Continental Music) and Canada (BMI Canada Ltd.) Jackson formed I.P.S. an indie producers service with Canadian Gerry Martin and Lenny Williamson. The Tony Osborne composition "Blue Boler" has been recorded in French, Spanish and Italian.

For Lynn Music headed by Harold Geller it has been a year of success with their biggest seller being "Hold Tight" by Dave Dee, Dozy, Beaky, Mick and Tich penned by their managers Alan Blackley and Ken Howard. This is a continuation of the Howard-Blackley theme who gave them "That's Nice" by The Honeycombs. The firm also set up deals on the continental including Hanzo Music in Germany.
BRITISH RECORD MANUFACTURERS

JUPITER RECORDS LTD.
10, Kensington Church Street, London, W.8.
Tel: Baywater 3331

LEONARD LTD.
Tel: London Wall 3815
Secretary: B. Thackray
Label: Leonmark.

MUSIC FOR PLEASURE
Drury House, Russell Street, W.C.2.
Tel: Covent Garden 3484
Directors: Idle and Redfern
Label: Music For Pleasure.

MELROSE RECORDS LTD.
12, Earlham Street, London, W.C.2.
Tel: Covent Garden 2944
Manager: Engineer: Tim Shalt
Labels: Melodic, Bluetone, Disc, Kalypso, Fak-.

PHILIPS RECORDS LTD.
Tel: Ambassador 7295
Manager: Director: Monty Lewis
Labels: Pickwick, Happy Time, Allegro, Bravo.

PLANET RECORDS LTD.
24, Greek Street, London, W.1.
Tel: Record 5166
Manager: Director: Shel Talmy
Label: Planet.

POLYDOR RECORDS LTD.
7-19, Stratford Place, Oxford Street, W.1.
Tel: Berkeley 1795
Manager: Managing Director: Roland Rees
Labels: Deutsche Grammophon, Archives Productions, Helidor, Polydor, Atlantic.

PYE RECORDS LTD.
Tel: Ambassador 5500
Manager: Managing Director: Louis Benjamin
Labels: Cameo-Parkway, Colpix, Sacred, Golden Gate, Hickory, Red Bird, Notoriety, Pan, Pye International, Pye Jazz, Regal, Warner Brothers, Decca, Decca West, Decca UK, Decca Continental, Decca France, Decca Italia, Decca Spain, Decca AR, Decca Russia, Decca China, Universal, RCA, RCA International.

RCA (GREAT BRITAIN) LTD.
Tel: Mayfair 5241
Manager: Director: Bernard New
Label: RCA.

R & B DISCS LTD.
Tel: Stanford Hill 4177
Manager: Director: Mike Iron
Labels: R & B, Prima, Sk-Beat, King, Panda.
Distribution: of Mel, Kent, Glass, Buhl International.

RECORDS FOR PLEASURE
Tel: London Wall 3157
Manager: Managing Director: Norman Austin
Label: Spot, Kynace.

STRIKE RECORDS LTD.
Tel: London Wall 7217
Manager: Managing Director: Julius Seraphim
Label: Stax, Stax.

TALENT RECORDS LTD.
76, Bedford Court Mansions, Bedford Avenue, London, W.C.1.
Tel: Museum 1810
Manager: Managing Director: Carlo Kramer
Labels: Talent.
Distribution: Deaf.

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THE MOST IMPORTANT
INTERNATIONAL LABEL

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LENA HONE
LONG JOHN BALDRY
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JAY AND THE AMERICANS
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FERRANTE & TEICHER
MINA
PETER SELLERS & THE HOLLIES
AL CAILOLA

MOTION PICTURE ALBUMS

"WHAT'S NEW PUSSYCAT"—Burt Bacharach
Bobby Jones
"THUNDERBALL"—John Barry—Tom Jones
"KHAORTUM"—Frank Cordell
"CAST A GIANT SHADOW"—Elmer Bernstein
"A FUNNY THING HAPPENED ON THE WAY TO THE FORUM"—Ken Thorne
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WORLD RECORD CLUB Parkridge House, Little Green, Richmond, Surrey. Tel: Richmond 8044 Chairman: Norman Longstaff Label: World Record Club, Conquest.

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784, High Road, Tottenham, N.11.

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27, Chancery Lane, London, W.C.2.

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<thead>
<tr>
<th>TITLE</th>
<th>PUBLISHER</th>
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<tbody>
<tr>
<td>A World of Our Own</td>
<td>Springfield</td>
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<tr>
<td>A Walk in the Black Forest</td>
<td>Keith Prowse</td>
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<tr>
<td>Almost There</td>
<td>Chessbrooks</td>
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<tr>
<td>Crying in the Chapel</td>
<td>Morris</td>
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<tr>
<td>Colours</td>
<td>Northern Songs</td>
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<tr>
<td>Day Tripper</td>
<td>Belinda</td>
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<tr>
<td>Dedicated Follower of Fashion</td>
<td>Robbins</td>
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<tr>
<td>Dream</td>
<td>Electric</td>
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<td>Elusive Butterfly</td>
<td>Markág</td>
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<td>Everyone's Gone to the Moon</td>
<td>James</td>
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<td>Feelin' Alright</td>
<td>Mysure</td>
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<td>Get Off My Cloud</td>
<td>Fields</td>
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<td>Heart Full of Soul</td>
<td>Songs</td>
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<td>Help</td>
<td>Averhach</td>
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<td>I'm Alive</td>
<td>Island</td>
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<td>I Got You Babe</td>
<td>Gissahede</td>
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<td>I'll Wait for You</td>
<td>Feldman</td>
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<tr>
<td>Keep on Running</td>
<td>Songs</td>
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<td>Love</td>
<td>Auff Raw</td>
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<td>Leodi</td>
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<td>My Girl</td>
<td>Miranda</td>
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<td>Pretty mansion</td>
<td>Shapiro Bernstein</td>
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<td>Satisfaction</td>
<td>Mysure</td>
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<td>Spanish Flas</td>
<td>Burgington</td>
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<td>She La La La</td>
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<td>Train and Boats and Places</td>
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<td>Tears</td>
<td>Songs</td>
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<td>There's a Train Over</td>
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<td>This Train is Leaving Over</td>
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<td>The River</td>
<td>Monoqut</td>
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<tr>
<td>Three Ships are Made for Walking</td>
<td>Mike</td>
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<td>Universal Soldier</td>
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<td>Zorba's Dance</td>
<td>BSP</td>
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</tbody>
</table>

A American | B British | F Foreign

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<tr>
<th>Country</th>
<th>Details</th>
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<tr>
<td>AUSTRIA</td>
<td>Internationale Gesellschaft der Autoren, Compositoren und Musikverleger</td>
</tr>
<tr>
<td>BELGIUM</td>
<td>Société des Auteurs, Compositeurs et Editeurs</td>
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<td>DENMARK</td>
<td>Internationale Forbund til Beskyttelse af Komponistrettholder i Danmark</td>
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<td>FRANCE</td>
<td>Société pour l’Administration du Droit de Reproduction Mécanique des Auteurs, Compositeurs et Editeurs</td>
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<tr>
<td>GERMANY</td>
<td>Gemeinschaft für Musikalische Aufführungs- und Mechanische Vervielfältigungsrechte</td>
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<tr>
<td>HOLLAND</td>
<td>Het Bureau voor Muziek-Auteursrecht</td>
</tr>
<tr>
<td>ITALY</td>
<td>Unione Editoriale Musicale Italiana</td>
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<td>NORWAY</td>
<td>Norsk Komposittforfangers Internasjonale Møte</td>
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<td>SPAIN</td>
<td>Sociedad General de Autores de España</td>
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<td>SWEDEN</td>
<td>Svenska Tonsättarens Internationella Musikrytten</td>
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<td>SWITZERLAND</td>
<td>Société Suisse pour les Droits de Reproduction Mecanique</td>
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<td>UNITED KINGDOM</td>
<td>Mechanical Copyright Protection Society</td>
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**EUROPEAN ORGANISATIONS**

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<td>AUSTRIA</td>
<td>Bundesverband des Handels mit Buchern, Kunstellatnern, Musikalien und Zeitschriften</td>
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<td>BELGIUM</td>
<td>Chambre Syndicale des Editeurs de Musique de Belgique</td>
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<td>DENMARK</td>
<td>Dansik Musikforlagerefverling</td>
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<td>FRANCE</td>
<td>Union Internationale des Editeurs, Section des Editeurs de Musique</td>
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<td>FINLAND</td>
<td>Musikkunteatalaitak Yhdistys</td>
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<td>Vereniging van Musicalehandelaren en Uitgevers in Nederland</td>
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<td>Instituto Musical del Libro Espanol</td>
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<td>SWEDEN</td>
<td>Svenska Musikforlagarefverlingen UPA</td>
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<td>SWITZERLAND</td>
<td>Verband der Musikalien-Handler und Verleger in der Schweiz</td>
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<tr>
<td>UNITED KINGDOM</td>
<td>The Music Publishers' Association Ltd.</td>
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**BRITISH PRESSING PLANTS**

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<th>Company</th>
<th>Details</th>
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<tbody>
<tr>
<td>ALLIED RECORDS LTD.</td>
<td>526, Kings Road</td>
</tr>
<tr>
<td>BRITISH HOMOPHONE CO. LTD.</td>
<td>82, Kings Road</td>
</tr>
<tr>
<td>CBS RECORDS LTD.</td>
<td>Chamberlain Road</td>
</tr>
<tr>
<td>THE DECCA RECORD COMPANY LTD.</td>
<td>Albert Road</td>
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<tr>
<td>EMI RECORDS (THE GRAMOPHONE CO. LTD.)</td>
<td>23, Blyth Road</td>
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<tr>
<td>ORLAE LTD.</td>
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<td>PHILIPS RECORDS LTD.</td>
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<tr>
<td>SELCOL FAIRCHILD LTD.</td>
<td>Woolpack Lane</td>
</tr>
<tr>
<td>TRANSCRIPTION &amp; MANUFACTURING &amp; RECORDING CO. LTD.</td>
<td>James Estate</td>
</tr>
</tbody>
</table>

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England’s youngest and most vital record company smashes the world’s hit parades with its first release ‘That’s Nice’ by Neil Christian

Other artists include: Jimmy Powell, Miki Dallon The Jeeps, The Deputies Jacki Bond, Roy Harper Alvin Robinson (UK only) Alex Welsh, Ken Woodman This and That The Ides of March

Strike Records
Directors: Lionel Segal and Jack Heath
PR enquiries: Andrew Heath
Suite 15, 43 Upper Berkeley St., London W1, England
Telephone Ambassador 0563 or 3588

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**THE INDEPENDENT COMPANY WITH THE CONTEMPORARY STARS**

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52-55, CARNABY STREET, LONDON, W. 1

---

Part II—International Section
BRITISH ARTISTS & COPYRIGHTS WHICH ENTERED THE AMERICAN TOP 100

JUNE 1965 TO JUNE 1966

<table>
<thead>
<tr>
<th>Title</th>
<th>Artist</th>
<th>British Publisher</th>
<th>American Artist</th>
<th>American Label</th>
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<tbody>
<tr>
<td>A Well Respected Man</td>
<td>The Kinks</td>
<td>Kassner</td>
<td>Dick James</td>
<td>Columbia</td>
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<td>A Must To Avoid</td>
<td>Herman's Hermits</td>
<td>Dick James</td>
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<td>Columbia</td>
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<td>A Little You</td>
<td>Freddie &amp; The Dreamers</td>
<td>Northern Songs</td>
<td>Columbia</td>
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<td>The Beatles</td>
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28 Part II—International Section
Cash Box—July 2, 1966
ENGLAND—Music Publishers

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THE MOST COMPLETE DIRECTORY OF RECORD AND MUSIC MARKETS INCLUDING NAMES OF COMPANIES AND INDIVIDUALS IN ALL COUNTRIES THROUGHOUT THE WORLD

EXPLANATIONS
All countries are listed in alphabetical order.
All listings are listed in alphabetical order.

As main addresses appear P. O. Box (English), Apartado (Spanish), Boîte Postale (French), Postfach etc., while street addresses—if known—appear within ( ).

Labels (domestic) refer to names of labels on which music is released and released in domestic markets.

If any of the labels listed under “domestic” is understood that the company also is releasing whatever foreign recordings there might be available at the same label. The name of the label is not repeated under “labels (others).”

Labels (others) refer to names of import/foreign labels imported by the companies under which they are listed.

Remark: In some countries, mainly Central and South America and Asian countries, local leading retailers have their own import from major European and American manufacturers, and explain why in certain cases certain labels might be listed under more than one company in each country.

All information appearing in this Directory originates from the companies themselves, who have listed the information published on the questionnaires they have received.

If and when a certain company is not listed in this Directory, it might depend upon the fact that the company itself has failed in returning the questionnaire, which has been sent to them. If and when a company is in the process of changing its address, Cash Box hopes to see those companies listed in next year’s Directory.

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Cable: WEITMUSIK VIENNA I

FRIEDRICH HOFMEISTER-FRIDOR VERLAG GESELLSCHAFT M.B.H.—Biebricher Strasse 19—1250, W.-BERLIN IV
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HERMANN SCHNEIDER-BÜCHER—MUSIK-KALEN-SCHLAGER-VERLAG KG—Glacisgasse 1—VIENNA I
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AMBASSADOR STORES—P.O. Box 237—MANAMA

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BERMUDA RECORDS—Records—Ringwood Hundred—HAMILTON

BOHEMIAN RECORDER—Records—Ringwood Hundred—HAMILTON

BOHREIN

AMBASSADOR STORES—P.O. Box 237—MANAMA

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JONASSON & CIA., S.A.—Casilla 676—LA PAZ

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BALKOLAND—Mr. Ivanov, 2-3000, Sofia

CARGILLS RECORDS—Radisson—Hastings—London

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CASH BOX—July 2, 1966

Part II—International Section

32
THE SOUNDS THAT SELL AROUND THE WORLD

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ABC-PARAMOUNT RECORDS, INC., A SUBSIDIARY OF AMERICAN BROADCASTING COMPANIES, INC.

ABC-PARAMOUNT COMMAND IMPULSE!
WESTMINSTER DUNHILL
ITALY—The Past Twelve Months

Italy is a country with 54,500,000 inhabitants; this is the only official figure we have in hand speaking about the record market in this editorial. All other figures concerning the record production and the sales shall not be considered official, since, as we well many times from our columns and editorials it's impossible to get official figures about the real sales on our market.

The figures we report are derived from inquiries and deductions suggested by the experienced and by some partial results and events we examined in the past twelve months period.

According to these inquiries and deductions, total record sales of these 12 months in Italy have reached a total of 28,000,000 copies of records, so shared (we also indicate the percentage on the total sales of each class of discs):

<table>
<thead>
<tr>
<th>Class</th>
<th>Minimum</th>
<th>Maximum</th>
</tr>
</thead>
<tbody>
<tr>
<td>Singles</td>
<td>600</td>
<td>$7.10</td>
</tr>
<tr>
<td>E.P.</td>
<td>1.100</td>
<td>$2.66</td>
</tr>
<tr>
<td>ALBUMS</td>
<td>1.650</td>
<td>$1.37</td>
</tr>
</tbody>
</table>

From the above reported list it's a great evidence in the fact that the biggest difference in the price is for the LPs records. Also singles prices are too high in proportion to the average price of a L.P. disc, and price of singles are one of the highest in Europe.

The difference between the minimum and maximum prices of the LPs derives from the fact that at the beginning of the LP production in Italy, the sales were very limited, to recover from the production costs, record industries were obliged to sell the product to an high price. Thus, little by little, thanks to the experience of foreign markets also Italian industries started promoting LP sales, and first step was accomplished reducing the prices.

RCA ITALIANA, EMI ITALIANA,
DECCA ITALIANA, RICORDI,
PHONOGRAM, RIFI, and just recently BLUEBELL, started strong promotional campaigns on the album production with special low priced classical series.

There were really enthusiastic results from these initiatives which met the full consent of the public opening a new way to the record sales, which were before, mainly concentrated in the pop field.

Following the results obtained with classical repertoire, record manufacturers have also reduced the price of pop albums, and of course unexpected results have also been obtained in this pop field.

Of course there are still some particular albums sold at the ancient prices which are fixed between LIt. 3,300, and LIt. 4,400. These shall be considered as exceptions, and the sales of these peculiar products do not reach high levels.

The usual average price for LPs is between LIt. 1,800 and LIt. 2,200. 70% of total albums sales are of classical repertoire, 30% is divided between pop and jazz releases.

This means that young people, who constitutes a percentage between 75% and 80% of total record buyers, have not yet addressed their preferences to the LPs records but just in the past two months, we have registered a sudden increased interest by part of teenagers for the pop album production.

This phenomenon is directly connected with the great success obtaining by the “groups” and the “beat” music to whom record firms are devoting an...
SMASH HITS BY
THE
ROKES
C'E' UNA STRANA ESPRESSIONE NEI TUOI OCCHI
AN 4046
LA MIA CITTA'
AN 4067
CHE COLPA ABBIAMO NOI
AN 4081
RCA ITALIANA
RCA ITALIANA
PUBLISHING DEPARTMENT
PRESENTS

ORIGINAL
SOUNDTRACKS
REALIZED FROM THE BEGINNING OF 1966

AMERICA PAESE DI DIO
LA GUERRE EST FINIE
SVEGLIATI E UCCIDI
RINGO IL TEXANO (THE TEXICAN)
MENAGE ALL’ITALIANA
MADE IN ITALY
7 PISTOLE PER MC GREGOR

FROM THE FILM FESTIVAL OF CANNES
THE FILM OF PIERPAOLO PASOLINI

UCCELLACCI E UCCELLINI

THE BEST RECORDING STUDIOS AT THE SERVICE OF THE WORLD’S MOTION PICTURE INDUSTRY
Technical perfection in the field of sound recording
ITALY – The Past Twelve Months

(Continued from page 34)

LPs production which shall be considered quite considerable. These LPs sold at an interesting price (around an average of Lit. 2,000) have received a good welcome by part of the teenagers, even because of the too high price of the single discs.

Lit. 680 is the price usually requested by a record shop for a single disc: considering that the same hits (speaking about groups and best music) are available on albums, sometimes at the price of only Lit. 1,600, containing forty minutes of performance of their preferred talents, there is a good reason for the preference recently to the album production by part of teenagers, and the registered increase in pop albums sales in the latest months.

We think that this increased interest in the albums, will quite modify the Italian record production and of course Italian record market: record producers are now attracted by the releases of LPs that are more important, which are easier to sell, and which sometimes requires less promotional efforts.

By the way, making a short consideration of the production costs of singles discs we derive that it is impossible at the moment reduce the price, even if, as we said, they are the highest in comparison with other European countries.

We think that principal reason of such prices is the distribution with particular conditions existing on our market.

The price of a single disc is fixed by the industry on Lit. 750 (retail price) and on this price all royalties (artists, copyright etc) are mainly calculated. But there is a 10% increase on such price due to the government tax. This tax is paid directly by the record firms, but it’s debited on the invoices to the retailers. On their side, are increasing the price to the public of such a ten percent so that the retail selling price of a single shall reach a total of 825 liras. Than there is also a municipal tax to be calculated in addition, different from districts to district, and for this further tax the price is increased to the above mentioned total of 850 liras for each single.

In the following prospect we give an approximate repartition of the various elements which contributes to the cost of a single disc:

- Material, press, labels
- Full coloured sleeve
- Sinking share of recording costs
- Sinking share of promotional costs
- Mechanical rights
- Artist royalties
- Producer, arranger or others royalties
- Distribution costs

this means a total of 400 liras. As we reported the usual price to the public Calculated by record firms is of Lit. 750: granting to the retailers a discount of 33% the record is involved by the manufacturer at a net price of 500 liras to which are added 70 liras of tax. As we reported above, retailers are selling those to a price between 830/850 liras, with net earnings per disc of 220/280 liras. (in this calculation we have taken into consideration the only records sold at the common national price).

From these calculations it's derived that the biggest share of profit derive from the singles sales, is reserved to retailers: the reason is strictly connected also with our distribution system, and first of all with the strong competition existing on our market.

This also explains why there is a great difference in the prices adopted on our market for sales to the public of singles discs; retailers are free to adopt their own sales policy increasing or decreasing their profits, whose margin is sufficiently large.

The situation is similar in the LP field, even if usually prices are more controlled. The question of the unification of the retail prices for each class of records is the main problem of our industry to-day: the great competition in fact creates a favourable situation for the retailers, to whom usually some records firms are granting special discounts or other facilities, which increase of course this big margin of profit already in their hands, without any advantage for the manufacturers.

The way to resolve this problem was the main purpose of the recent meeting of some of the top representatives of our record industry at CAPO BOI (Sardinia). We reported about this meeting in our usual weekly column, but we don't know yet results reached.

It is our opinion that there are no efficient solutions to this problem which not only derives from the strong competition existing on the market, but principally from the overproduction which always affects our records operations, and also from our distribution system.

The distribution system in Italy is based on direct sales from the record firms to the retailers. These sales are effected margin at a minimum. Due to the geographical position of Italy, a good distribution can only be obtained with a minimum of twenty sales agents traveling all throughout the country. For a better service it is also necessary to establish some stock stores in the principal centers of the nation, also there is a need of two sales supervisors. Even if sales agents are compensated with a percentage on the sales they effect, not only this distribution and sales organization represents one of the top costs of the record manufacturers, but also is one of the biggest problems to be resolved for the creation of an active industry.

To be able to maintain this distribution organization (sales organization) at a reasonable cost, the record industry or shall have frequently top hit discs, or shall have a wide and consistent catalogue: by the way it is also necessary to say that this system creates a direct competition between agent and agent of different firms, with advantages for the retailers.

We don't think there will be a change in the distribution system in the next years, even if we think that this sales system is one of the reasons of the instability of the Italian record market. Record firms have tried to make disappear the records wholesale dealers who executed the service of distribution, we think it was a mistake, because for the big firms with a strong catalogue it was always possible to oblige them to respect their conditions, while little firms with a good production, could have resolved in this way the problem of their distribution. By the way, being not direct deal between record firms and dealers, may be that prices to the public were more uniformed.

Now the small companies, which are unable to create their own sales organization are giving their products in distribution to bigger firms, but they have the risk that their production is always considered as a second class one and their only profit, the margin of their profit is extremely reduced.

By the way even small record firms try to have their own distribution assuming a group of sales agents, and this creates further complications.

Of course the economical and financial efforts requested for creating the sales organization makes in our country a natural selection among the record operators in fact strength and power of a record firm in Italy mainly derive from the organization of its sales system.

Some Italian indie producers have formed their own company, but even

(Continued on page 43)

COMPAGNIA GENERALE DEL DISCO
EXCLUSIVE DISTRIBUTOR FOR ITALY OF WORLD FAMOUS LABELS

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Cash Box—July 2, 1966
THE RIGHT KEY

TO PENETRATING ITALIAN MARKET...
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Secretary: GISELA JUNG
A & R Manager: GIULIO LIBANO
Sales Manager: GIULIANO TILES
Promotion & Advertising: FATMA RUFFINI
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NICOLA ARIGLIANO
NINO
CASTELNUOVO
FRANCO CERRI (Guitar)
GIGI CICHELLERO & His Orchestra
PIER CLOWN
RICO
CREMASCO
RICCARDO DI LAURO

Coro DI NUORO
TULLIO GALLO & His Orchestra
STEVE LACY
RENATA MAURO
WALTER MORENO
GIANNI MUSI
SANDRA NICOLAI
RAOUL PISANI
THE POPS
ROBERTO RANGONE
SHEYL ROSI
PASQUALE VERDE
MAL WALDRON

Cash Box—July 2, 1966
...AND ITS

PUBLISHING GROUP

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Edizioni Musicali GTA MUSIC
Edizioni Musicali OLONA
Edizioni Musicali SISTRO
Edizioni Musicali SAN PAOLO
Edizioni Musicali SAGITTARIO
Edizioni Musicali SELEMUSICA
Edizioni Musicali ORSA MAGGIORE
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Phone: 798845 - 798885
ITALY – The Past 12 Months

(Continued from page 38)

if we’re able to release a good product, we’re able to renounce to their independent activity just because the result involved in the distribution organization.

Anyway there are still in Italy something like 160 different record firms, but only 20 of them shall really be considered as well established phonographic industries and have in their hands 95% of the total record market, which if we wish to believe the main power of this group derives from their quality and distribution organization, anyway, it’s always our opinion that it’s just this system adopted for distribution and sales which creates a great instability in the policy of the prices.

As well in other countries of the world and for other products (books for example) also in Italy and recently it has been introduced the sales system “door to door” and the mail sales (direct to the public).

The development of the direct sales to the public is strictly connected with the increase of the LPs sales. As a matter of fact only albums can be offered in sales through this system. The RCA/READER’S DIGEST which is the top organization in Italy, created in Italy, gave unexpected good results. We wish also mention two firms of recent creation, like COMPAGNIA DISCOPRAGHICA ITALIANA and RECORD ITALY CLUB, which only offer in sales their production through mail and “door to door” sales and albums that results are quite satisfactory. Of course it’s also impossible to know exactly in which the business volume of these direct sales systems but we have calculated that.

The “door to door” sales system is steadily increasing, even because it resolves in a different way the distribution problem, and these sales have acquired new customers to the record field, and it’s also one of the reasons of the increase in the LP sales.

After these considerations covering the general commercial situation on the Italian market, we give here a report of the top twelve months, derived from the examination of the top selling list of the pop hits of the past twelve months period.

We list here the top selling tunes and recordings, along with names of record manufacturers, artists and publishers:

(Continued on page 44)

ITALY'S BEST SELLERS OF THE PAST 12 MONTHS

<table>
<thead>
<tr>
<th>Titles</th>
<th>Artist</th>
<th>Labels</th>
<th>Publishers</th>
</tr>
</thead>
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<tr>
<td>No Name Mi Puo’ Gliudare</td>
<td>B. &amp; M.</td>
<td>CCG</td>
<td>Supermusic</td>
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<td>D’Ora alla Camera</td>
<td>I. De Marchi</td>
<td>RCA</td>
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<td>S. Luci</td>
<td>EMI</td>
<td>RCA Italiana</td>
</tr>
<tr>
<td>No Name in Viaggio</td>
<td>M. Zucchi</td>
<td>SUGARMUSIC</td>
<td>RCA Italiana</td>
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<td>L’Avevo Detto</td>
<td>G. Barzetti</td>
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<td>RCA Italiana</td>
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<td>No Name Al Silenzo</td>
<td>G. Maldarelli</td>
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<td>R. Calzolari</td>
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<td>No Name in Viaggio</td>
<td>M. Zucchi</td>
<td>SUGARMUSIC</td>
<td>RCA Italiana</td>
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Examining this list, the first note to make is that publishers have disappeared as protagonists from the music scene: this fact derives directly from the consideration that the industrial activity in the music field is only concentrated in the record publishing. This phenomenon is similar in all other countries of the world, but in Italy there are accentuated consequences.

As a matter of fact on the 64 titles listed, which entered the top ten hits in our charts of past twelve months, 38 come from belonging to the same firm which released the top selling disc: this represents the high percentage of 60%.

The 64 titles are belonging to 17 different publishers: we give here their names together with the number of entries:

- RCA ITALIANA 17 Tunes
- SUGAR MUSIC 15 Tunes
- CURCI 14 Tunes
- CLAN CELENTANO 11 Tunes
- EMILA ITALIANA 11 Tunes
- RICORDI 11 Tunes
- DURIUM 10 Tunes
- CIelo-VIDEO 9 Tunes
- SOUTHERN 9 Tunes
- USF-CICLO (FONIT-CETRA) 9 Tunes
- ABEBACH 8 Tunes
- LEONARDI 8 Tunes
- ESEDRA (Phonogram) 7 Tunes
- ARISTON 7 Tunes
- MUSIZIA 7 Tunes
- MASCOTTE 7 Tunes
- CRITERION 7 Tunes
- FONIT-CETRA (DECCA) 6 Tunes
- CGD 6 Tunes
- SUGARMUSIC 6 Tunes
- PIU' 5 Tunes
- REED 5 Tunes
- MUSIZIA 5 Tunes
- MUSICA-EDERICA 4 Tunes
- BPI 4 Tunes
- CLAN CELENTANO DURIUM 4 Tunes
- PONTI-CETRA 4 Tunes
- CARISCH 4 Tunes
- SAAB 4 Tunes
- MU-PIANOREGNO 4 Tunes
- DECCA 4 Tunes
- CURCI CAROLELLO ARISTON 4 Tunes
- CBS 1 Tune

To note that 15 of these 17 publishers are directly involved in their own record business, and 7 of them started their activity during and are principally record manufacturers. (RCA ITALIANA, CLAN CELENTANO, EMILA ITALIANA, DURIUM, USIGNOLO (PONTI CETRA), ESEDRA (Phonogram), and MAS (AB)). 43 of them are only publishers, without having any direct connection with the production, and in ABBA, ABEBA, CIelo, MASCOTTE, there is a firm, not to be joined, but it's a foreign publisher who didn't assign the copyright for now a publication in Italy. We refer to CRITERION MUSIC of Hollywood, for its hit "These Boots Are Made For Walking".

Returning now to the record field, and to make a run of entry of the list of the hits publishers, above reported, we wish to give the name of the record firms with a subtotal of the top ten hits in the past twelve months, also if this problem the number of their entries:

- RCA ITALIANA 22 Tunes
- EMILA ITALIANA 10 Tunes
- RICORDI 8 Tunes
- BPI 5 Tunes
- CLAN CELENTANO DURIUM 4 Tunes
- PONTI-CETRA 4 Tunes
- CARISCH 3 Tunes
- SAAB 3 Tunes
- MU-PIANOREGNO 3 Tunes
- DECCA 2 Tunes
- CURCI CAROLELLO ARISTON 2 Tunes
- CBS 1 Tune

Making same consideration as above, referred above to the list of the publishers firms, we note that only 3 record firms among those above listed, are not involved directly and officially in publishing by the way, these are BPI, DECCA and CBS, whose, up to date, as declared, they not yet become official, after the end of its contract with Ricordi. (Presently CBS is distributed by COD, connected with SUGARMUSIC).

The copyrights of 27 tunes belong to publishers not owned or connected with the firms which released the top selling record of the tune, this means that a cooperation is always at the basis of the musical life, even if in such a situation it's not easy to distinguish competitors from cooperators. But this 27 songs on the 64 listed represents a percentage of a 41%

which is still good, but we have also to note that all these numbers belong to top publishing groups: CURCI had 7 songs recorded by DURIUM, SOUTHERN, ABEBA, CURCI, LEONARDI, CIelo-VIDEO all had 5 times recorded numbers, while MASCOTTE and DURIUM only 1. For a better consideration of the situation it's necessary to set the way to stress that 16 of these tunes where of foreign origin and 11 were original Italian copyrights.

Even if as we reported cooperation is always possible between the various publishers/records and records/publishing firms, but in that case of Italian record companies usually prefer produce and wax their own copyrights and those 27 songs of which we spoke before are a confirmation to this trend.

16 of these tunes we said are of foreign origin and it is easy to derive that they were recorded mainly because of the success obtained in their "native" country. For some particular catalogues deals these songs belongs to some top publishing groups, record producers had the convenience to utilize such a material even if not owned by their own publishers.

Other 11 songs we mentioned, and of Italian origin, derived from tests like SAN REMO or others whose connection with publishers is well known, and also in this case record firms were obliged to utilize this material even if not controlled by their own publishers.

As a conclusion of this examen we can state that the "indie" music publishers who served as intermediaries between the composers and the record manufacturers are destined to completely disappear.

This represents of course a great revolution in the music business, but it's a normal consequence of the progress which gives a prominent role to the recorded music, to the mechanical reproduction.

It is necessary to consider for example the organisation of the collection of the mechanical rights, which were created principally in behalf of the publishers only, with the aim to protect the interests of the record industries. Being now with the arrival of the newest records directly owned by the same firms which produce and sell the disc there is no more reason for the existence of such collecting societies. It's too easy to become to the definite suppression of such organization since in some cases there is already the fact that the control and collecting service in some foreign countries, and even if this problem the number of the entries:

- RCA ITALIANA 22 Tunes
- EMILA ITALIANA 10 Tunes
- RICORDI 8 Tunes
- BPI 5 Tunes
- CLAN CELENTANO DURIUM 4 Tunes
- PONTI-CETRA 4 Tunes
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ITALY – The Present and Possible Future

by Ing. Romano Bocchini, Gen. Mgr. Decca Dischi Italia

ITALY – The Past 12 Months

(Continued on page 44)

few past months. We refer to the practice caused by “groups” and their “hit” music which suddenly and unexpectedly conquered the Italian audience: the “latin” traditionalist Italy.

It was two years ago that the phenomenon of “beat” had found its way to the success in the general part of the world, but it took much more time for the Italian audience to experience it. Even the BEATLES discovered the success in England, and which reached in the two past years all together a total sales near to 100 million dollars and which appeared on our charts being the sales of their single’s, but in Italy, only to the “Liverpool sound”, and which was therefore the result of the formation of the first two national groups THE ROXIES, by RCA ITALIA and THE EQUIPE 84, formerly with VEDETTE, and now strongly independent.

But we think that the basic cause of the introduction of the “groups” and their “beat” in Italy and their sudden extraordinary success, is principally connected with the high sales of some specialized magazines completely created and conceived for the Italian audience. They started to grow two years ago. First of this magazines was “CLIO AMMI” created by “GIOVAN” and “BIG”. Principal and quite unique subjects of these pages were the pop music trend.

But, while for example other promotional stronger media like RADIO and TV Monopoly was followed in their programs their “tradi-
tional” pop music, we considered the change of trend on the International music scene, these magazines began to give to our readers something “new” devoted space and space to the highest musical events and to the foreign interpreters of this “new” sound. It was just the moment when the Italian pop record industry reached a standing point. For example, in 1960, the Italian pop production was of original Italian recordings, and even if the standing of the production was rather small, there were no new ideas able to awake a new interest in the public of teen-
agers which are the principal customers of the record industry.

On the production side we can speak of such specialized magazines for teen-
aires, which was the main agreement, the music was steadily and fast increasing and in this case, for the first time, the record companies became aware of the promotional media to a new product of record industry: “the beat music”.

Not only but these magazines served to discover the larger groups which were consti-
tuted by the teenagers, and the record was the first product which they discovered. RADIO & TV was pushed to neglect the teenagers, as they did un-
til few months ago, and following the trend shown by the press, started de-
veloping and TV programs to the young audience.

Even the SAN REMO Festival in spite of its part in the Italian publishing interests in which it was still an important factor, was considered the new development of the Italian record market and pre-
pared to offer the public the performance of the stage of the “Casino”. The SAN REMO festival was therefore to be considered as negative neither because the great public follower of any kind, nor because of the youth, even because the large number of their single’s best gave to the groups a material which was not perfectly suitable for the Italian audience.

But the big “bomb” exploded on the San Remo Festival, the SAN REMO FESTIVAL. While usually the SAN REMO hits remained in the national charts of Italy and the top ten recordings supported in the charts by Italian artists and sung in Italian.

In the last week of April on the top ten of the Italian charts were the original Italian tunes sung in Italian by Italian artists and even other others listed were original English or American recordings sung in Italian.

Italian industry now is as following the San Remo Festival. The original Italian products are directly oriented on the “beat” and the “pop” music. Thanks to the new fashion, foreign artists and original foreign recordings which have been recognized as again of great interest for the Italian opera-
tors. Our artists decided to make a new cooperation between Italian and American and English industries.

On the production side the new fashion served to discover the promou-
tional media, which, as a big advantage, the magazines become as a mass communication for the young people. We have the new 100% Italian TV Monopoly, changing dynamically its trend and making a huge change in the promotional media to a new product of record industry: the “beat music”.

Certainly the acceleration and con-
firmation of this change in public taste, is in the hands of RAI TV which, by modifying its programmes of light music, has faced up to this change and has obtained imme-
rately an Italian production, we have preferred to take a closer look at the trends of the public, in particular young people, and directing our work to a new promotional strategy of the public which, coming from England, has already had the great success of the new “beat music”.

To tell the truth, it seemed that this beat music, rather than being of English origin, is that is just a natural result of the interests of the young people, and especially of the working youth.

The first records published by us of the Rolling Stones, The Who and others, caused a great interest. Blues groups were however received with a great interest, and some tapes, which has now grown beyond measur-

In conclusion we can state that this beat music has also resulted in a notable movement in the sales of musical instruments, by the huge circulation of the top ten musical magazines for the young, by the fact that commercial periodicals intended almost exclusively for adults are determining more space articles (Continued on page 86)
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JAPAN—The Past Twelve Months

August
"Tears Of Glass" was put on the market on the same day of this month both in Holland and here in Japan. This pop single was composed by Hachidal Nakamura, and written by Kokuji Kato at the request of Bovema Co., in Holland.

The first performance by Osvaldo Puliese and his Tango Orch. was held successfully gathering many fans. Kyo Sakamoto flew to Holland to visit Bovema Co., for a return compliment on the release of his recording "Meeka And Maleike" in Holland. After returning to Japan, he appeared in the favored musical show, "Let's Sing Holland" held in Tokyo.

Japan Music Publishers Association (NOSK), consisting of 19 publishers, held its conference to elect six representative councilors of JASRAC. "Japan Lyric Writer Association" was established this month in the wake of the establishment of "Japan Composers Associations," "Japan Singers Association" to develop and strengthen their business.

September
Most record companies here announced their sales achievements as the first half of the financial year ended this month. Toshiba Records achieved full percentage of the sales target, a 15% increase compared with that of last year. The sales achievement consists of 70% classic and 30% pop, of which Beatles and Ventures took 70% possession. Relating to classic department, "The Company Of Furtwaengler" showed rather good sign.

Nippon Grammophon achieved 96% of the sales target against its expectation, the dull result of which was due to the general dull economy of Japan and partly to the lagging sales of pop singles. Japanese local held rather favorable achievement with several hits made by Teruko Hino, Sachiko Nishida and Mari Sato.

King Records achieved full percentage of the sales target with several local smash hits as seen in "Onmagokoro No Uta," "Matsumoto Kuita," "Sayonara Wa Dance No Atode" and others. In pop singles, Rolling Stones, Nashville Teens, and Bobby Solo were conspicuous.

October
To honor successful performances made by Connie Francis Nippon Grammophon released 3 LPs this month, titled "All Of Connie Francis Vol. 1" and "Connie Francis/Western Golden Hits." The firm also released long-term pop single hit "La Playa" this month.

Kazuo Kikutaka, a managing director of Toho, returned here from European and American business tours for the inspection of Musicals.

Peggy March came to Japan at the end of the month for a one-month tour, performances of which were accompanied by Ben Thomas and were favorably received.

New York Publisher, Ivan Mogull broke off his journey in Tokyo to exploit his publication and the investigate through meetings with record producers, deejays and editors of record magazines.

November
J. M. Maitland, president of Warner Brothers. Returned from his visit to Japan for an inspection tour of Japan's market and cementing closer friendship with Nippon Victor.

Gavotto and Cland, the former is the president and the latter is the chief of foreign department of Vogue Co., in France, came to Japan for an inspection of Telekino Records which had made a contract with Vogue Co., on materix import.

Patti Page came to Japan for a

(Continued on page 56)

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54 Part II—International Section
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JAPAN – The Past 12 Months

(Continued from page 54)

fortnight tour especially for the con-

solation of U.S. soldiers in Tokyo

Area bases. At the general perform-

ance held in Tokyo, the lark intro-

duced new hit “Hush, Hush, Sweet

Charmotte.”

Bob McGrath came to Japan for a

cine month performance tour which

turned out to be a great success,

through the help of his last visit as a

member of Mitch Miller Chorus

Groups, December.

Beethoven’s 9th symphony con-

certs were held everywhere in Japan

at the end of year, and the records

were put on the market by most

record companies among which the

late Bruno Walter’s on Columbia sold

conspicuously, Furtwangler, Anser-

met, being in the wake of Walter.

Besides the above records, three big

Piano Sonatas by Backhouse and Lon-

don and Polonaise Complete by Rubin-

stein on Victor, and Beethoven Sonata

Complete by Kaemp sold most.

Among hundreds of X’mas tunes, Pat

Boone’s and Crosby’s sold well.

However, X’mas records seemed to

have had a tendency to decrease in

sales achievement, compared with

those of the past three years. Besides

X’mas records, LP “Ole Mantovani”

on London, “This Is Continental

Tango/Alfred Hause Vol. 2” sold well.

In pop, the Spotnicks and Beach Boys

with “Karelia” on Polydor and Ventures

with “Jingle Bell” on Liberty and

Beatles with “Yesterday” on Decca

were conspicuously good sellers.

Japan Composers’ Association an-

nounced on Dec. the nine awards

including Grand Prix Record, New

Talent Award, and 7 others as the

fruits of ’65 local recording scene,

after judging over 547 tunes released

last year. The Grand Prix was given

awarded to Nissan Columbia’s “Yaw-

ara” written by Shinichi Sasaki, com-

posed by Masao Koga, arranged by

Toru Saeki and sung by Japan’s most

popular lark, Hibari Misora.

New Talent Award was given

Miyoko Tashiro (Victor) with two big

hits “Shiawase Ga Ippai” and “Aishite,

Aishite, Aishitekantaanoyo.” Composers

Award was given to Hiroko Ogawa

(King) with “Sayonara Wa Dance No

Atori.” Arrangement Award was

given to Kiyoshi Yamaya with “Noche

De Tokyo.”

January-June 1966

Looking back to the musical situ-

ation in Japan for past 6-months, a

great many performances by foreign

artists were held right along, most

of which turned out to be successful.

Everytime they come to Japan, record

companies never fail to release the

anniversary discs with the title like

“All Of . . .” or “The Best Of . . .”

“ . . . Delux” and they have also

shown good sales. Nothing would be

more delightful to real music lovers

than to be able to enjoy all kinds of

music performances by artists of

all nations. However some dealers feel

uneasy about records that remain on

the shelf because of continual anni-

versary releases. Anyway, Japan may

be the best place for music entertain-

ment. Relating to foreign artists hav-

ing come here from January on,

Chantays, Platters, Perez Prado, Pho-

nix Singers, Herman’s Hermits, Beach

Boys were seen in January, and anni-

versary release on Chantays was “The

Best Of Chantays” in February.

In February, anniversary release

“Falling Leaves/Oscar Peterson”

and “Moonin/Oscar Peterson” on

Mercury, and “Astronauts/Heart

Break Hotel” on Decca were seen.

In March, to honor Edmund Ross per-

formance, “Golden Album . . .

“Passionate Latin Beat,” “Sound Of

Bongo” on London were seen. In

April, “M.J.Q. Concert” in the two sets

were released last year. (Continued

on page 60)
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JAPAN – The Past 12 Months

(Continued from page 56)

45 RPM Stereo LP, including “FURI FURI ’66,” “Bitter For My Taste (How Could I Fall In Love),” “No No Boy” and “Little Boy” released in March and the third one was released in April in 17 centi single, including “Hey Boy,” “Michelle.” The second release by Philips is Mike Maki, now a college student at the age of 21, whose first release “Bura Ga Saita” was put on the market on April 6. It was composed and written by Kuronosuke Hamsuguchi and the LP was released in the wake of an SP, which was a smash hit in the first few days of release.

This amazing sales achievement is seemingly due to the latent, calm folk song boom especially among college students of Japan, which burst into prominence with the help of folk song popularity overseas (made by Joan Baez, Brothers Four, Peter Paul and Mary, Kingston Trio and others.) At present, he is called “the Bob Dylan of Japan.”

As reported before, Yuzu Kayano, exclusive singer to Toshiba Records is the same, whose recent smash hit “Kimi To Itsuamadore” will reportedly be released in the U.S.A. on the Capitol label July 18. The artist is not only a singer but also a composer and lyric writer and the tune above was written by him with a nick-name. He is the promising artist of Japan.

Relating to export achievement on records, reports made by record section of International Trade and Industry show 508,000 dollars as last year achievement which was a 19% increase in total, compared with that of two years ago. In detail: 50% increase in Canada, 8% increase in America, 57% increase in Okinawa, and 50% increase in South-East Asia, while 610,000 dollars was reportedly set as an export figure in 1966.

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Cash Box—July 2, 1966

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1965's BEST 30 in JAPAN

1. "Happy Birthday" (Odeon)
2. "Can't Get Used to Losing You" (London)
3. "The Shadow Of The Poet" (Dot)
4. "When The Sun Comes Up" (London)
5. "We Shall Overcome" (Odeon)

JAPAN'S TOP 5 in 1966

JAPAN'S PIANO & ORGAN PRODUCTS & SALES REPORTS

(Part 3 Years)

The Research & Statistics Division of Minister's Secretariat of Ministry of International Trade & Industry

To All Our Japanese Friends — ARRIGATO

(Thank You) For A Wonderful Reception During Our 1966 Tour of Japan — We Will Be Back Soon!

THE SPOTNICKS

Cash Box — July 2, 1966
"A WALK IN THE BLACK FOREST" awarded to composer — arranger — band and choirleader — pianist

HORST JANKOWSKI

for more than 1,000,000 copies sold of

Cash Box—July 2, 1966
The Past Twelve Months

Bude reported strong U.S. action on the festival entry "Summer Wind," which failed to make the British Top 10 but ended up with waxings by Perry Como, Wayne Newton and Roger Williams.

Horst Jankowsky started to have action with "A Walk In The Black Forest" stateside. Philips took over the Amadeo label for Germany. D.G.G. opened the fall season with their new packages of classical LP's each containing 8 discs to special prices and tremendous sales. Teldec took 3 of the top jazz prizes from the German Jazz Federation for the year. Hawkins, Duke Ellington and The Davey Sisters. Peter Alexander signed a long term film pact with Constantin which resulted later in a label switch to Ariola for the U.S. market. After a long term pact with Polydor, Kurt Feltz stayed as A&R manager of the label.

Horst Jankowsky who took the "most promising instrumentalist" award in Cash Box planned his first nationwide trip.

A new trade paper "Music" opened its doors with the first issue set for release in October. Popular trade journalist Just Ptach and editor Rolf Bier headed up the publication team. The paper is a strong bid to a bi-weekly hit parade is the first authorized and authenticated hit parade in Germany, based solely on sales. Publisher Rudi Von Der Dovemuhle began his 25th anniversary with a conference for the year with "Ju Ju Hang" by Sam The Sham and ended up with 5 versions selling over 1/2 million records. Barbara Kist took over as head of the Edward Kammer organization in Germany.

SEPTEMBER

The month started out on a happy kick as marathon beat band contests began with the record being over 100 hours and held down by The Rolling Stones, who then signed a CBS recording contract. Vogue went to London to record LP's of top beat tunes for a low priced series. Elite Special artist Heinz Roldus visited Japan to set up a new show with over 800 musical parts. Peppino Di Capri guested here. Teldec started their 8 star LP release series with 20 new LP's. The first "LP's of The Market Golden Record" was awarded Nino Rocco for sales of over a million disc in Europe of "Silenzio." The disc hand delivered here by Peter Miesel's indie "Hansa" and ended up with Ariola went on to become the best selling single of the year with over 800,000 sold copies in Germany alone. Hans Gerig continued his strong move on the popular front with "Zorba" and "Mit 17." the German Pop Music Festival winner was the marathon beat band contest with 155 hours without a pause. The group signed with Ariola. Phillips did an LP of the 21 beat bands appearing at the 2nd annual festival held in the Star Club in Hamburg.

The Rolling Stones did their first tour here to completely sold out houses and racked up tremendous sales singles and LP wise as a result of the tour. The Kinks followed with a strong tour. The Rolling Stones were sponsored by teen mag "Bravo" and the competition "Music World" threw the Kinks stink. The Animals played Munich and the Searchers did Berlin. The Stones were very hot in the first half year in Germany showing that 11.3 million copies were sold and 5.5 million 12" LP's for a new high.

Oktober

Esther and Abi Oftarin started their German tour which had to be repeated due to colossal ticket buying areas. "Bravo" started a strong magazine series on the Rolling Stones which kept the group in the headlines. The sales wise months on end. Peter Kraus left his long time producing Gerhard Mendelson for a new Arctic pact.

(Continued on page 71)
For the First Time on Records

DONIZETTI: Il Campanello, Mariotti, De Sanctis, Rafanelli, Rinaldo, La Fenice Venice/Gracis

BOHUSLAV MARTINU: Fantasia concertante. Margrit Weber/Kubelik

LIEDER BY MAX REGER on the occasion of the 50th anniversary of his death (May 11th, 1966) Dietrich Fischer-Dieskau, Baritone.

PALESTRINA: Missa Hodie Christus natus est. Regensburg Cathedral Choir

TELEMANN: Ino-Cantata. Janowitz, Chamber Orchestra Hamburg Telemann Society/Boettcher

WORKS BY WERNER EGK on the occasion of the composer’s 65th birthday (May 17th, 1966).

Available For the First Time in Stereo:

SCHOENBERG: Gurre-Lieder. Borkh, Töpper, Schachtschneider, Fehenberger, Engen, Fiedler, Bavarian Radio Chorus and Orchestra/Kubelik

PALESTRINA: Improperia. Missa Assumpta est Maria. Regensburg Cathedral Choir/Schrems

Important New Releases

DONIZETTI: "Don Pasquale". Mariotti, Basilio, Benelli, Maccianti, Frati, Florence May Festival/Gracis

MASCAGNI: "Cavalleria Rusticana".


MOZART: "Abduction from the Seraglio". Köth, Schädel, Wunderlich, Lenz, Böhme, Choir and Orchestra Bavarian State Opera Munich/Jochum. Incidentally, all five of Mozart’s important operas are now available in new stereo versions on Deutsche Grammophon Gesellschaft.

FIRST RELEASE by the young German violinist Edith Peinemann.

DVORAK: Concerto for Violin, RAVEL: Tzigane. Czech Philharmonic/Maag

THE COMPLETION of our series of Bruckner’s Symphonies in stereo made progress, and Nos. 1, 5, 8, and 9 are now available-all with Eugen Jochum and the Berlin Philharmonic

BARTOK: Concerto. Berlin Philharmonic/Karajan

GOUNOD: St. Cecilia Mass. Seefried, Stolze, Uhde, Czech Philharmonic/Markevitch

SCHUBERT: Mass No. 5 in A flat major. Stader, Hoellgen, Haefliger, Uhde, Regensburg Cathedral Choir, Bavarian Radio Symphony/Ratzinger

BACH: Christmas Oratorio. Janowitz, Ludwig, Wunderlich, Crass, Munich Bach Choir and Orchestra/Richter

BACH: Brandenburg Concertos, Suites Nos. 2 and 3. Berlin Philharmonic/Karajan

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FIRST LIEDER RECITAL by Fritz Wunderlich. Beethoven, Schubert, Schumann ("Dichterliebe")


Awards

The first complete European recording of Alban Berg’s “Wozzeck” with Dietrich Fischer-Dieskau and Evelyn Lear under Karl Böhm was awarded:

- Grand Prix du Disque
- AS “WORLD’S BEST RECORDING” Grammy 1965
- AS “BEST OPERATIC RECORDING”

Awards also went to

Fritz Wunderlich for his interpretation of the role of Tamino in Mozart’s “Magic Flute” and Dietrich Fischer-Dieskau for his interpretation of Schubert’s “Winterreise” and Schumann’s “Dichterliebe” as “BEST SINGER OF THE YEAR” (Orphee D’Or).

Furthermore the following records have won awards:


Telemann: Musique de Table. Schola Cantorum Basiliensis/Wenzinger (Grand Prix).

“Baroque Music for Trumpet Virtuoso”. Adolf Scherbaum (Edison-Prize).

Beethoven: Piano Sonata (Hammerklavier) op. 106. Kempff (Edison-Prize).

Mahler: Kindertotenlieder. Fischer-Dieskau, Böhm (Edison-Prize).

Sartre: Huis Clu (Edison-Prize).


R. Strauss: Krämerspiegel. Fischer-Dieskau (Prize of the German Schallplattenkritik).

Henze: Elegy for Young Lovers. (Prize of the German Schallplattenkritik).

Pierre Fournier paid another visit, as well as the Deutsche Oper Berlin.

USA

Karl Böhm gave his annual series of performances at the Met, this time giving us Fidelio and Salome.

The Amadeus Quartet finished their most extensive tour since their debut. Jörg Demus, Pierre Fournier, Ernst Haefliger, Wilhelm Kempff, Rafael Kubelik, Edith Peinemann, Thomas Stewart, Tamás Vásáry and Nicanor Zabaleta all performed again for American audiences.

Europe

Many of our artists made their annual tours of the musical centres of Europe, among them Géza Anda with the Camerata Academica, Christian Ferras, Rita Streich, and Fritz Wunderlich. A great many of our artists participated at the Festivals in Salzburg, Lucerne, Vienna, Bayreuth, Berlin, Munich, Edinburgh and Holland.

Distribution and Sales Activities

On September 1st, 1965, Deutsche Grammophon published the subscription for the “Masterworks in De Luxe Albums”, containing three albums: 1.) F. Chopin: “Selected Works for Piano”, 2.) F. Schubert: “Chamber Music”, 3.) W. A. Mozart: “Magic Flute” under the baton of Dr. Karl Böhm. This campaign was started in many European countries: Belgium, Denmark, Germany, Finland, Norway, France, Greece, Great Britain, Holland, Italy, Austria, Sweden, Switzerland. In some countries, the “Christmas Oratorio” under Karl Richter was also part of the subscription. The idea of subscription, initiated by Deutsche Grammophon in 1962, has now become a well-established annual event, eagerly awaited by public, trade and press.

The addition of the MGM and Verve catalogue gave our subsidiary in Japan the much desired big American catalogue, necessary to make Nippon Grammophon, Toyko, truly one of the major record companies. Eighteen important dealers from Japan paid a visit to the plants of Deutsche Grammophon in Hanover and to their central office, Hamburg, in May 1966.

Moreover, about one hundred Scandinavian dealers went to see the central office in Ham-
LP's and were informed in advance about the important campaigns in Autumn: the subscription and the new release of the classical Heliodor series.

The major effort that Deutsche Grammophon is putting behind its activities in the United Kingdom is already paying off. Not only did Bert Kaempfert's recording of "Bye, Bye Blues" reach a prominent place in the LP and Single charts, but the recording "Substitute" by "The Who" reached a top position on the Single charts.

Another innovation of Deutsche Grammophon has also become an institution by now with the trade in Europe. In 1966 the "V66" was bought by more than 2,500 dealers, each "V66" containing several hundred LP's.

The important campaign of Archive Productions in August 1966 will bring 10 new releases, among them 3 LP's with works by Heinrich Schütz, sung by the Kreuzchor Dresden under Rudolf Maurerberger. New attractive design and presentation of the record-sleeves have been started.

The confidence of American record companies in the distribution and promotion abilities of Deutsche Grammophon Gesellschaft is further enhanced by the fact that Atlantic Records has given us the rights to their catalogue for the United Kingdom and the Netherlands.

The following are some of the young, vigorous and dynamic subsidiaries of Deutsche Grammophon Gesellschaft:

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<tr>
<th>Country</th>
<th>Artist</th>
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<tr>
<td>Italy</td>
<td>Orietta Berti</td>
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<tr>
<td>France</td>
<td>Leny Escudero, Marcel Amont</td>
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<tr>
<td>United Kingdom</td>
<td>The Who</td>
</tr>
<tr>
<td>Netherlands</td>
<td>Golden Earrings, Sachiko Nishida, Alfred Hause, Mari Sono</td>
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<tr>
<td>Japan</td>
<td>Kallman Choir, Wencke Myrhe</td>
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<td>South Africa</td>
<td>The Who</td>
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<tr>
<td>Norway</td>
<td>The Pussycats, Wencke Myrhe</td>
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<tr>
<td>Belgium</td>
<td>John Larry</td>
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Greece: Pnostsanetis
Venezuela: Quinteto Contrafupunto
Germany: Freddy, Roy Black
Sweden: The Spotnicks

and Bert Kaempfert everywhere!!

Latest News from Polydor

BERT KAEMPFT'S two singles—"Moon Over Naples" and "Bye-Bye Blues"—were bestsellers practically the whole world over. Bert has recently scored his first Hollywood movie, "A Man Could Get Killed", and Frank Sinatra has recorded the theme, "Strangers in the Night."

The American hit, "The Ballad of the Green Beret" has been recorded by FREDDY in a German version. As "Hundert Mann und ein Befehl," the song is topping the German charts.

PETER ALEXANDER left Polydor after 14 years. But one of his latest Polydor recordings, "Müssen Frauen einsam sein?" is fast becoming a hit in every German-speaking country.

Polydor welcomes two important new stars: WENCCKE MYHRE and ROY BLACK. They are among the five Polydor artists performing at the 1966 German Song Festival in Baden-Baden. Both have frequent hits on the German charts.

THE GÜNTHER KALLMANN CHOIR and CRAZY OTTO have returned from an unbelievably successful ten-week tour of South Africa.

The German musical "Heimweh nach St. Pauli" with FREDDY in the leading role ran well over a hundred performances in Hamburg.

The famous KURT EDELHAGEN ORCHESTRA toured throughout North Africa.

The Swedish group, "THE SPOTNICKS" returned from a brilliantly successful tour of Mexico and Japan.

FREDDY was awarded his ninth Golden Record.

BERT KAEMPFERT placed in the British Single and LP Hit Parade.

Sweden's LILL LINDFORS and Norway's ASE KLEVELAND won second and third prize in the Eurovision Song Contest.

Polydor Records, London signed a long-term contract with the famous British group, "THE WHO."

CLAUS OGERMAN recorded his first singles for Polydor in the United States.
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...DGÜ's stereo is as good as expected... "The American Record Guide", New York, January 1965
...The recording is of the highest quality... "The Gramophone", London, March 1965
...This recording must certainly go to the head of the class... "The American Record Guide", New York, April 1965
...this new recording strikes me as the all-around best... "The American Record Guide", New York, August 1965
...The stereo recording gives splendid quality and definition... "Records and Recording", London, June 1965
...these records seem to me outstanding... "The Gramophone", London, May 1966
...great credit to the technicians who have reproduced so well... "Saturday Review", New York, 30, April 1966
...much better recorded than... "Library Journal", New York, 1, May 1966
...the sound is absolutely top-class... "Hi-Fi News", London, May 1966
...the orchestral recording reaches demonstration standards... "The Gramophone", London, May 1966

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<th>PRESSING PLANTS</th>
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<td>Werk II: 3012 Langenhagen (Hannover), Klusriede 26</td>
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<td>POLYPHON</td>
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<tr>
<td>SCHALLPLATTEN GESELLSCHAFT MBH</td>
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<td>Mariahilfer Strasse 127</td>
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<td>Wien VI/Austria</td>
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6–6, 1-chome, Shinbashi, Minato-ku
Tokyo/Japan
The Munich Oktoberfest ended with over 5 million visitors and $17,500 going to GEMA for music royalties from the over 350 musicians and groups which blasted out music to the masses. Only 3 of the top 10 tunes were of German origin in the charts as The Rolling Stones, The Beatles, Sam The Sham and The Byrds all shot up at the end along with Nino Rota, & “Zorra” in several versions. D.G.G.’s Polydor team made some fine American action with the signing of Klaus Ogermann to a long-term exclusive contract for the label which will be released through Atlantic stateside. Roy Black’s “sleeping disc” for Polydor’s “You Are Not Alone” passed the 200,000 sales mark but failed to make the top 3 due to general term sales. Elite Special opened their city series of LP’s with discs from Vienna, Berlin, Stuttgart, Hamburg, Frankfurt and Munich. Bert Kaempfert packed his bags for Hollywood where he did the film music for his first U.S. outing. Sacha Distel showed his new increase in dollar. Gilbert Bécaud visited Germany.

NOVEMBER

Beat music moved to the front in November as less than 1/4 of the top 10 were beat waxings from Sam The Sham, The Rainbows, The Rolling Stones and Casey Jones took chart slots. Both Polydor and Philips released Tornados and Zingers. Felder announced a push on Manuela and Draft Deutsch who both made English in London with TV push slated for both recordings. Hermann Prey was set to open the Met and Polydor joined 2 other majors in tie-ups with top beat groups. The definitive release of label. Philips has the “Star Club” line, Teldec has the “Top Ten Club” for release of groups. Decca visited Germany and recorded the Jimmy Smith Concert in Hamburg. Hans Wilschke reports that the German festival pop winner “Mit 17” has been sold in 11 languages with over 15 different recordings, released all over the world.

GERMANY—

THE LAST 12 MONTHS

Population: (West Germany) Around 60 million with 19.2 million households.

<table>
<thead>
<tr>
<th>RECORD SALES—1965</th>
<th>1964</th>
<th>Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Singles</td>
<td>25.4</td>
<td>+9.0</td>
</tr>
<tr>
<td>EP’s</td>
<td>7.5</td>
<td></td>
</tr>
<tr>
<td>12” LP</td>
<td>12.1</td>
<td>+20.9</td>
</tr>
<tr>
<td>12” 1P</td>
<td>15.1</td>
<td>+52.5</td>
</tr>
</tbody>
</table>

The German Phonograph Recording Industry in their sales figures for 1965 show an increase in dollar volume. Singles sales rose for the first time in 2 years and showed a +9% increase compared to the 3.5% increase last year. The 12” LP also rose +20.9% last year. Once again the great majority of records are sold through authorized dealers who accounted for the sale of 41.2 million of the 49.2 million records sold, or 83% in percentage shares. 

Retail sales of around 380 million marks ($95 million) and classical LP’s accounted for around 40% of all LP’s sold and about 20% of all records sold were in the classical category. Exports dropped 4.1% to a total of 34 million, and import rose about a half million records or 30.9% to 2.16 million.

GERMANY has the best organization
godit

GERMANY has the best composers and authors

GERMANY has the best foreign partners

GERMANY has the best organization, composers and authors, and has the best foreign partners.

1966. The main reason for the stereo increase is the fact that the German record industry has been pushing the stereo development and now has decided to release stereo compatible LP’s which may also be played on non-stereo machines, first of all saving the release of 2 instead of 1 LP’s of the same work and also the fact that for several years now stereo and mono LP’s have sold for the same price.

Average retail record price:

12” LP—$4.50
10” LP—$3.75
EP—$2.00
Single—$1.19

Record dealers: About 7000
Juke Boxes: About 13,000
Duty Value—13.5% of list price
Common market records—7% of list
GEMA has 8% of retail value.

This year saw many bright lights headlining the music business. First of all, internationally, Bert Kaempfert led the way with his tremendous successes including fabulous LP sales, and tunes like “Spanish Eyes” for Al Martino and the tremendous success of The Byrds in the world.

Cash Box—July 2, 1966
GERMANY—The Past Twelve Months

(Continued from page 71)

hit “Strangers in the Night” for Frank Sinatra. It was a Kaempfert year and it looks like just the start for this fabulous talent. Udo Jurgens became a European star of first rank and the year was spotlighted by his winning the “Song For Europe” festival with his own tune which raised his stock as a performer and as a writer. Locally, Peter Meisel ran away with honors as a producer-director doing over 150% of the total singles business in Germany with his indie outfit and producing stars like Manuela, Draf Deutscher and Marton all of whom topped the charts at one time or another. Hans Gerig continued for the 7th straight year to head the list of publishers with the most tunes in the top 10 by placing 21 numbers for a new record.

24 LP’s made the top 10 with 10 of the LP’s produced locally and 8 records made the top 10 in the charts with 21 publishers sharing the tunes. 51 of the songs were original German copyrights.

Here’s a monthly wrap up of things as they happened in Germany as reported in Cash Box.

JANUARY

The new year started with Cash Box bringing 2 hit parades, one from the Munich city and the other from “Automaten-Markt”. At the same time, an agreement was signed with both the ABA and the EMI labels that they would bring the Cash Box Top 100 as the official U.S. hit parade. As of 1960, the only U.S. hit parade listed in trade papers in Germany are from Cash Box.

Trnde paper “Musikmarkt” listed the same year, the other from “Automaten-Markt”. At the same time, an agreement was signed with both the ABA and the EMI labels that they would bring the Cash Box Top 100 as the official U.S. hit parade. As of 1960, the only U.S. hit parade listed in trade papers in Germany are from Cash Box.

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February—The first German “beat” film opened starring the Philips group The Beatles. The Decca-Coral-Brunswick label switched from Polydor to Teldec distribution wise. Alfred Hausen of Polydor known as the “King of the Tango” was awarded a “Silver Puflyswa” in Japan for sales of 500,000 LP’s. Top execs switching firms made big news as top A&R man Heinz Gietz left Electrola to take over an indie production. Former Electrola and then Ariola production boss Rolf Engieder moved to Philips. Francoise Hardy did her first German tour.

March—The Beatles signed for their first German tour in summer. Three cities

(Continued on page 74)
<table>
<thead>
<tr>
<th>Record Label</th>
<th>Artists</th>
</tr>
</thead>
<tbody>
<tr>
<td>VICTOR</td>
<td>Frank Sinatra, Dean Martin, Perry Como</td>
</tr>
<tr>
<td>CAPITOL</td>
<td>Elvis Presley, Nat King Cole, Louis Armstrong</td>
</tr>
<tr>
<td>RCA</td>
<td>Bing Crosby, Doris Day, The Beatles</td>
</tr>
<tr>
<td>DECCA</td>
<td>Sarah Vaughan, Tony Bennett, Dean Martin</td>
</tr>
<tr>
<td>MCA</td>
<td>Tennessee Ernie Ford, Billie Holiday, Van Morrison</td>
</tr>
<tr>
<td>REprise</td>
<td>Nat King Cole, Frank Sinatra, Harry Belafonte</td>
</tr>
<tr>
<td>WB</td>
<td>Bette Davis, James Dean, Marlon Brando</td>
</tr>
<tr>
<td>Teldec</td>
<td>Various artists, international</td>
</tr>
</tbody>
</table>

**Teldec** 3-Kanalplatten-Gesellschaft mbH, Hamburg/Germany

Cash Box—July 2, 1966  Part II—International Section
Go with INTRO-Pubbery—
Go with a WINNER!

Some of our top hits from America and Great Britain

(Continued from page 12)
will be featured and the group gets about $20,000 a day for the shows. TV viewers continued to grow as the monthly TV sales report stayed above the 200,000 mark. There are now over 9 million sets in Germany. Melodie Der Welt, Francis Day & Hunter moved to new offices in the Große Friedberger Strasse 23-27 in Frankfurt and Black's second smart single "Ganz in Weiss" passed the 400,000 sales mark. Publisher is August Seith and firm is Polydor. Gilbert Becaud toured Germany and Ray Anthony came for TV and record dates. "Puppets" became the new dance craze in Berlin, pushed by Rudi Schroeder of Will Meisel.

Puppets clothes, hats, and shoes and "The Puppets" were chosen. CBS opened offices in Austria. D.G.G. grabbed off their first Grammy Award with "Wozzek" conducted by Karl Bohm taking Best Opera Conductor honors. Chris Andrews picked up a gold record from Vogue for his record sales. "Balls of Green Berets" began to move here in 3 versions from Freddy Quinn, Heidi Bruhl and another band. All three made the top 10 with Freddy topping the charts. Peggy Lee just returned for a short visit and record date. The Oscar Peterson Trio toured and Spencer Davis came with his group for a German tour.

APRIL
Folk and chanson tours paved the way for box office KO as pop tours continued not drawing. The tours by Gilbert Becaud, Charles Aznavour, Hildegard Knef and Abi & Esther Ofarim were sellouts and pop shows toured to half empty houses. Ralph Maria Siegel took over the Solami publishing firm from Italy and Hans Sikorski took over the Transatlantic publishing operation. Teen magazine Bravo poll their readers poll with Drafi Deutscher taking male honors with over 67,000 votes ahead of Roy Black and Rex Gildo, all of Germany and distaff honors went to Manuela with over 50,000 votes followed by Françoise Hardy and Wencke Myhre. The Beatles and The Rolling Stones took group prizes in that order. Luxemburg D. J. Camillo Felgin signed an exclusive Polydor pact. Joan Baez toured Germany.

Germann Broadcasting bought the 50% outstanding shares in CBS Germany from Bernhard Mikulski who will continue as General Manager.

GERMANY—
(Continued from page 12)
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Go with HANSA—
Go with a WINNER

International top hits
Bestsellers on our HANSA-label:

WILD THING
The Troggs
Roy "C"

SHOTGUN WEDDING
The Peels

IL SILENZIO
Nini Rosso

AL MIO AMORE
Nini Rosso

CADILLAC
The Renegades

GET A JOB
Linda Laine

LITTLE DRUMMER BOY
Ernie Englund

THE DIXATAY
Billy Butterfield

VIVREI D'PANE
Isabella Janetti

The following German top artists are contracted to the HANSA group:

Drafi Deutscher
Marina
Elisa Gabbai
Roger Bennet
Mal Sondock

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Give us your master!

HANSA SCHALLPLATEN GMBH
1 Berlin-31
Wittelsbacher Str. 18
Phone: 881 40 57/58

Please contact Irmlrud Sennert or Hans Blume

Publishers of Songs in the German
Top 10 over the Past 12 Months

5 OR MORE SONGS
HANS GERH MUSIKVERLAG—21 SONGS
EDITION INTRO/NERO/PETER MEISSEL—14 SONGS
MELODIE DER WELT/FRANZIS DAY & HUNTER/THOMAS MÜLLER—9 SONGS
RALF BÜDE MUSIKVERLAG—7 SONGS
MINERVA MUSIKVERLAG/RUDI VON DER DOVENMÜHLE—5 SONGS

MORE THAN 1 SONG
ABERBACH MUSIKVERLAG—4 SONGS
CHAPPELL MUSIK/AUGUST SEETH—4 SONGS
EDITION MONTANA/H.J. BEIERLEIN—3 SONGS

APRIL MUSIC—2 SONGS
RALF BÜDE MUSIKVERLAG—2 SONGS
IDEE MUSIKVERLAG—2 SONGS
FRANZIS/KNÜTZ—2 SONGS
EDITION MARBOT—2 SONGS
RALF BÜDE MUSIKVERLAG—2 SONGS

ONE SONG
EDITION BELMONT/L. HANSA
DOMA MUSIKVERLAG/B. KAEMPFERT—
EDITION ESPLANADE/L. OJAS
OKTAVE MUSIKVERLAG/A. SCHACH
RING MUSIKVERLAG
EDITION KAEMPFERT/A. SCHACH

Cash Box—July 2, 1966
GERMANY'S BEST SELLERS (TOP 10 TUNES) OF THE LAST YEAR, JULY-JUNE (IN ORDER OF APPEARANCE ON CHARTS, NOT IN ORDER OF SALES)

Title                                      Artist                  Distributor       Publisher

Dancing Glockenspiel                      Hans Melodie            Telefunken        Philips
Heart's Delight                          Hans Melodie            Polydor            Hans Melodie
Happy Days Left                         Hans Melodie            Telefunken        Hans Melodie
Do You Remember?                        Hans Melodie            Telefunken        Hans Melodie
I Want You Now                          Hans Melodie            Telefunken        Hans Melodie
Just One Look at You                     Hans Melodie            Telefunken        Hans Melodie
The Feeling of Love                      Hans Melodie            Telefunken        Hans Melodie
The Feeling of Love                      Hans Melodie            Telefunken        Hans Melodie
The Feeling of Love                      Hans Melodie            Telefunken        Hans Melodie
The Feeling of Love                      Hans Melodie            Telefunken        Hans Melodie

Oh là là!                               Charles Aznavour • Hervé Vilard

Dalida • Le Petit Prince

Michel Mallory • Erik Montry

publish their german language hits with Marbot.

As do many top international stars!

EDITION MARBOT, HAMBURG 13, DORNSTRAßE 12

PHONE: 44 66 06

Minerva Music

REPORT OVER 1966 ('TIL NOW)

JU JU HAND — OVER 500,000 SOLD IN GERMANY

SPRICH NICH DRÜBER — OVER 250,000 SOLD IN GERMANY

BARBARA ANN — OVER 200,000 SOLD IN GERMANY

HOLD TIGHT — OVER 150,000 SOLD IN GERMANY

WEISSES TUCH IM BLAUEJ JACKET — OVER 100,000 SOLD IN GERMANY

OTHER HITS LIKE

SECOND HAND ROSE • I WILL

(GERMAN POP FESTIVAL "66") BEISS NICH GLEICH IN JEDEN APFEL

THAT'S ACTION!

WANT ACTION?

CONTACT

RUDI VON DER DOVENMUHLE

NORD STR. 17 A   TEL: 733961 or 769529

COLOGNE-NIPPS, GERMANY

Cash Box—July 2, 1966

76 Part II—International Section
MUSIC IS THE INTERNATIONAL LANGUAGE AND IN ANY LANGUAGE SATURDAY MUSIC, INC. SPELLS HIT!

SALUTATION MUSIC'S RECENT INTERNATIONAL HITS

"THE SUN AIN'T GONNA SHINE ANYMORE" (BOB CREWE—BOB GAUDIO)
"A LOVER'S CONCERTO" (SANDY LINZER—DENNY RANDELL)
"LET'S HANG ON" (BOB CREWE—SANDY LINZER—DENNY RANDELL)
"WORKING MY WAY BACK TO YOU" (SANDY LINZER—DENNY RANDELL)
"WALKING MY CAT NAMED DOG" (NORMA TANEGA)
"JENNY TAKE A RIDE" (BOB CREWE—E. JOHNSON—R. TENNIAN)
"ATTACK" (SANDY LINZER—DENNY RANDELL)
"BYE, BYE BABY" (BABY GOODBYE) (BOB CREWE—BOB GAUDIO)
"CONCRETE AND CLAY" (T. MOELLER—B. PARKER)
"RAG DOLL" (BOB CREWE—BOB GAUDIO)

LIST OF INTERNATIONAL AFFILIATES

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CASTLE MUSIC, LTD.
299/301 CASTERLEAGH STREET
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ARDMORE & BEECHWOOD BELGIUM
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DENMARK
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COPENHAGEN V, DENMARK

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JAPAN
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AKASAKA, MINATO-KU
TOKYO, JAPAN

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SOUTH AFRICA
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TRANSVAAL, SOUTH AFRICA

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1841 Broadway, New York, N.Y. 10023
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Cash Box—July 2, 1966
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BELLA-TON G.M.B.H.  

BENDAY G.M.B.H.  

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HARMONIE VERLAGS G.M.B.H.  

KALMAN G.M.B.H.  

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LARK G.M.B.H.  

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Pop and Entertainment  

Pohl Strasse 56  
WEST BERLIN 30  

GERMANY'S BEST SELLERS (TOP TEN TUNES) OF THE LAST YEAR, JULY-JUNE (IN ORDER OF APPEARANCE ON CHARTS. NOT IN ORDER OF SALES)  

<table>
<thead>
<tr>
<th>Artist</th>
<th>Title</th>
<th>Distributor</th>
<th>Publisher</th>
</tr>
</thead>
<tbody>
<tr>
<td>Rolf Harris</td>
<td>Yesterday</td>
<td>CBS</td>
<td>Atlantic Music</td>
</tr>
<tr>
<td>The Shadows</td>
<td>Mors &amp; Soms (A little tear)</td>
<td>Decca</td>
<td>EMI Records</td>
</tr>
<tr>
<td>Joe Black</td>
<td>Lullaby</td>
<td>Philips</td>
<td>Philips Records</td>
</tr>
<tr>
<td>The Beatles</td>
<td>Twist and Shout</td>
<td>EMI</td>
<td>EMI Records</td>
</tr>
<tr>
<td>The Rolling Stones</td>
<td>Santeria (Intro/Outro)</td>
<td>RCA</td>
<td>RCA Records</td>
</tr>
<tr>
<td>The Beatles</td>
<td>We're Going Home</td>
<td>Capitol</td>
<td>Capitol Records</td>
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<tr>
<td>The Beatles</td>
<td>Lonely Heart's Clubman</td>
<td>Capitol</td>
<td>Capitol Records</td>
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<tr>
<td>The Beatles</td>
<td>I Wanna Be Your Man</td>
<td>Capitol</td>
<td>Capitol Records</td>
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<tr>
<td>The Beatles</td>
<td>Ticket Of Leave</td>
<td>Capitol</td>
<td>Capitol Records</td>
</tr>
<tr>
<td>The Beatles</td>
<td>A Hard Day's Night</td>
<td>Capitol</td>
<td>Capitol Records</td>
</tr>
</tbody>
</table>

Hey Partner, How About You?  
We're young, hot and active & are looking for catalogue tradeout deals all over the world.  

Contact  
Peter Kirsten  

Altus Music  
7 Stuttgart, Germany  
Moierei Str. 32  
Tel.: 64 56 79  

Cash Box—July 2, 1966
ITALY—The Present and Possible Future
(Continued from page 61)

on beat music, by the springing up of
new dance halls and by the formation
of innumerable groups in the Liver-
pool style. All this makes us hope for
future specialization in this field of
professional orchestration.
At least it shows us quite plainly what
an important and positive part
the younger generation will play in
the Italian economy and we can there-
fore look forward to work in the future.
It seems to us that the change
that has occurred this year will bring
pleasing results when these young
people have more than doubled in nine
years.
In fact, by creating a new
public of great consuming potentiality
and by demonstrating once again what an
important means of mass communication
it is, it has been proved that the
record industry, which did not come
into being to amass the public,
has definite responsibilities and should
always be trying to improve its pro-
duction. The inordinate desire to
sell, that characterizes practically every
record company in the world today,
should in our view be used as an advan-
tage and not as a nuisance.
We have therefore created in this
a more organized public for our future
market and we would be mistaken in
thinking that this present
public is an easy field to the
new type of music, such as the shamen-
ese, which has appeared in recent
years among the young people.
In the year 1960, but rather such as
a substantial change in appreciation
of the music of the times in which we
live.
I am convinced that the future of
our work is closely tied to this change
and that our market, which although
it more than doubled in nine years
represents a consumption of only
little more than half a record per
head, will in the next five years equal
the sales in other European countries.

HOT GERMAN INDIE

The publishing companies of Peter
and Thomas Meisel are only 6 years
old, but it's the hottest publisher
around! INTORO recording, because INTORO is a part
of the Meisel's all-round musical ac-
tivities. The HANSA RECORD
Productions, the Berlin Music Production
of Thomas Meisel and the HANSA Rec-
ording Company are always eagerly look-
ning for new songs to be recorded. And
INTRO is well connected to Radio
Luxembourg by its publishing sub-
sidary, RADIO-TELE. That means

The HANSA record company was
founded 14 years ago, and in the last
12 months it had its big break-out:
Germany's strongest single of the
60's was sold under the HANSA label
—and more than 1.5 million copies of "I'll
Alone" by Nina Hagen, released the
week before. There are a lot of national hits sail-
ing under the HANSA label but Peter
Meisel is now looking for more inter-
national masters and catalogues. In
the last weeks he succeeded in getting the
original masters of "Jukita Banana," "Wild Thing" and "Shooting Wed-
nesday." They all should become, by the
HANSA promotion, Top Ten sellers in
Germany, Austria and Switzerland.

Distributor of HANSA records is
the Ariola-Eurodisc Company, a sub-
ordinate of the German record
local club. This club has about 1 mill.
and is the biggest club or-
organization in Europe.

This combination of the young and
active HANSA and the strong
organization of Ariola-Berle-temann is
literally means our definite
look towards the future.

We have therefore created in this
a more organized public for our future
market and we would be mistaken in
thinking that this present
public is an easy field to
the new type of music, such as the shamen-
ese, which has appeared in recent
years among the young people.
In the year 1960, but rather such as
a substantial change in appreciation
of the music of the times in which we
live.
I am convinced that the future of
our work is closely tied to this change
and that our market, which although
it more than doubled in nine years
represents a consumption of only
little more than half a record per
head, will in the next five years equal
the sales in other European countries.
MISA FLAMENCA:
Una manifestación religiosa extraída del folklore y del alma de Andalucía.

MESSE FLAMENCO:
Manifestation religieuse sortie du folklore et du coeur de L’Andalousie.

FLAMENCO MASS:
Religious manifestation direct from the Spanish folklore of Andalusia.

FLAMENCO MESSE:
Folkloristische göttelige Äusserung aus dem Herzen von Andalusien.

FONOGRAM, S.A., Madrid (Spain), is pleased to present to the world market its last production, the “Misa Flamenca”, which compiles, through an exceptional stereophonic recording, the religious feeling of a passionate, mysterious and disconcerting world: the “flamenco”.

Cash Box—July 2, 1966
A lot of things have changed in the Spanish record market and music business. Some changes have been both a consequence of the higher standard of living of the country—as the more and more important sales of records and everything else. Other changes are due to the increasingly more important role that youngsters are taking on in our country's life. Others are due to the more and more powerful information media. And, of course, we must consider the influence of the almost fifteen million tourists that every year come to Spain from all over the world, mostly from the nearby countries of Europe: France, Belgium, England, Germany, Italy, Sweden, and Denmark.

However, some characteristics have remained as before. Those that are the most peculiar of our market. Years ago we spoke of the expected "boom" of the industry. We now can hardly speak about the "boom," because we are just in the middle of it. We are just living the development that means that a record can reach the 200,000 mark, when only two years ago the 25,000 mark was really unusual.

First of all, most of the companies report increases in sales, from 25% to 45%. The market works more quickly now, and is becoming increasingly more competitive and more unjustifiable. Now the success appears every month. Only two years before you listened to the same records for months. There were new records, of course, but no new hits. People didn't usually buy records. Now the six million strong population has money enough for buying. And they buy. Among the things they buy, records are one of the most important.

From May 1965 to May 1966 there were five new companies dedicated to produce records. AMCOS (American Music Corporation of Spain) has started recently with its label "Hit," under which they distribute Boulette's Tico, and Royal Boost recordings. The company is managed by composers Ernesto Duarte and de-jepey Pala. They are trying to contribute to the single market by selling single records at 40 pesetas, while others are selling singles at 65,60 and 56 (1 dollar = 60 pesetas).

Now this year, at least working effectively, are BERTA, dedicated to local recordings only, and MARFER, with local recordings and some foreign labels handled in distribution. TEMPO began in August with success. They record local artists such as Ana Belen, Los Gemelos del Sur, Rosita Ferrer and they have some foreign labels, among them "20th Century Fox," who gave Tempo its first hits, "Lo Pense" and "The Greek." The company is managed by Alfredo Garcia Segura, formerly of the Hispavox publishing firm.

SONOFLAY has existed since April 1966. It is a company which recorded in May 1966, eleven records, of which eight are published in Spain and one in Mexico. The company, as the record of "El Silencio," has been published in United States, Canada, Mexico and Japan.

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The Brinos, the number one Spanish group among whose hits "Pensar" has been constantly topping charts, selling more than 160,000 copies of their recordings, are being recorded by foreign artists in France and Spain. The company, which went to Italy and France for TV shows. They have recorded in Italian, French and other languages. Other groups as Los Sirex, Los Bravos (who recently went to record in the Decca studios in London to bring back a powerful single), Los Relampagos, Minifat, Los Pekeneses, Los Angeles Azules, Los Mustang, Los Salvas, Los Huracanes, Los Piqueos and others.

As for solo artists, a good year for young Raimaines, which were represented in Spain on the Eurovision song contest with the song "Yo Soy Aquel," that topped charts, last reaching sales estimate at over the 100,000 mark, as well as a re-recording of "The Carol Of The Drum." The young girl Marisol, a well known Spanish singer, has had much success with "El Cochetico" (a Brinco composition) and is now more dedicated to this type of music than ever. Other artists are looking for Spanish composition, such as Mimmo Picchi, Heredero (a sort of Spanish Elvis), Conchita Bautista, Manolo Escobar, Charlotte, Marta, Los Quindos, Jorge (he began recently to compose songs along "Bocas"").

As a sample of the importance of recording in Spain is the big hit of "El Silencio," singing by Jimmy Fontana. The Italian artist recorded his success in Spain and in Catalan (another Spanish language) and in English (the East part); two months ago the sales were over 175,000 copies, Charles Aznavour, also recorded in Spanish as did a lot of foreign artists, like Herodias, Virgini Fontana, Rita Pavone, Mitchell, Pino Donaggio, Richard Anthony, Harry Shaw, Petula Clark, Gigio Marlo, Gigilo Cinquenti, Domenico Modugno, Giorgio Gaber, Caterina Caselli, Tony Dallara, Soca Distel, and others.

Song Festivals are held during summer and spring. The first of all was the 17th one held in Palma de Mallorca, organized by Jimmy Fontana. The Italian artist recorded his success in Spain and in Catalan (another Spanish language) and in English (the East part); two months ago the sales were over 175,000 copies, Charles Aznavour, also recorded in Spanish as did a lot of foreign artists, like Herodias, Virgini Fontana, Rita Pavone, Mitchell, Pino Donaggio, Richard Anthony, Harry Shaw, Petula Clark, Gigio Marlo, Gigilo Cinquenti, Domenico Modugno, Giorgio Gaber, Caterina Caselli, Tony Dallara, Soca Distel, and others.

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Vice President: George Alexander

Secretary: Esteban Garcia Moreno

Address: Campanones 10, Madrid.

The group has had this year three meetings:

In San Sebastian, Barcelona, and Madrid.

Publishing:
The official organ is the SGAR (Sociedad General de Autores de España).

Controls authors rights.

We have obtained over forty local recordings for "Il mondo" by Jimmy Fontana the biggest seller.

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Torre de Madrid—Planta 7a, oficina 9

Teléfonos:
248 49 13—249 49 12

Madrid-13 (España)

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Ediciones Quiroga

Alcalá, 70—Madrid 9 (España)

Cables: QUIROGAMUSIC

Canada, 45—Barcelona 2 (España)
THE HAGUE—The past twelve months have been very satisfactory for the record market in the Netherlands. Gross sales can be roughly fixed on a total of eighty million guilders (Bank-rate: US $1.00 = Dutch Fl. 3.80). The population of Holland is a little over 12,500,000 at this moment and there are about 1,500,000 record-players in private use.

STRESS ON SINGLES: In total some 100,000,000 records were manufactured in Holland during the period May 1965-April 1966. Taking Phonogram as an example, it is significant that this company sold over two million singles, more than half of the company’s entire record-production. (Other companies report an even higher figure—70 or 80 per cent of the productions.) Apart from an intensive singles market, there are excellent opportunities in the future to extend the manufacturing of both the cheaper and the more expensive L.P.’s. It can be stated that the EP and the ten inch LP will disappear gradually from this market as well, although in some cases good business can be done with certain EP material when no cheaper substitutes are available.

The beat-scene impact from Anglo-American publishers’ and record companies’ sources has hit the Dutch teenage market very favorably. Holland has some 400 beat groups now, with originality and Anti-American attitude. Beat groups and singers from Dutch origin are getting more and more fan reaction and all record companies have jumped on this silver mine. However, it is easy to see how these popular groups dominate the hit parades, and are not always seen as “an entirely new kind of music”. Their audience is growing, due to international competition, and is especially strong among the teenage generation.

HOLLAND—The Past 12 Months

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If you would like to know more about the company that dominates the Dutch record market, write to

N.V. PHONOGRAPH
Singel 170-172 - Amsterdam - Holland
Phone: 245588 (020)

HOLLAND—Music Publishers

SUMMARIZING:

Holland Music N.V.
Southern Music Publishing Company Ltd.,
31-33 Soho Square, London W.1
Singen 500, Amsterdam-I

Phone: 225163

INTERNATIONALE MUZIEK CO.
Rutger Genootschap 58, Amsterdam

Director: J. E. Kruif

Muziekuitgeverij Melodia / FRANCIS
Muziekuitgevers N.V.

Alston 25, Amsterdam

Phone: 218809

Managing Director: C. Smith Jr.

METRO Muziek
Bora, Zwierkade 18, Amsterdam Z2

Phone: 725116

Managing Director: Mrs. C.G.J. Antoni- Schonemeyer

Muziekuitgeverij J. Polktyun
Dorpsstraat 13, Amsterdam

Phone: 723877

Muziekuitgeverij Joop Portegeners N.V.

Kruisstraat 3-10, Maarlem

Phone: 12237

Managing Director: Jop Portegengers
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GERRY OORD AT THE FAMOUS GRAMOPHONEHOUSE HEEMSTEDE—HOLLAND
HOLLAND – Record Manufacturers

DIGEST

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Phone: 234561
Telex: 44162
Cables: Artone-Heaven
President: Bill C. Slager & Casper D. Slager
Director and Sales Manager: John J. Vis
A.R. Manager: E. Swaag
Publicity & Promotion: Paul Visser
Labels: Arione, ABC, Paramount, Camo-
Parkin, Festival, Imperial, Record, Spec-
ciality, United Artists, Westminster.

GRAYL NEDERLAND N.V.
Singel 157, Amsterdam
Phone: 244561
Managing Director: B. R. Massen
Labels: Barlow, Rivets, Heineken, Haz-

RASAR GRAMOFONPLATENMAATSCHAP-
PFIJ N.V.
Houtmankade 24, Amsterdam
Phone: 112119–42200
Cables: Editora–Am-

ROVEMA–VERKOOPMAATSCHAPPIJ N.V.
Breeweg 29, Utrecht
Phone: 28365
President: G. M. Oer
Chief Programming Office and A.R. Man-
ger: John G. Moring
Publicity: Cees Boom
Labels: Columbia, Capitol, His Master's Voice,
Imperial, Sony, Pathé, E.M. State.
Boeken, Publisher–Oudegracht, Gloria, Waverly

CBS Gramofonplaten N.V.
Jansstraat 14, Haarlem
Phone: 11041
Telex: 11041
Cables: Odrec-

CNR GRAMOFONPLATENMAATSCHAP-
PFIJ N.V.
Groen Duyvootplein 46, Scheveningen (The Hague)
Phone: 25865
Telex: 25865
Fax: 25865
Cables: Gend-Den Haag

DELTA GRAMOFONPLATEN N.V.
Zijlweg 36, Haarlem
Phone: 1745

N.V. DUBECO
Nieuwezijds 21, Amsterdam
Phone: 24286
Telex: Reesum–Amsterdam
Sales Manager: C. F. Noordendorp
Publicity & Public Relations: J. D. Timman
Advisory: E. A. M. Kweld
Labels: Omega, De Deurn, Metronome, Ode,
Plichten, Week-Led, Vega, Saga, Golden
Zwol, Duras.

FUNKELER RECORDS N.V.
Kloosterstraat 8-10, Haarlem
Phone: 17415; Telex: 41001
Cables: Artone-
Haven
Publicity: Bill C. Slager & Casper D. Slager
Director: John J. Vis
Sales Manager: Peter Fellenman Jr.

In Enelux

Number One Music Publisher

LEIDSGRACHT 11–AMSTERDAM–HOLLAND
Phone: 222626
Cash Box—July 2, 1966
<table>
<thead>
<tr>
<th>Label</th>
<th>Best Sellers According To Label</th>
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| PHONOGRAM | 1. After Math—Rolling Stones (Decca)  
 2. This Stranger (Ver) — Dave Barry (Decca)  
 3. Can you win — Wim Sonneveld — Wim Sonneveld (Philips)  
 4. Sirocco — Rolling Stones (Decca)  
 5. Wim de Stel — Wim Sonneveld (Philips)  
 6. De Vliegende Huis — The Animals (Columbia)  
 7. Sirocco — The Animals (Columbia)  
 8. Mollie & His Mule — Frank Sinatra (Reprise)  
 9. Nat King Cole's Greatest — Nat King Cole (Capitol)  
 10. Mary Poppins — Soundtrack (EMV)  
 11. Cliff & The Shadows — Cliff Richard & The Shadows (Columbia) |
| BOVEMA | 1. Rubby Soul — The Beatles (Parlophone)  
 2. You Can Have It — Tomp Hoffnar (EMV)  
 3. The Animals Tracking The Hits — The Animals (Columbia)  
 4. Sinatra's Greatest — Frank Sinatra (Columbia)  
 5. De Lauchende Kerk — Pops Jansen (Columbia)  
 6. Mollie & His Mule — Frank Sinatra (Reprise)  
 7. Nat King Cole's Greatest — Nat King Cole (Capitol)  
 8. Mary Poppins — Soundtrack (EMV)  
 9. Cliff & The Shadows — Cliff Richard & The Shadows (Columbia) |
| NEGRAM | 1. Der Zigeunerobabrain — Rosi Bobeck, Robert Stini a.o. (Euroride)  
 2. Die Runde — The Kinks (Fey)  
 3. De Lauchende Kerk — Pops Jansen (Columbia)  
 4. Mollie & His Mule — Frank Sinatra (Reprise)  
 5. Nat King Cole's Greatest — Nat King Cole (Capitol)  
 6. Mary Poppins — Soundtrack (EMV)  
 7. Cliff & The Shadows — Cliff Richard & The Shadows (Columbia) |
| INELCO | 1. The Sound Of Music — Julie Andrews (RCA)  
 2. Up The River — Jim Reeves (RCA)  
 3. Die Grosse Erfahr — Harry Belafonte (Philips)  
 4. Harvest Festival — Elvis Presley (RCA)  
 5. The Golden Records Of Jim Reeves — Jim Reeves (RCA)  
 7. The Best Of Jim Reeves — Jim Reeves (RCA)  
 8. Wizard Paper — Chants d'Alpes (RCA)  
 9. Hammered Cocktail — Will Hairwell (RCA)  
 10. Joan Baez Vol. 2 — Joan Baez (Amado) |
| POLYDOR | 1. Just Earrings — Golden Earrings (Polydor)  
 2. Get's It On — Scat Society & Scoo Guts (Verve)  
 3. Night Train — Trixie Parker (Verve)  
 4. Loui Lefter — Bert Kaempfert (Polydor International)  
 5. Trio Helenique — Du Feu De La Grece (Adria)  
 6. Hammer & Axe — James Last Band (Polydor)  
 7. Winter Spatzler — Franz Alexander (Polydor)  
 8. The Silencer — Jim Reeves (Capitol)  
 9. To A Better Day — Fritz Schutz (Polydor)  
 10. Van Kooten Zn Kootent — Freddy Quinn (Polydor) |
| ARTONE | 1. ZZ & The Maskers — ZZ & The Maskers (Artone)  
 2. Golden Hits — Willy Schabbes (Artone)  
 3. 16 Latin Favorites — Los Tenentes (Artone)  
 4. Strauss In Ill — Football Symphony Orchestra (Artone)  
 5. Greatest Hits — Ray Charles (Artone) |
| FUNCKLER | 1. On Stage — Chuck Berry (Chess)  
 2. If All Time Greatest Hits — Du Riddley (Chess)  
 3. At Newport — Nina Simone (Chess)  
 4. Aces High — Willy and his Giants (Parlone)  
 5. Sing Something Simple — Adam Singers (Palm) |
| CBS | 1. Westside Story — Soundtrack (CBS)  
 2. My Fair Lady — Soundtrack (CBS)  
 3. Perry & Bros. — Soundtrack (CBS)  
 4. Barbara Streisand — People — Barbara Streisand (CBS)  
 5. Barbara Streisand — My Name Is Barbra — Barbara Streisand (CBS) |
| BARCLAY | 1. Zorbas The Greek — Original Soundtrack (Fox)  
 2. Asterouse '64 — Charles Anzavoor (Barclay)  
 3. La Concorde — Charles Anzavoor (Barclay)  
 4. Lassie — Jacques Brel (Barclay)  
 5. Olympie '65 — Jacques Brel (Barclay) |
| CNR. | 1. The Scorpion — The Scorpion (CNR)  
 2. Trio Helenique — Trio Helenique (CNR)  
 3. Salvaro — Mike & Zin Slavars (CNR)  
 4. Gert Timmerman — Gert Timmerman (CNR)  
 5. De Luchtmachtspel — Dolls — Der Beste Mann (CBS) |
| DURECO | 1. Madonna D'Amour and Other Hits — Nina & Frederik (Merocoom)  
 2. Plan Bach Album — Jacques Louster (Orango)  
 3. Tropical — Louis Burton y sus Jazza Paraguay (Merocoom)  
 4. If Kinderlappen — Kinderlappen Pipacotticatch (Dureco)  
 5. Mary Poppins — Dutch Version (Olympia) |
| BASART | 1. Sinterklaas is Jus — Basiart  
 2. Camerlines — Stansel (Basart)  
 3. Aden In Der Taverne — Harry Mooten (Basart) |
| STIBBE | 1. Caroline Knaat (Stibbe)  
 2. Willy Derby (Stibbe)  
 3. Nini Rossen (Stibbe) |

Cash Box — July 2, 1966
In general it can be stated that most companies here have done well during the past year. There are of course a few exceptions, but these are hardly worth mentioning. Sales of singles at the normal retail price of 65 fr ($1.32) have been very good. Nevertheless it is a subject we should dwell on somewhat, because we have witnessed here something rather startling. As a result of the systematic lowering of the prices of LP's, sales of EP's (retail price: 99 fr, or $1.98) have fallen off. Noteworthy was the fact that retailers did not lower the price of EP's. Prices were held at the same level, while LP's, on the other hand, became cheaper at almost a daily rate. The logical and expected result was that sales of EP's dropped to almost nil! One company (and why not mention it), namely, Anvers Radio, created a sensation by putting its Ember LP's on the market at 99 fr ($1.98) or exactly the price of an EP! Among the titles were some by Roy Orbison, a top singer, whose newest sides were currently out on Decca and selling like hot cakes, both as singles and LP's. This quite naturally caused some agitation.

The situation was the subject of many discussions in the “Chambre Syndicale” in Brussels, in particular the problem created by these all too cheap LP's. Towards the end of the winter we did notice that LP's were priced slightly higher than during the summer of 1965. Either the companies could no longer keep up the price lowering, or else they wanted to straighten out the market. In any case, sales of EP's did not improve. It would therefore seem that the EP has had its day. On the other hand the single is still picking up and is quite healthy.

In the course of the year, there has been on the whole, much more local production. In this respect we can even point out that many local productions have reached the top. Among imports, as far as sales figures are concerned, British recordings are number one. With a big French market next door, we could have doubts, yet the British recordings are selling still better. Belgian firms distributing British labels, told that—with the influence of the British beat—the demand for everything that comes out of Britain is increasing day by day.

The United States has lost some ground for sure. Some American recordings have even disappeared from our hit-parades during the past year.

In short; the local Belgian production is steadily gaining.

We think the best illustration is provided by the companies themselves and the ten recordings which have registered the best sales during the past year, from each firm, in order. This provides us with a very clear indication of the real situation as far as “hits” by each firm is concerned.

ARMDMORE AND BEECHEWOOD Quai des Charbonnages, 72, Brussels 8, Phone 127408 Managing director Belgium: Jef De Boeck

EDITIONS CHARLES BENS rue Gallait, 99 Brussels 4, Phone 412200 Managing director: Mrs. J. Baenens Artistic director: Harry Frank Press and publicity: Pierre Vandendries

EDITIONS HERMAN BRAUER 50, Christophe, 59 Brussels 1, Phone 120715-127814 Managing director: Mrs. Bruen and Jean Darlier

BELGA MUSIC Hoogeweg 40 Diest, 49, Aarschot (Ename), Phone 016/69599 Managing director: Jules Nijs

DISCO MUSIC Boulevard Goudbloemstraat, 34, Deurne—Antwerp. Phone 03-472671 Managing director: Werner Huyse

IDEAL MUSIC Gestelstraat, 48, Wilrijk (Antwerp) Phone 03-542389 Managing director: Jean Van Horne

BELINDA Boulevard Anspach, 155, Brussels 1 Phone 112745 Managing director: Edgard Pluimart

CHAPPELL Galerie du Centre, 218 Brussels 1 Phone 127748 Managing director: Mr. De Coene-Dum

CLASS MUSIC Goudbroekstraat, 17, Antwerp, Phone 05-398990

FAISE-PARTOUT AND DANCING Vossenlaanstraat, 15, Deurne—Antwerp, Phone 03-466380 Managing director: Leo Lambrechts Executive manager: Frank Hermans

EDITIONS FONIO Quai des Charbonnages, 72, Brussels 8, Phone 254059 Managing director: Paul Lemière Director: Georges Defrance Artistic director: Archille Pulmans

FONOGRAF Boulevard Maurice Lemonnier, 20 Brussels 1 Phone 153890-113048 Managing director: Fernand Janssens

FRANKE MUSIC Greinestraat, 74, Antwerp, Phone 03-322485 Managing director: Jean Meesen

DERBY MUSIC rue de la Piscine, 1, Brussels 1 Phone Managing director Belgium: Lise Rollan

GLOBE MUSIC Rue de la Montagne, 30 Brussels 1 Managing director: Albert Van Houten

JOKERS A.G.C. MUSIC Glindekuil 5, Antwerp L.O., Belgium Phone: 36.64.68 Director: J. Blaskneck

MODERNY 97 rue de la Marlière Monceau, Phone 056/11150 Managing director: Marcel de Keuckeleer

PETER PLUM PUBLICATIONS rue des Telerteurs 18 Brussels 1 Phone 112084/112743 Managing director: Peter Plum Phone 204044

SAB MUSIC 41 Ixelles, Od de l’Abbatial, Brussels 1 Phone 112052 Managing director: A. Piette

PRIMAVERA Boulevard M. Lemonnier, 1 Brussels 1 Phone 112150 Managing director: Lannuy Vandenhout Press and Publicity: Hans Custers

SCHOTT FRERES 1326, Saint-Jean, 30, Brussels 1 Phone 112212 Managing director: J. J. Janne

EDITIONS TEMPO rue du Lombard 60 Brussels 1 Managing director: M van Biewijs

INTER-RECORD MUSIC Boovensteenweg 376 Wilrijk-Antwerp, Phone 03-385000 Managing director: L. J. Van Rymenant

JEAN KLUGER MUSIC Galerie du Centre, Bloc B, App. 338, Brussels 1 Phone 112928 Managing director: Jean Kluger

WORLD MUSIC-SOUTHERN MUSIC rue de la Madeleine, 13 Brussels 1 Phone 112928 Managing director: F. Fesqui and Roland Le Parc

GRANATA MUSIC Collage-land, 106 Deurne-Antwerp, Phone 03-308000 Managing director: Rocco Granata

GOLD CROWN MUSIC 29 Avenue des Rubisouis, Brussels 2, Phone 707414 Managing director: Roger Felber

SILVER STAR Tetens, Ghent. Phone 04-319130 Marketing director: P. Boone

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Cash Box—July 2, 1966
BELGIUM – Best Selling LP’s
(According to Label)

ARThONE
1. Cara Mia
2. Cadillac
3. Baby, Baby, Balls Balls
4. Gamma Goochée
5. I Hear A Symphony
6. I A Demain My Darling
7. I Cant’ Help Myself
8. Giangio Op... Laat Je Rippen
9. Hang On Sloopy
10. My World Is Empty Without You

BARCLAY
1. La Danse De Zorba
2. I Got You Babe
3. Amsterdam
4. La Montagne
5. Le Bobrinn
6. Il Corobore
7. Paris Au Mai D’Aout
8. Fushenkine
9. Hang On Sloopy
10. Mon Credo

CBS
1. Like A Rolling Stone
2. Mister Tambourine Man
3. The Sound Of Silence
4. Positively 4th Street
5. Turn Turn Turn
6. Quiero Elgato
7. Second Hand Rose
8. Just Friends
9. Rainy Day Women 12 And 35
10. La Sabot

PALETTE
1. Early Bird
2. Heimwee Naar Huis
3. Guantanamera
4. La Poupée Qui Fait Non
5. Mad Train
6. Nadine
7. I-2-3
8. Les Parenta
9. A Long Walk Home
10. A Twist Of Honey

PHILIPS—Polygram
1. Même Si Tu Reviens
2. Le Folklore Américain
3. Capit, C’est Fini
4. Le Diablo Me Pardonne
5. Buena Fortuna
6. Sophielà
7. Ring Ring
8. Keep On Running
9. The Stars Ain’t Gonna Shine Anymore
10. King Of The Road

S.A. GRAMOPHONE
1. Mes Maisons Sur Tes Hanches
2. Katy
3. L’Alouk
4. Une Mange De Cheveux
5. Help!
6. Michelle
7. Mon Coeur D’Attache
8. Yesterday
9. Spanish Eyes
10. Quand Il Est Mort Le Poète

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Cash Box—July 2, 1966
BELGIUM – Record Companies

ANYVER RADIO SA
Place de l’Yser, 16, Brussels 1. Phone 187400, 187408 and 59
Director: W. Goldschmidt
Sales Manager: A. Jesty

ANTONE
Boulevard Boudouin, 21, Brussels 1. Phone 181170 and 186459
Managing director: Mrs. F. Robieifield
Publicity and press: W. Delhaesita

BARCLAY
rue du Lombard, 51, Brussels 1. Phone 181197
A and R manager: Peter Prim
Press and Publicity: Muriel Delavignette

CARDINAL
Belgolux, 143, Antwerp. Phone 5049443
Managing director: Pecco Grandi
Sales manager: Willy Vandeputte

CANDLE
Bouwelaan, 13, Brussels 1. Phone 700030 and 04749243
Managing director: Camille Baye

CBS
Boulevard Boudouin, 21, Brussels 1. Phone 181170 and 186459
Managing director: Pecco Robieifield

DESCOBEL SA
rue du Lombard, 51, Brussels 1. Phone 1339
Managing directors: Mrs. Henneken and Mr. Van de Walle

DESCOELITRE SA
14, Quai du Commerce, Brussels 1. Phone 117449
Managing director: Mrs. Ginsburg

FONOR SA
Quai des Charbonnages, 26-28, Brussels 8. Phone 2322113
Manager and A & R: Albert De Broek
Sales manager: A. Van Den Bossche

GRAMOPHONE SA
Quai des Charbonnages, 72, Brussels 6. Phone 2322153
Managing director: John Kinch
Sales manager: Emile Cavin
Artistic director: J. Jan De Boeck

HERBA
rue St-Christophe, 50, Brussels 3. Phone 11211329
Managing directors: Mrs. Bruyn and J. Darier

INSECO BELGIUM SA
rue de l’Hôpital, 34, Brussels 1. Phone 112220
Managing director: Peter-Jan Gomesset
Sales manager: Mr. Colin
A & R manager: Ivan de Bic

PALETTE
rue de la Madeleine, 13, Brussels 1. Phone 113130
Directors: Mr. F. Faun and R. Klug
A & R manager: Roland Klug
Public relations and press: Pierre Meyer and Robby

PHILIPS
rue d’Amsterdam, 57, Brussels 1. Phone 134444-134440
Managing director: Mr. De Vos
Press and publicity: Mr. Sorens

SHOW
Steenvoorde op Diepen, 89, Aarschot (Brabant). Phone 011-40193.
General manager: John Nij

REWARD-RECORDS (JOKERS A.G.C.)
Managing director: J. Borchers
Executive managers: H. Sigo and J. Claerhaes
Information 4, Antwerp L/O, Belgium
Phone: 323282

RONNEX
rue van Meyl 31 Brussels 2
Managing director: Albert Van Hoogen

SACHEM
Boulevard Boudouin, 15, Brussels 1. Phone 187400
Managing director: René Hermanns

SCHOTT FREES
rue Saint-Jean, 30, Brussels 1. Phone 115122
Managing director: J. J. Junas

POLYDOR
118 Chaussée de Charleroi, Brussels 6. Phone 1874100
Managing director: Walter Holsteyn
And A & R manager: press on public-relations: Mitch Martens

SOBER
20 Boulevard Maurice Lemonnier, Brussels 1
Phone: 121387 and 121395
General Manager: Fernand Janseman
Executive manager: Georges Martens

SONOSEL
rue Bourget, 4, Brussels 1. Phone 109228
Managing director: Mr. Sterre

AGENCE TOTENHAPPT
125, rue Saint Denis, Brussels. Phone 450000
Managing director: Mr. Totenhaupt

Vogue
Boulevard Bartholomew, 33, Brussels 1. Phone 115984 and 1159747
Managing director: Roger Meylan
Public Relations: Guy Bastin

WILL
41, Boulevard de l’Abattoir, Brussels 1. Phone 105312
Managing director: A. Plathoeck

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Part II—International Section
BELGIUM – Labels Distributed

BARCLAY
Barcelona, Atlanta, Athens, Bihavon, 20th Century Fox

ARTONE

CBS
All USA, International and Domestic product is released on the CBS label. A Division of Columbia Broadcasting System, Inc.

PHILIPS
Philips, Fontana, Mercury, Smash, Linsight, Riverside, Pacific Jazz, World Pacific, Mis, Atlantic, Reprise, Elektra, Fantasy, Del-Fi, Love, Star Club

SA GRAMOPHONE
His Master’s Voice, Columbia, Pathé, Capitol, Glee, Paraphone, Odéon, Trioloy, Recordophone, Charly, Statikate, Encore: Angel Marka

Vogue

BELGIUM – Recording Studios

SA GRAPOLPH
Quai des Charbonnages, 72, Brussels 8. Phone: 254010.

FONOR
Quai des Charbonnages, 24-26, Brussels 8.

SOREDI
Brue, Maurice Lemonnier 26, Brussels 1. Phone: 413307 and 64.

RAI
Managing director: Fernand Janssens.

Music director: Mr. Martens.

PHILIPS
rue de Poelvoorde, 17, Brussels. Phone: 254848.

PALETTE
rue van de Madeleine, 15, Brussels. 1. Phone: 112250.

RAI-RCA
Managing director: Roland Kluwer.

Music director: Verbeult.

ANVERS RADI0
ABC-Paramount, Telefunken, Elite, Impulse, Durectel, Thomasom, Ember, Telefunken, Ducretet, Command, Audio Fidelity

BELGIUM – Best Selling Singles

(All according to Label)

DISCOUR:
1. Bruxel-And-Spasdi In The Family (Hawn Elliot)
2. La Passamonte (Guy Marchand)
3. Le Chef De La Baie (Franck Alano)
4. Je Neb Me Weer Vergeht (Bob Smith)
5. Die Filles Et Des Garcons (Frank Alano)
6. Sine C’est La Vie (Franck Alano)
7. De Boef Van De Juke-Box (Cocktail Trio)
8. For Your Love (The Yardbirds)
9. Ya Jest De Febe (Andy Bogue)
10. Wenn Das Geschieht (Peter Alexander)

INELCO:
1. B Meeds (Jimmy Fontana)
2. Kev Of Destruction (Barry McGuire)
3. Crying In The Chapel (Elvis Presley)
4. Psyisters (Elvis Presley)
5. Si Fa sera (Gianelli, Bajardi)
6. Les Gloeguettes (Alain Barriette)
7. The Sound Of Music (Soundtrack)
8. Wa Delle Espoupe (LP)
9. Le Ballad Of The Green Berets (Bryan Sandler)
10. El Penebe (Les Chacabach)

FONOR:
1. Jai Peues (Claudia Silva)
2. La Danse De Zibra (Das Koppela)
3. True Strange Effect (Eten, John, Clavella, Morandi)
4. Ben Gebot (The Strangers)
5. Lutt Kow (Gadim, Jankila)
6. Je Te Donne Max Cour (Claudia Silva)
7. The French Song (Buclle Starr)
8. Goodnight (Roy Orbison)
9. The Last Time (The Rolling Stones)

ANVERS RADI0:
1. Mal Je Dees Avec Nenouns Dans Mes Bras (Karline et Rebecca)
2. Jasaste Barone (The Peels)
3. It's Magic (Della Reese)
4. nickname Asaki (Honey)
5. The Clecitschi Kid (Ray Charles)
6. Guard J'ais A La Grande Eme (Karline et Rebecca)
7. Nobody Needs You Like Me (Fats Domino)
8. Les Habitués Rouges En Public Et Rouges (Habitués Rouges)
9. Angleuere Marchue Des Anges (Soundtrack of the film)

Vogue:
1. Il Slenutu (Nino Rota)
2. My Love (Peter Clark)
3. These Boots Are Made For Walkin' (Nancy Sinatra)
4. Les Martinettie (Christian)
5. Yesterday May (Chris Andrews)
6. Dedicated Fellow Of Fashion (The Kinks)
7. Rebelliane (The Stranglers)
8. My Old Charlie (Les Jargones)
9. Les Eclatements D'Amour (Antoine)
10. Stangeh In The Nights (Frank Sinatra)
11. Let's Go (The Ronettes)
12. Catch The Wind (Dovones)

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Carine and Rebecca
on the top of the bit parade of Anvers Radio Best Sellers 1966 and also tops of editions Herman Brauer of course! It is a HEBRA record!
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Zurich

DISTRIBUTING THE TOP LABELS IN THE WORLD OF MUSIC

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BADENERSTRASSE 555
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THE RECORD BUSINESS IN SWITZERLAND
-- one of the highest purchasing -power countries in the world -- IS HANDLED WITH THE CARE AND PRECISION OF THE SWISS WATCHMAKERS

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From San Remo Phonog enjoyed big sales via Gene Pitney's entry "Nessuno Mi Piu Giudice, a first entry for the Eurovision Song Contest "Ne Vous Tu Pas" by Madeleine Pascal (CBS) was also issued by Phonog. There has been a big boom in the classical field with recordings by the Mahler Symphonies 500 per cent up on a couple of years ago. Notable successes have been achieved with Horowitz in Chopin's "Etude E Major" and "Schumann's Violin Concerto" and Brahms Violin Concerto by Isaac Stern etc. CBS artists to visit Switzerland during the year have included Carmen Dragon Power Biggs (the organist), Rodolf Chappells (the organist) and an 8-record pack of Schubert's Chamber Music. Siemens are also marketing a catalag of 80 pre-recorded tapes from the repertoire of Polydor, MGM, and various independent labels with the Philips cassette recorder which is already selling very well. Also for the first time this year Siemens enjoyed success with Italian artists including Franco Tozzi and Orietta Berti.

An important event of the year for Helbling was when Chappells formed their own Swiss company represented by Editions Helbling. Imme- diate success was chalked up with "Co'la de Viene" by Remo Germani and "Mal, Mal" by Pat Boone whilst Udo Jergens won an overwhelming victory at the Eurovision Song Contest with his own composition "Merci Cherri". For EMI A.G. it has been the first year that H.Q. Walker has had the direction of Mr. Reviere. However, as is the case with the promotion of material contributed in Switzerland by Jecklin and Jug. For Jecklin and company, after a slight success with Mad Dog Tracey, and an increasing number of the decline of pop groups, 1966 has produced very satisfactory results. The Beatles remain the company's best sellers but only with their new releases and not with their entire repertoire as was the case a couple of years ago. Cliff Richard and The Shadows and British artists generally enjoyed con- tinued success. French singers Richard and Anthony and Enrico Maclus have also entered into the chart's throughout the year. Two San Remo artists were also profitable sellers Gigliola Cinquetti with "Dio Come Ti Sono" and over 10,000 copies, and Caterina Caselli with "Nessuno Mi Piu Giudicaiere". Although it is now more difficult to get a good single hit in today's market considerable, Stereo sales are well worth the effort in Jecklin's own record shop no sales are sold where a stereo version exists. During the year Jeck- lin has also done well with his music recorded by local groups. Specialists in local Swiss recording the company has a large catalogue in all speeds which are well with the local Co. of Basel report that record sales over the past twelve months have been very satisfactory and show an increase of 30% in this period. As well as the Belgian star Adamo has been particu- larly successful. Phonog (CBS) revealed a similar overall sales increase for the year with sales, singles sold well but the main boom has been in albums. Again except for a few collectors items stereo albums only. Phonog sold well in the past twelve months (except for "My Fair Lady" which remains the label's best album) have been like "Bovino & Garfunkel and The Byrds. Folk music generally has increased in popularity. Amongst the new outstanding artists in the top ten Philips the Rainbows with "Ball Ball" notching up 30,000 sales.
the sonet group
OF INDEPENDENT
RECORD COMPANIES
OF SCANDINAVIA

10th anniversary

SWEDEN Sonet Grammofon AB Artemisgatan 8 Stockholm No
NORWAY Arne Bendiksen AIS Østerdalsgaten 1 Oslo 6
DENMARK Dansk Grammofonpladeforlag Dortheavej 39 Copenhagen
FINLAND Scandia Musiikki Hietalahdenmäntä 11 Helsingfors

Cash Box—July 2, 1966
Part II—International Section
Sonet’s Ten Years in the Record Biz

1964—Swedish government made it easier to import goods from abroad, among others: phonograph records. Almost everybody here was talking about jazz, and jazz records as well as jazz concerts were something very profitable to deal with in Sweden. In December of 1965 two young men, Gunnar Bergström and Sven Lindholm, formed Sonet Record Company—in 1960 the name was changed to Sonet Grammofon AB.

1956—Another jazz oriented young man, Dag Häggqvist founded his Center Records, introducing his label Gazell. In 1960 he made a distribution deal with Sonet, and in 1964 Sonet bought Gazell and Häggqvist became partner in Sonet.

Bergström and Lindholm decided to expand and start making local recordings. The label Sonet debuted. In Denmark the same year, Karl-Emil Knudsen started his I/S Danish Grammo- rofobisk Forlag, producing numbers of traditional jazz recordings on his Storyville label. Already from the start, there was a close cooperation between the Danish company and the Swedish, and the Sonet label appeared in both countries.

With jazz music and musicians being something very popular, Bergström and Lindholm started arranging jazz concerts in Sweden, bringing in such names as Miles Davis, Modern Jazz Quartet, Art Blakey, Thelonious Monk, etc.

1957—Bergström and Lindholm produced jazz records for the American Roost label.

1958—Jazz music and records might be a good affair, but the real big money is in the pop music field. Bergström and Lindholm began to import the American hits the lette, and also made local pop recordings at the Sonet label. Other American labels followed soon, such as Chancellor, Canadian-American, Colpix, etc.

1959—“The Atomic Mr. Basie”, LP album with Count Basie became a real top seller, later receiving a Gold Disc for 10,000 albums sold. 10,000 might not sound like much, but it is still a most unusual figure for an LP album here in Sweden.

1966—Scandinavian Record Co. was dropped as name of the company, and it became Sonet Grammofon AB. As usually in distribution, the Gazell label, and Dag Häggqvist became international sales manager at Sonet.

In concert with Belgian Moonlight Music in Anvers, gave Sonet top selling artists such as Bocca Granata, Alberto Cortez and Righteous Brothers. Another contract of 1960 was with French Bel-Air Records.

Sonet, Gazell and Roulette began to appear most frequently on the charts here. Ernie Englund recorded the local tine “Götland Skammaratt” (in the U.S. titled “Homesick For England”), in Britain known as “Hello summer in Scotland”), along with the French EMI record “Milord”, leading top seller on records here in 1960. Other names often seen on the charts in 1960 included among others: Frankie Avalon, Fabian, Jimmie Rodgers, Linda Scott, etc.

1961—Sonet Konsertbyrå AB was founded, a concert agency and personal management for artists, during the years to follow bringing in names as the Beatles, Joey Dee and the Beach Boys, among others, for concerts in Sweden. Also founded the same year was Sonet Musik AB, the publishing dept. of Sonet.

The Violents recorded the Swedish oldie “Alpens Ros” (Rose Of The Alps), and got a tremendous hit, not only in Sweden but also in Germany where it was released as “Alpen Rose”, and in most other European countries, too.

1962—Jerry Williams recorded his “Darling Nelly Gray”/“Twistin’ Patri- sia”, immediately putting him on the top of the charts here. Ever since, all his records have been top sellers here as well as in many other European countries.

1963—Sonet, along with Knappugg and Metromone, started a record distribution organization GDC. This organization was introduced at page 369, Cash Box of May 28, 1966.

New contracts signed in 1963 included among others Joy Records and Old Town Records, bringing in names such as James Gilbreath, Larry Finne- gan and Ritchie Valens.

1964—A reorganization was made. Sonet bought Center Records (Gazell) from Dag Häggqvist, who joined Sonet as partner of Gunnar Bergström and Sven Lindholm.

New contracts signed this year included among others Chess, Checker, Cadet, Specialty, Red Bird and RIA. Sonet joined the motion picture business, starting Gazell Film Productions AB, making films (for TV as well as commercial movie houses) with the artists, such as Jerry Williams and Sonny Boy Williamson.

1965—Contracts signed this year included Epic (USA), Xtra (England) and Durium (Italy). Sonet moved to a new address at Artemisgatan 8, the fourth time in its history it had to look for an office with bigger space. Incidentally, Sonet has always operated from the street Artemisgatan in a part of northeastern Stockholm known as Hjortehagen.

1966—Contracts of the year, so far, include Steeple/Wand and King (USA) and Supraphon (Czechoslova- kia). With the latter label added, Sonet is not only in pop and jazz field, but also having a large catalogue of classical music.

Sonet is preparing the celebrations for the jubilee after ten years in business. Among others with a number of “10th Anniversary Releases” prepared for the autumn.

SONET’S INTERNATIONAL CONTACTS

Sonet Grammofon AB has a world-wide net of contacts, releasing Sonet recordings throughout the world.

To start with Scandinavia, the cooperation started already back in 1956, when I/S Danish Grammofon- pladeforlag was organized in Copenhagen, making Sonet and Storyville labels available on the Danish market. The following year came the cooperation with Scandia-Musiikki Oy in Finland and Egil Morn-Iversen A/S (now Arne Bendiksen A/S) in Norway. It should be pointed out that each of the four Scandinavian companies are owned by local interests only, in other words, Swedish Sonet has no economical interests in the Danish, Finnish or Norwegian companies, nor have they any economical interests in the Swedish company.
NEW NAMES FROM SCANDINAVIA to hit the international market in 1966

DENMARK'S TOP TEEN GROUP
THE DEFENDERS—Just awarded for best produced single record of 1966 in Denmark

THE EXCITING FOLK GROUP
CY, MAIA & ROBERT—Just awarded the best vocal group in Denmark 1966
CY (English)—MAIA (Danish)—ROBERT (French)

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—JACK DUPREE
—SONNY BOY WILLIAMSON
—BIG JOE WILLIAMS
—OTIS SPANN
—JOHN HENRY BARBEE
—SPECKLED RED

ALL THESE ARTISTS HAVE MADE LP ALBUMS FOR STORYVILLE RECORDS

SONET & STORYVILLE
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Dortheavej 39, Copenhagen NV Denmark

THE RENEGADES
After having conquered all other European countries they have finally invaded Italy. Their first singles have now been released in Australia and Japan.

Recording for SCANDIA-MUSIC CO. LTD., Helsinki—Finland

Sonet—Artists
With International Success!

Suzie
Olaf & the Janglerls
Jerry Williams
Ernie Englund
Ray Adams
Bob Askolf
Rune Öfwerman
Mac Mac Leod
Jan Rohde
The Violents

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Norway

IL SILENZIO—L.O.D.—LOVE WAS ON YOUR MIND—MERCI CHERIE—BALLA BALLA—TREAT HER RIGHT—FARMER JOHN etc

All these hits are published by SONET MUSIC AB

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DANMARK'S FASTEST MOVING PUBLISHING HOUSE
General manager: GUSTAV WINCKLER
Dortheavej 39, Copenhagen NV, Denmark

Cosh Box—July 2, 1966

Part II—International Section
The Sonet Group

FINLAND — Scandia Music

Scandia-MusiCo Ltd. was founded in 1954 and started its record production with mainly Finnish jazz. Soon, however, the company rapidly expanded. It now include the publishing field and the first important breakthrough in the company's history was the release of "Lea, lea, lea, lea..." in 1956. This was a Finnish original "Muistikko Monropont" (Do You Remember Monropont?), a beautiful ballad recorded by the songstress Anttiikki Talvi. This record became the first gold disc in Finland and has by this time sold close to 50,000 copies. The limit for a gold disc in Finland is 30,000 copies sold. Nowadays this limit has been proved very difficult to reach and so far only four record companies have been awarded a gold disc. Of these four Scandia has produced the third and the other two (besides "Muistikko Monropont") are "Ballad Olaviinminna" also a local tune recorded by Anttiikki Talvi, and "Suklaayylik" (Mama's pears) by Briti Koivunen.

In 1958 Jaakko Salo, one of the most famous Finnish arranger-compo- nents in Pavo Eini's band, came to Scandia. He was used as an A&R chief and from 1964 on he has been assisted by Ekko Linnavalta.

The first really important manager of Scandia-MusiCo was Harry Monn, who has been with the company since its founding, and since then he has also acted as a supervisor of the domestic departement. He has been the driving force behind the meat handling all the foreign repre- sentatives and has been one of the figures of the founders of the company. Among the most important labels represented by Scandia nowadays are Atlantic, Cadet, Chess, Checker, Epic, Kapp, Scepter, Wand and the big German Eurodisc and Ariola-labels.

Due to international changes the company has lost some big labels but this has been compensated by the company's effort to strengthen its domestic production and at present it controls around 30% of the total market of local record sales. The publishing department handled since 1964 by Antti Eniö, who has also been with the company since its founding, has expanded greatly and during the last three years it has been the most important publisher of foreign hit melodies in Finland. The first really important manager of Scandia-MusiCo is Arto Helismaa who started with the company in 1958. The alertness of the company can be contributed to the fact that the average age of Scandia's executives is very low, only about 31 years.

Scandia has had a lot of international successes mainly thanks to its English group called the Renegades which was contacted by Scandia in 1964. The group came from Birmingham to Finland in October 1964 to tour around the country and they had such a success on this tour that Scandia decided to make a worldwide contract with the boys as they had no previous commitments to other companies. Soon recording became a smash hit in Finland and subsequently also in Germany and this title called "Cadillac" has by now sold more than 200,000 copies on the international market. The four members of the Renegades — Kim Brown, Graham Johnson, Denys Gibson and Ian Mallett — write most of the songs they record themselves and Renegades-recordings have now been issued in almost all European countries and also in USA, Australia and Mexico. Among other artists whose recordings have been released abroad are Ann Christine, Andy & The Islanders and Eko Jaakko Orques whose LP-album with instrumental folk- or jenta-melodies has been released by 12 different countries.

On the market in Denmark, several New Orleans inspired bands began to appear. One of the first, and in many ways most important, was a jazz orchestra was PAPA BLUE'S VIKING JAZZ BAND, which had the recording of a local copyright "THE PRAISE OF NYBODER," created the first hit of the band. The follow-up was "SLACHE MEIN FINNISH" which has been a success throughout most of Europe and sold more than 1 million records. The booking of PAPA BLUE'S VIKING JAZZ BAND was now established, and this made it possible for the group and its personnel, including the many internationally known American blues singers to Europe to perform and make blue recordings. Among these were B.B. BROWNY, MEMPHIS SLIM, SPECKLED RED and another Dill, later known as "The American Folk Blues Festival" tours, Storyville was able to record artists like B.B. King, BOY WILLIAMSON, BIG JOE streams throughout the world. The publishing dept., has expanded very much during the past two years, and sheet music, in particular, has been sold in as much as it used to be. At the moment the company is looking for an American music publisher with a strong catalog that would make the company competitive both at home and even stronger than in its present state. Arne Bendiksen has started its own artist booking agency, something very valuable to promote local music, especially to American artists who want to perform in Scandinavia. Among such artists brought to Scandinavia the last two years, can be mentioned Ever Willis, Bob Dylan, Singing Blue Jeans, Spencer Davis Group, Josephine Baker, Emile Ford, Millie Small, and others.

Arne Bendiksen A/S operates its own booking agency as well as being active in the importation and wholesale of foreign records.

During the years 1965 to 1964, three Silver Discs went to the company. From 1965 to 1964, six more Silver decks have gone to the company. A new owner has taken over via the Sonet group, Arne Bendiksen A/S also handles Blue Note, Dot, Kapp, Vee Jay, MTM, Testament, and Vox.

The first Sparko, top selling name at the company today, was born north of the Arctic Circle with six more Silver decks have gone to the company.
AUGUST:
Pop idols found it difficult in Denmark with competition from classical LP. Carl Nielsen’s “Third Symphony” on Columbia topped the LP charts. Beatles entered the charts with “Help!” a record needing very little help to top the charts all over Scandinavia. Trade people from the U.S., England, Germany, Belgium and the Scandinavian countries representing RCA Victor and Telefunken-Denmark met in Stockholm for 3 days. Norwegian recording of “Beatles” by Fonne-Eriksen Forsmol became world famous when released in various parts of the world, including the United States and Japan. In Denmark, Dansk Grammofonpladeforlag introduced label called “Beatles” in Denmark. Britain and Sweden, Rhythm’s Blues, and the “Beatles” on their own LPs (from RCA) in the Danish market. Danish record buyers preferred “Heart of Stone” by the Monkees by the on Dixons, and the local tune “Minne til vo”, by the group of “Beatles”. Rolling Stones topped the charts, and the Norwegians preferred “Crying in the Chapel”. Sweden, Finland, and Denmark, preferred their own records. Because of “Help!” by the Beatles on Parlophone continued to be number one in Norway, and “Stop The Music” with Lenn and the Lee Kings on Gazzel was number one in Finland.

SEPTEMBER:
Everybody was happy about “Mary Poppins,” on the screen and on records.
Changes were announced at Philips in Sweden, starting May 1, 1966. Bo Lofberg will be replaced as head of the record dept by Eddie Landquist. Lofberg remains in the company’s international dept ...
Sve Ingers, at the moment as Philips, is doing their first German record by a Danish group the Ronge-gaden, who are recording for Scania in Finland, had another LP released in Finland and abroad. In Sweden, Gunnar Wiklund got a Silver Disc for his song “I Love You Because”. In Denmark, Count Basie is on tour in Scandinavia. The chart for Svenska-American, Norwegian charts was topped by Beatles on Parlophone. It got its first LP "Satisfaction" it was at 7th spot in the Finnish charts, where Lenn and the Kings on Gazzel topped with "Stop The Music." ... However, a lot of people were talking about “I Can’t Get No Saffaction” with the Rolling Stones on Decca as the next big sales sensation. In Germany, the head of an amusement spot announced that pop radio would no longer have these albums anymore. Their young audience was too “wild” and it took too many policemen to keep them in good order.

OCTOBER:
Billy Vaughn to Scandinavia during his last tour’s week. A Silver Disc for his "Sail Along Silv’ry Moon" was waiting for him in Norway where it got its first LP. Classical music on LPs continued holding its top selling position in Denmark, now it was Schubert and Chopin offering competition to the modern pop idols. More artists such as Those Magnificent Men In Their Flying Mach. chip, "Yes, It’s a Knock," and the Greek, "Zorba" make music people happy. American publisher Gene Goodman was in Stockholm for his talks. Dollar was a new record label at the Swedish market. Jay Lasker of California-based Trousdale Music was in Scandinavia for business. Lenmark again represented Reuter & Reuter AB returned from a business trip to the States. Among radio and TV people in Scandinavia the future Eurovision Song Contest was discussed at a meeting in Bergen, in western Norway by radio & TV reps. A conference of the Europe-wide news bulletin days after day said that Scandinavia would participate in future contests, would win a few more contests, and then again a final bulletin said Scandinavians would participate again, at least in 1966. In Denmark, a local song, "Bellinda," recorded for Metronome for the Rolling Ghosts and penned by one of the members of the group, is offering an outstanding sales success with 36 weeks on the charts. “I Can’t Get No Saffaction” by Rolling Stones on Decca topped the charts in Denmark and Sweden. “Help!” by Beatles on Parlophone continued to be number one in Norway, and “Stop The Music” with Lenn and the Lee Kings on Gazzel was number one in Finland.

NOVEMBER:
The first Christmas records appeared from various companies over Scandinavia. A Swedish group, the Spotnicks started their long discussed world tour that takes them to Mexico City, Tokyo, Hong Kong and Singapore. Ronald Sjögren of Southern Music AB (Stockholm) in London for his talks. With him was Scan-Disc-Ikari Bill Bergstrom promoting his record “The Beatles” in London released by Picadilly. A new label appears in Sweden. An LP record of the label, introduces the new Septima Records label, “I Can’t Get No Satisfaction” by Rolling Stones topped the charts in Denmark and Norway. “Eye Of Destruction” by Barry McGuire on RCA Victor was no one in Sweden, and for the third month, “Stop The Music” with Lenn and the Lee Kings on Gazzel was on top in Finland.

DECEMBER:
Reports from Christmas sales were satisfactory all over Scandinavia. At least the Beatles had no reason to complain with their “Yesterday” on Odeon topping the charts in Denmark, Norway and Sweden... Rolling Stones coming up very strong with “Get Off Of My Cloud” on Decca all over Scandinavia. In Denmark, Rocking Ghosts on Metronome got a new hit with “Don’t Be Afraid.” In Norway, Kjell Sparboe, Triola recording artist, was considered the big local name to get national fame during 1966.... British Pye recording artist Donovan to Scandinavia on tour.

THE TOPSPICKS

The Most Internationally Successful Group on the Continent of Europe—an

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Record for SWEDDISC

GRAMMOFON AB.

ISLANDSTORGET BROMMA (Stockholm)

SCANDINAVIA’S INTERNATIONAL LABEL

Cash Box—July 2, 1966
SWEDEN—The Past 12 Months

(Continued from page 108)

"Yesterday" and in Norway with "Day Tripper," while local girls and boys, like Lena & Lee Kings went to the top in Sweden with their Gazell recording of "Stop The Music."

MARCH:

Gothenburg-based Joh Mustad AB introduced two Swedish-built instruments, a reed organ called "The Black" to the world, and released a single with the world renowned CLEVELAND ORCHESTRA under the direction of GEORGE SELZ and THE JUILLARD STRING QUARTET. 1965 was the year the LP's broke through on the Danish market, and with this break a demand for low priced labels arose.

Again DGF was the first company to meet this demand from the record buyers by introducing budget lines. The major low priced label on the Danish market today is the English SAGA/SOCIETY.

1965 has so far been the best year in the history of DGF, which Knudsen now is sole proprietor of. Not only has the sales increased 30% on the Danish market alone, but the company also succeeded in finding artists who are expected to hit it big in 1966. Names like CY, MAIA & ROBERT and THE DEFENDERS. With strong names and growing sales figures the future looks bright for DANEK GRAMMO-FONPLADEFORLAG—a happy atmosphere to celebrate an anniversary.

In 1969 the firm had another scoop. Denmark's most popular singer throughout many years GUSTAV WINCHELLE became Sonet's producer. He created a very successful group of Danish hits by such artists as Blue Boys, Jorgen Wincel and Grethe Sonck, the latter's biggest Sonet success was "Klaus Jorgen," which sold more than 50,000 in Denmark. Following this, in 1961, the Danish/Italian singer Dario Campeotto, won the Danish Melody Grand Prix of that year with the tune "ANGELIQUE."

Along with the successful Danish production the firm signed contracts with American companies—Chancellor, Canadian-American and Colpix.

Sonet was the first Danish label to record beat music by local artists, and has maintained the position as the leading producer of best music with groups like THE DEFENDERS and THE HITMAKERS. Especially with reference to the international scene, an English producer, JIMMY CAMPBELL, was appointed to head the beat oriented production in September 1968. He just received an award along with THE DEFENDERS for their version of "SITTING ALL ALONE," which this year, was voted the best Danish produced single by the Danish pop critics. He has also produced THE HITMAKERS original hit "POP/TUTTO POP MUSIC" which has been released on most continents.

When the folk scene happened in Denmark, Sonet again was the first to sign contracts with a number of unknown artists, who today are the biggest folk names on the local market: CAESAR, PER DICH and CY, MAIA & ROBERT. CAESAR made a Danish version of "EVE OF DESTRUCTION" and he has now constantly, for the past 6-8 months, been on the top of the Danish hit-charts and PER DICH has just been named the best Danish folk singer of 1966 by the Danish pop critics.

Truly international is the folk trio CY, MAIA & ROBERT with their debut-album "ON THE SCENE," and everywhere the record has been played, the critics go wild about this highly talented English-French-Danish trio. The group was named the most talented vocal group of 1966 by the Danish pop critics.

Also within the rhythms and blues style, the company has been one of the first to present some of R&B greatest names through the representation of CHESS, CHECKER, SPECIALITY and KING. The latest move of the Sonet group is to become associated with independent producers in England.

During the last 2 years the firm has widened its scope by adding several important classical catalogues. The Czech label SUPERPHON was the first such label to be signed, then came the Swedish label, which main attractions are the world renowned CLEVELAND ORCHESTRA under the direction of GEORGE SELZ and THE JUILLARD STRING QUARTET.

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Below is listed the tunes holding first, second and third spot at the Swedish best-selling charts by month during 1966.

January: 1 Yesterday Man (Chris Andrews/Decca) Sweden Music AB, Sweden 2 Day Tripper (Beatles/Parlophone) Sonora Musikforlag AB, Sweden 3 Yesterday (Beatles/Parlophone) Sonora Musikforlag AB, Sweden

February: 1 Stop The Music (Lene & Lee Kings/Gazell) Belinda (Sweden) 2 Day Tripper (Beatles/Parlophone) Sonora Musikforlag AB, Sweden 3 Till The End Of The Day (Kinks/Pye) Kansser Musik AB, Sweden

March: 1 Michelle (Beatles/Odeon) Sonora Musikforlag AB, Sweden 2 Remember (We 4/Polydor) Globe Music, Sweden 3 Barbara Ann (Beach Boys/Capitol) Thore Ehrlling Musik AB, Sweden

April: 1 These Boots Are Made For Walkin' (Nancy Sinatra/Reprise) No publisher 2 "Sunny Girl" (Hep Stars/Olga) Europa-Produktion, Sweden 3 L.O.D. (Lee Kings/Gazell) Sonora Musikforlag AB, Sweden

May: 1 "Sunny Girl" (Hep Stars/Olga) Europa-Produktion, Sweden 2 Listen People (Herman's Hermits/Columbia) Gehrmans, Sweden 3 "Come And Stay With Me (Ola & The Banglers/Gazell) Sonora Musikforlag AB, Sweden

June: 1 "Wedding (Hep Stars/Olga) Hep House, Sweden 2 "Sunny Girl" (Hep Stars/Olga) Europa-Produktion, Sweden 3 Day Dream (Lovin' Spoonful/Kama Sutra) Reuter & Reuter AB, Sweden

*Local copyright

Beats continues keeping their popularity at the top in Sweden, at least during the first three months of the year, when their names appeared among the top 3 not less than four times. A local group, the Hep Stars, gave plenty of competition, and was there four times, too. In general, it was a good year for local groups, as well as for local tunes recorded by those groups—mostly in English.
DENMARK
NORDISK POLYPHON A/S
Empdrupvej 115
Copenhagen

NORWAY
NORSK PHONOGRAM A/S
Kirkeveien 64 IV
Oslo 3

FINLAND
MUSIK FAZER
P.O. Box 10260
Helsinki

SWEDEN
AB PHILIPS SONORA
Kommendérgatan 26
Stockholm 5

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PRESSING,
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DISTRIBUTION

These organisations belong to the Philips' Phonographic Industries group of companies who release their records throughout the world.
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NOWARY RECORD MANUFACTURERS

NORWAY MUSIC PUBLISHERS

ARNE BENDIKSEN A/S—Osterdalslaget 1—
1—OSLO 1.

CARL M. IVERSEN A/S—P.O. Box 101—
1—OSLO 1.

EDITION LYCHE—Kongens gate 2—OSLO 1.

Jørn Fr. Ellettersen A/S—Jernbanetorvet 4—
1—OSLO 7.

MANU MUSIC A/S—Tidetorget 2—
2—OSLO 7.

MUSIK-HUSET AS—P.O. Box 149—
1—OSLO 1.

NORwegian MUSIC FORLAG A/S—P.O. Box 156—
1—OSLO 7.

SKANDIA MUSIKPRODUKTION A/S—Pile-
6—OSLO 7.

Viking Music A/S—Pile-stredet 5—
1—OSLO 7.

NORWAY RECORDING STUDIOS

ARNE BENDIKSEN A/S—Osterdalslaget 1—
1—OSLO 1.

CARL M. IVERSEN A/S—P.O. Box 101—
1—OSLO 1.

NORSK GRAMMOPONSKOMPANI A/S—
1—OSLO 7.

NORWAY COLLECTING SOCIETIES

GALVANIC INDUSTRIES

NORWAY PRINTING PLANTS

HEGER PLASTICS A/S—Kjelsavene 141—
7—OSLO 7.

NORWAY'S BEST SELLERS

Listed below are records appearing at first, second and third place in the charts by month-month by month.

January: 1 Day Tripper (Beattles/Parlophone) Sonora Musikförlags AB, Sweden
2 Yesterday (Beatles/Parlophone) Sonora Musikförlags AB, Sweden
3 Eve Of Destruction (Barry McGuire/RCA Victor) Sweden Music AB, Sweden

February: 1 Day Tripper (Beatles/Parlophone) Sonora Musikförlags AB, Sweden
2 Hjem (Home On The Range) (Kirsti Sparhoe/Triola) Arne Bendiksen A/S, Norway
3 You Were On My Mind (Barry McGuire/RCA Victor) Gehrmans, Sweden

March: 1 Michelle (Beatles/Parlophone) Sonora Musikförlags AB, Sweden
2 Hjem (Home On The Range) (Kirsti Sparhoe/Triola) Arne Bendiksen A/S, Norway
3 You Were On My Mind (Barry McGuire/RCA Victor) Gehrmans, Sweden

April: 1 Michelle (Beatles/Parlophone) Sonora Musikförlags AB, Sweden
2 19th Nervous Breakdown (Rolling Stones/Decca) Musikförlaget EsSENse AB, Sweden
3 Snowflake (Jim Reeves/RCA Victor) Palace Music (SWEDEn) AB, Sweden

May: 1 Michelle (Beatles/Parlophone) Sonora Musikförlags AB, Sweden
2 Barbara Ann (Beach Boys/Capitol) That Earring Music AB, Sweden
3 I Can't Let Go (Hollies/Parlophone) Sonora Musikförlags AB, Sweden

June: 1 Sloop John B. (Beach Boys/Capitol) Sweden Music AB, Sweden
2 These Boots Are Made For Walkin' (Nancy Sinatra/Reprise) Norway Music AB, Sweden

NORWAY

Area: 124,064 sq. miles (mainland—323,917 sq. kilometres) which is about the same size as England, and while England is a group of mountainous islands in the Arctic Ocean of 25,967 sq. miles (67,000 square kilometres) and some mainly uninhabited Arctic possess- ions. Population: 5,876,000 inhabitants. Record market: Norway is an import-

ing market, now slowly shifting from mainly an adult's market to a teenage market. According to trade people, record sales seem to have been most satisfactory. As in most countries, a growing LP sale is re-

duced. Norway music market compared with singles.

Language: Local language is Nor-
wegian, but foreign-language records are popular. Norwegian language records, in general, have no difficulty in the competition.

Radio & TV: Broadcasts and TV are handled by non-commercial gov-

ernment-controlled stations.
FINLAND
FINLAND RECORD MANUFACTURERS
AKKUTOLLUSIO Oy—Nettirakenteilla 1 B—
Helsinki Phone: 11 518
Cable: HELSINKI
President: Mr. Rolf Kromivuokka
Labels (domestic): Emotion
Labels (other): RCA Camden, RCA Victora.

OY DISCOPHON AB—Takamiehentie 3—HELSIN
K Phone: 9 44 17
Cable: HELSINKI
President: Mr. Rolf Krovinivuokka
Labels (other): Blue Note, Nashville.
Labels (other): RCA Camden, RCA Victora.

OY FINNDISC AB—Staasentie 10—HELSIN
K Phone: 9 44 92, 9 44 46
Cable: FINNDISC
President: Mr. Rolf Krovinivuokka
A & R man: Mr. Johan Wikström
Labels (other): ABC Paramount, American Production, Carlen, Carlen, Carlen, Carlen, Carlen, Carlen, Carlen, Carlen, Carlen.

FINTONE OY—P. O. Box 15 123—HELSINKI
Maksimikarenkatu 2—HELSINKI 12
Cable: HELSINKI
President: Mr. Henrik von Denffer
Labels (domestic): Polydor
Labels (other): ABC Paramount, American Production, Carlen, Carlen, Carlen, Carlen, Carlen, Carlen, Carlen, Carlen, Carlen.

FINTONE OY—P. O. Box 15 123—HELSINKI
Maksimikarenkatu 2—HELSINKI 12
Cable: HELSINKI
President: Mr. Henrik von Denffer
Labels (domestic): Polydor
Labels (other): ABC Paramount, American Production, Carlen, Carlen, Carlen, Carlen, Carlen, Carlen, Carlen, Carlen, Carlen.

IBRA RADIO LAHELTY R. y—Pempangerkatu 8—HELSINKI
Cable: HELSINKI
President: Mr. Kaj Assant

LEVYTKU OY—P. O. Box 176—HELSIN
KI
(Takamiekata 45—HELSINKI)
Cable: HELSINKI
President: Mr. Pekka Virtanen
Phone: 11 518
Cable: HELSINKI
President: Mr. Rolf Krovinivuokka
Phone: 11 518
Cable: HELSINKI
President: Mr. Rolf Krovinivuokka

MUSIKKALO WERTERLAND OY—MUSIC
HOUSE WERTERLAND—Esplanadien Espla
nadukatu 37—HELSINKI
Cable: HELSINKI
President: Mr. Robert Vorsten
Production manager: Mr. Reino Niemi
Sales manager: Mr. Salomon Frense
Publisher: Mr. Reino Niemi
Labels (domestic): Bimbo Master’s Voice, Star.
Labels (other): Buena Vista, Capitol, Dimpy, Dimpy, Dimpy, Dimpy, Dimpy, Dimpy, Dimpy, Dimpy, Dimpy.

PELASTAUSMEIJAN KAAPPUTOASO—
Cityvaara 104—HELSINKI
Cable: HELSINKI
President: Mr. Helio Lindström
Labels (domestic): Pelaustuslinja
Labels (other): Finland, Finland, Finland, Finland, Finland, Finland.

RISIOINAINEN SAHKO—Oy—Vesikatu 14—HELSINKI
Cable: HELSINKI
President: Mr. Oskar Hökkänen
Manager: Mie Uddingm 14, Mie Uddingm 14
Labels (domestic): Amora, Amora, Amora.

SCANDIA-MUSIKKU Oy—Hietalahdentie 31—
HELSINKI Phone: 9 44 92
Cable: HELSINKI
President: Mr. Rolf Krovinivuokka
Labels (other): Sony, Sony, Sony, Sony, Sony, Sony, Sony, Sony, Sony, Sony.

SCANDIA-MUSIKKU Oy—Hietalahdentie 31—
HELSINKI Phone: 9 44 92
Cable: HELSINKI
President: Mr. Rolf Krovinivuokka
Labels (other): Sony, Sony, Sony, Sony, Sony, Sony, Sony, Sony, Sony, Sony.

SCHOLJIKKIEN OY—Takamiehentie 3—HELSI
KIN 12
Cable: HELSINKI
President: Mr. Eino Mikkola
Publicity: Mr. Johan Wikström
Labels (domestic): Telamon
Labels (other): Reprise, Warner Bros.

Finland is both Finnish and Swedish speaking territories. Records in Finland are still offering strong, perhaps sometimes too strong, competition to foreign-language records. However, during the last 12 months, more and more artists, particularly the teenage groups, are recording also local songs in English with a good sales result.

Radio & TV: Broadcasts are non-commercial via the government controlled stations. As far as TV is concerned, a private-operated commercial station competed with the government-controlled non-commercial stations. The other year, the government station bought the private company and has since then continued operation of both stations.

FINLAND'S BEST SELLERS

Listed below are records appearing at first, second and third spot in the charts month-by-month during 1966:

January: 1. Yesterday (Beatles/Parlophone) Oy Musiikki-Fazer-Musik AB, Finland
2. Dona, Dona (Seppo Hanski/Deco) Oy Musiikki-Fazer-Musik AB, Finland
3. Simun omasi (Tamara Lund/Fontana) Oy Musiikki-Fazer-Musik AB, Finland

February: 1. Yesterday (Beatles/Parlophone) Oy Musiikki-Fazer-Musik AB, Finland
2. Simun omasi (Tamara Lund/Fontana) Oy Musiikki-Fazer-Musik AB, Finland
3. En terro kuinka joudin naimisiin (Irwin Goodman/Safe)

March: 1. Hävääsää (Tapio Rautavaara/Philips) X-Sävel, Finland
2. Joleen (Leif Wijk/Parlophone) Oy Musiikki-Fazer-Musik AB, Finland
3. Day Tripper (Beatles/Parlophone) Scandia-Musikki Oy, Finland

April: 1. Hävääsää (Tapio Rautavaara/Philips) X-Sävel, Finland
2. Michelle (Beatles/Parlophone) Oy Musiikki-Fazer-Musik AB, Finland
3. These Boots Are Made For Walkin’ (Nancy Sinatra/Reprise) No pop chart

June: 1. Hävääsää (Tapio Rautavaara/Philips) X-Sävel, Finland
2. Vähän enemmän mieltä (El Angel de la Guarda) (Danny Scandia) Belinda (Scandina) AB, Sweden
3. Michelle (Beatles/Parlophone) Oy Musiikki-Fazer-Musik AB, Finland

Local Copyright
Finland seems to prefer local tunes (at least those sung in Finnish although the Beatles were very popular here).

RECORDS SINCE 1929
Distributor of EMI Trademarks
COLUMBIA ODEON PARLOPHONE
MGM ENCORE GLORIA

Original Finnish POLKIS on Parlophone
Other Polkis-melodies:
SAKKIJARVI-POLKIS, HOT LINE POLKIS
NIEMIS-POLKIS and FINNPOLKIS also on Parlophone
Music Publisher: LEVYSÄVEL OY
Vuorikatu 14, Helsinki

POHJOISMAINEN SÄHKÖ-OSAKEYHTIÖ
Musical Department
Helsinki • Vuorikatu 14 • Finland

FINLAND MUSIC PUBLISHERS
FINLAND RECORDING STUDIOS
ELECTRO-VOX STUDIO
Helsinki Phone: 11 518
Cable: HELSINKI
Manager: Mr. Reino Niemi

FINNVOX OY
Akeriomakatu 27
Cable: HELSINKI
Manager: Mr. Kurt Fournier

POHJOISMAINEN SAHKO OY
Akeriomakatu 27
Cable: HELSINKI
Manager: Mr. Reino Niemi

SCANDIA STUDIO
Esplanadien Esplanadukatu 37—HELSINKI
Manager: Mr. Reino Niemi

Area: 130,165 sq. miles (337,000 sq. kilometers)
Population: 4,525,000 inhabitants.

Record market: Finland is an import market, and also an adult's market, while it seems to becoming more and more of a teenager's market in those days. LP sales, usually of less importance, has been going up while EPs are still of less importance compared with the singles.

Sale in general went down in 1965, but has slowly shown a trend of going up again. As major problems it mentioned "much pop music being aired over local radio stations" as well as a growing sale of tape records.

Language: Local language is Finnish, but great parts of the country are particularly in southern and western Finland.

Cash Box—July 2, 1966

Part II—International Section
JULY 1965—Quality Records debuts French-language line. Contact, Dave Clark Five appear at Calgary's Stampede, CFAC's Dennis Corrie emceed, crowds good. Paul White named Di-
rector of Artists and Repertoire at Capitol. "My Girl Slopby" by Little Caesar and The Consuls shapes into cross-Canada smash. Stan Klee re-
cords Canadian groups for Coke com-
ing, "Only Sixteen." "Love Made A Fool Of You" debuts on Capitol by The Esquires. "Hey Ho What You Do To Me" released in both the U.S. and Canada, shapes up as another hot single for the Chad Allen gang. American billing for the group be-
comes "The Guess Who," shortly name becomes official in Canada as well.

AUGUST 1965—"Your Kind Of Love" by The Allan Sisters becomes na-
tional break out on Red Leaf. RCA Victor picks up the Dunhill line for Canada. "Hard Times With The Law," on Capitol by The Sparrows does well in numerous Canadian markets. RCA moves take Gary Parkhill from CFON, Calgary to Hamilton's CKOC, and the controversial west coastar, Pat Burns to Montreal's CKGM.

SEPTEMBER 1965—RCA Victor's George Harrison signs Martha Guran for new kiddisc by "Miss Martha." Tartan close deal for American dis-
bution of Bobby Curtola's records. Big push on Bobby's LP through his affiliation with Coca Cola Ltd. Last Words come up with a winner on RCA's Canada-International label, "The Laugh's On Me." Action picks up on Gord Lightfoot outing on U.A., "Just Like Tom Thumb's Blues." Arc secures Hanna-Barbera line for Canada. John Wilson comes back to the Canadian radio scene with Toron-
to's CKER. Dave Leonard, Monticana toppper, relocates his various opera-
tions to Manhattan. Lee Farley, Qual-
ity's National Sales Chief, named an
honorary citizen of Winnipeg through promotion efforts for that city's Guess Whos.

OCTOBER 1965—Good Ted Daigle, country LP is released on London, entitled "Bottoms Up." Vet deejay, Dave Johnson exits Toronto's CHUM to become time salesman at CPGM, same city. Pat Milton follows Carole Vaillllle into the music director's post at Ottawa's CFBA. The Singing Priest, Father McMahon of Winnipeg debuts as record artist with an Audio Pidelity LP. Bob McArory named Music Director of CHUM, Toronto. Doug Crulley's RCA Victor LP, "A New Star In Town" creates a stir in several Canadian centres.

NOVEMBER 1965—Kenny Hamil-
ton debuts on Apex with "Dear Brother, Your Hot Dog And Friends." The long awaited Andy Kim outing on Red Bird is released, "I Hear You Say (I Love You Baby)." The Classicks are presented with a gold record for 600,000 copies on the Theatre Canada label. Patricia-Arn's Arc single, "Blue Lipstick," stirs up chart action and in and around major Canadian mar-

DECEMBER 1965—Jay Spark returns to late afternoon stint on Lake-
head's C.J.X. "Did You Ever Have To Make Up Your Mind?" by The Lovin' Spoonful on Kama Sutra is re-
leased in Canada only. Canadian sales action leads to much later U.S. release. Bryan Ouey's composition, "While I'm Away," does extensive chart biz for Bobby Curtola. Bill Fisher's Fl-
Sound label develops regional hit, "It's All Over Now" by The Sceptres.

JANUARY 1966—Claude Jobin takes over promotion of French-language record product at Quality's Montreal branch. "Believe Me" by Chad and the Fish deejay into the top seller, particularly in Winnipeg. Pick-
wick International signs distribution agreement with Capitol in Canada. Engagement of Tim "Lord Timothy" Hudson, a Montreal deejay now at L.A.'s KFWB, to Dean Martin's daughter, Claudia is announced.

FEBRUARY 1966 — Ron Newman exits Phonodisc's National Sales Manager's post. He is replaced by record-biz vet, Hal Ross, Montreal branch manager of the firm. Ross' place in Montreal is taken by ex-
Spanton Manager there, Jim Cobbett. "Hey Girl Go It Alone" appears to be best ever for Big Town Boys on Cap-
tol. Fred Eon joins the ranks of record men in Canada. He represents amon-
g others, Polydor in Canada. Ray Hutchinson's Epic outing, "Rose Marie" gets much air time from Cana-
da's spinners.

MARCH 1966—The Willows, formerly The Girl Friends, debut on MGM in the U.S. and Canada with a very commercial outing, "My Kinda Guy," Johnny Cowell is featured on a new Sparton LP. Swing Set joins forces with Ottawa's CFBA to distribute first class hit chart. Bing Crosby does Easter Seal Show in Toronto and looks up his friend of many years, Ottawa spinner Gord Atkinson. Atlantic-Atco lines move to Quality for distribution in Canada. Many Cana-
dian broadcasters spend week in Chicago at Bill Gavin Programming Conference and N.A.B. Convention.

APRIL 1966—London reorganizes at the exec level, splitting their various lines into separate departments, each to function as a complete entity within the overall framework of the company. Department heads are: John Toews, Mercury-Philips; Fred Refka, London, London-Group; Adrian Blo-
deau, Liberty. Good single available from Eagle Records in Winnipeg, big local hit, "Crazy Things." Ford Quaid. Gordon Lightfoot LP is re-
 leased on U.A., and starts to sell in big quantities at key dealer outlets across Canada. Barry Allen has a hit, "Leonard's Leather Hat." Wide spread in Canada with much interest in the U.S. Larry Lee and The Leesures figure to have a giant seller in their newie on Columbia, "Toodle Oo Kan-
garoo." Now RCA Victor Sales head man at the Winnipeg branch is ex-
broadcaster, Dune Anderson. Bill Patterson takes over the Vancouver branch for RCA Victor. Sandi Shore

Cash Box—July 2, 1966

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(Continued from page 112) 

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Cash Box—July 2, 1966
WORLD WIDE MUSIC TRADE DIRECTORY

(Continued from page 98)

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Decca (West Africa) Ltd.—P. O. Box 412—
LAGOS
(26 Aibin-Ogi Street—Lagos)
Cable: DECCAWA LAGOS
Pres.: Sir Edward Lewis

Labels (domestic): Nigerian West Africa

Labels (others): Decca, RCA, Philips

PAB PRO MUSIC DISTRIBUTORS LTD—P. O. Box 510—
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Cable: PROMUSIC LAGOS
Pres.: Mr. Amos Amos

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Cash Box—July 2, 1966

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WORLD WIDE MUSIC TRADE DIRECTORY

COLUMBIA - Record Manufacturers

(Continued from page 114)

Canada - Record Manufacturers

(Continued from page 111)

of Vancouver is recorded in Hollywood by Gatsby Records. "Jug Band Music" is another Canada-first hit for Kama Sutra and the Lovin' Spoonful.

1965 — Danny Harrison does very well in several key markets with his Coral outing, "Girl Girl Girl." Gaye with London's promo set up a smooth single by the Rhythm Pals on Melbourne, produced by Loco' Al Allbeut. "One of Our Steps" begins to catch on with deejays. Sparto makes a new appointments at the local sales manager's level across the country. Montreal-based group, The Haunted, breaks wide to round out their home town with a Quality outing, "I-2-5." Action spreads across Canada. New Excite debut on Columbia, Myrna Lorrise returns to the wax with a new Gatsby single. Owner of CHUM, Toronto shows B.B. approval of his purchase of CFRA, CFMO in Ottawa. Ron Scriver of Big Land Agency completes coast to

cost talent hunt. Chad Allen leaves Guess Who group due to illness as latest, and possibly biggest single, is released, "Clock On The Wall." Great new Canadian singles out by Gary Buck on Capitol and David Clayton Thomas and the Boats on Man's Roman label. Little Caesar and the Conors with a new single, "A Thousand Miles Away." Bill Fisher returns to Allied.

Recording Studios
ABC SOUND STUDIOS, 29 Cranford Road, Hallmack. Recording Studios, 22 Sackville Street.

ABC SOUND STUDIOS, 29 Cranford Road, Montreal 1, Quebec. MONTICANA RECORDS, 2955 Pendall Street, Montreal.

PRESSING PLANTS
Cooper Co., 2977 Remembrance Street, La.-
Quality Records Ltd., 680 Birchmount Road, Scarborough, Ontario. Sparto Of Canada Ltd., London, Ontario

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Pres.: Lima 923-2251

Cable: TEMPSA LIMA

Pres.: Mr. Enrique Pardo Serran

Localas (domestic): Chalita, Odeon

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phone, Gren.

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Pres.: Manila 5-62-88

Cable: Mr. Simplicio U. Suarez

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Cable: BYRO MANILA

Pres.: Mr. Albert Tum

Localas (international): Diana

Localas (international): Mari

Localas (international): Capitol, Philippine, Muntelli, Odeon, Liberty, Columbia, His Master's Voice, Liberty, Odeon, Philippines, Pathé, Parlophone, 

Philips, Salsola, Trampo/Filipinas.

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MANILA

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Cable: FEDERMANI MANILA

Pres.: Mr. Pablo Cristol

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Localas (international): Republic, Capitol, Columbia, Challenge, Capi
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Pres.: Manila 21-25-00

Cable: VICTOR MANILA

Pres.: Mr. Fidel D. V. Villar

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Cable: MARCIOMANILA

Pres.: Mr. Jos. F. Villar

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Philips, Salsola, Trampo/Filipinas.

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Cable: MIKRODORS MANILA

Pres.: Mr. Jos. F. Villar

Localas (international): Mikro, Muntelli, Liberty, Odeon, Capitol, Columbia, His Master's Voice, Liberty, 

Philips, Salsola, Trampo/Filipinas.

SOUND RECORD CO.—222 Taft Street—Quezon City

Pres.: Manila 4-72-37

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Localas (international): Super, Liberty, Muntelli, Somar, Smug, Wing

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Cash Box—July 2, 1966

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AUSTRALIA — The Past 12 Months

The twelve months since the last directory issue have probably been the most interesting for the Australian recording business; most certainly the biggest in all the years that Cash Box has been publishing along the Australian scene. In terms of the volume of releases, the Australian artist has been quite a bit better, but true national success on disc has come to only a handful of artists. Including the majority of Australia's recording talent.

The twelve months just completed has seen the release of no less than 500 singles devoted to local artists, in the same period locals accounted for 185 EP's and a total of better than 500 albums devoted to local artists. This represents a big capital investment, and is seen as being very significant to the faith that local record companies see in the future of Australian talent.

Moreover, it is a trend that will continue into the future with a continually increasing number of local artists. There has been the cry for "Australian talent for the Australian consumer.

Somewhere along the line there has been a loser, and in this instance there will probably be two! Whilst there is no cause for alarm at this stage, we envisage that in the long run English and American runs will suffer at the hands of the ever-increasing output of Australian artists. It will also be a pretty strong much along the lines of the English scene of about this time last year when the entire unit of records had pressed to get off-the-ground in any relevant manner. There's also the people's face that in a small market such as Australia there is a decrease in the number of individual records that the consumer can handle. So the lessening competition bulging at the seams with local records, and also bulging at the seams with foreign releases, it is obvious that something's gotta give. And the way it looks to us is that we will have the overseas product. We don't for one second suggest that overseas disks will fade from the scene. Quite on the contrary; but for sure the volume of releases must fall-off if the Australian industry continues to expand at the same level as it has done over the past year. It is going to become more difficult for the independent overseas companies to negotiate contracts for the Australian market. So there are somewhat dramatic terms that they have demanded in years gone by. Course, the major overseas labels will still do well in Australia, by virtue of the strength and diversification of their home markets, particularly in the field of albums. We're not suggesting that any spaces that overseas companies feel from Australia will be restricted to singles; because they are a fair way behind in the area of albums, especially when it comes to top quality pop and classical music.

Since the 1965 directory appeared, all locally produced singles have found a place in our weekly list of the top ten major best sellers. It is interesting to point out that this figure would have been much higher had a lot of other companies not jeopardized simultaneous sales in all States to gain true national popularity, rather than gaining action from State to State several weeks apart. Such records eventually won't place high anyway, but the manner in which they achieved it didn't allow them time to throw out strongly on our dealer sales reports at the same time, which is pretty important in the business of making 100,000 of an ACURATE NA-

tional list.

Of twenty-one local records to make our chart over the year; we find that the teenagers' idol Normie Rowe leads the field by no less than fourteen of the 21! Next in line is Ray Carol with a total of ten; then comes Billy Thorpe and the trio of Bobby & Laurie with three apiece. A good number of the releases through Festival Records, referred to earlier in this article, are independent productions. For instance, the Normie Rowe disks are produced by Sunshine records but are recorded, pressed, marketed and sold through the facilities of Festival. Major record companies here are now involved to varying degrees in local talent on disc. At the moment more than half of the entire output of Australian records is from the Festival operation, and they come (after a fairly long inter-

E.M.I., pretty close up next is W & G (who release a strong percentage of albums for their total production); then on about equal footing E.M.I. (Continued on page 118)
AUSTRALIA – Music Publishers

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Contact: W & G RECORD PROCESSING CO., 185 A Beckett St., Melbourne, Australia's independent record co.

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AUSTRALIA – The Past 12 Months

(Continued from page 117) we find RCA, Astor, ARC (Australian Record Co.) and Philips, who haven't yet moved too deeply into the local field. It seems that most companies have formulated plans to penetrate further into the realm of recording home-grown talents and there is plenty of potential on the horizon of our developing artists. Our feeling is that before another twelve months is out this column will be reporting success for such artists as The Group, who are contracted to ARC and are released on the CBS label here. The Group have had plenty of regional success with their records, they are currently represented with "I'm Satisfied With My Girl," a fine production worthy of national and overseas recognition. Young Mike Farber is an odds-on certainty to crash through with a giant hit at a time now for Kummertone Records; Mike has a huge following with youngsters who will soon be coming out in droves to support his records. The Cherokees have had two hits this year. But so far Merv has just missed out with his records and he can see Merv closer to the top during the next six months or so; Merv Berton is contracted to W & G Records.

(Continued on page 119)

Cash Box—July 2, 1966
ARGENTINA – The Past 12 Months

If during the previous period, sales figures in Argentina showed a decrease or at least remained at the same level as in 1965/66, the first quarter of this time was filled with excitement and ups and downs in the industry, along with deflections in the taste of consumers and in the rise of catalogs as a way to achieve the same turnover at the end of the month.

The main excitement came during the September-October period, somehow helped by a price increase to be effective as of April 1st, and, accordingly, the months of November and December were particularly busy, with the usual Christmas sales, but also because of a sort of enthusiasm among recording industry leaders and the拉丁美洲-box's "Total Annual Medio" or "Twelve Months Sales" which showed an increase in units sold by the industry (Independently from their price).

The most effective April 1st, raised regular LPs to about $50 pesos (in the exchange rate of 185 pesos to the dollar), against 800 during the previous period. The volume of sales increased to about 225 million pesos a month, or $12 million dollars. Of these, about 195 million are marketed through retailers, while the rest go through record stores. For this reason, a new and important: CBS and the Reader's Digest sales plans.

The figures of the "Total Annual Medio" exaustive of previous months were still being faced everyday, it could be said that the record companies are "fighting" to keep their operations to these troubles. The main one is the" non existence of a燕子" royalty free plan. American companies offered official rates from the Central Bank, although this bank allows a certain amount of funds to pay after delays. The restrictions against advance payments still exist, and this means that few labels will be able to offer more than $2,000 for a yearly contract, at some recordings, as high as $50 to $100 for publishing rights, except in very special cases. As we have mentioned in previous comments, the lack of acceptance of these practices by the domestic record companies and publishers leads to a reduction in use of their material, favoring long term solid contracts with independent labels and use of local recordings by the labels. Once more, the price war was considered unwelcome for an European or American label to ask for a big advance if it is dealing with the local distributor.

The old idea of company's policies as the only publisher will receive for his advances, a royalty, at least for Argentina, and, as a whole, damages the original copyright holder's profits, since his work is not entirely protected and thereby promoted and recorded in this country.

The price war, especially effective three or four years ago, practically disappeared, while "competitive" recording companies, however, on May 30th CBS released a new "promotional" at (CSS pesos), whose promotions are unknown at present. The remaining experiment in low priced records is "Difusion Musical," which extends its catalog during "65/66 with the addition of records bought of old TK December records, and the recording of new Fronterizos, Falu, Anibal Troilo and others.

Musical," has reportedly successful, and some other companies thought in a moment to follow the trend. Afterwards, apparently, changed their minds. Indeed, they think it more interesting to sell the "10 LPs, and is the only one to follow this practice regularly. The other companies that came out with "7" singles and 16 LPs, both as 33 rpm. As it is known, Argentina is the country of few countries (others: Brazil and Uruguay) that have the 45 rpm speed is not used.

The "International" records international music has not only failed to decrease, but is increasing more than a year ago. The main sources for this production which are, once more, Italy, France, and England, are also coming from Brazil and the United States, whose share of the market is small if compared with that of some years ago. Probably the most important visitor of this period was Charles Aznavour, who was a big success after an extremely heavy and long promotion campaign which meant also huge sales for Aznavour's album in Spanish. Also profiting from this promotion was the TV program "Studio Uno," taped by Italian RAI, was young and was the first time, also came Gianni Morandi and Ornella Vanoni, and, some time before, Luigi Tenco, who received one of the highest sales figures of 1965 with his "Io Ho Capito Che Ti Amo." Prominent in that period came George Mariscal, for the second time, and Bobby Sherman, among others. Melodic chanteur Tito Gironi was also here, while other noted Latin American stars were Brazil's Anibal Troilo, Marta Dutra, and Colombian Jonath, Boven, and Vassar Nolen.

Once more, Fallo Ortega and Juan Ramon ranked high among local travelers. Ortega visited Latin American countries and the States early in 1966, recording an album in the RCA studios at Nashville. Ramon recorded several tunes in Rome, and also traveled through Europe. Apparently part of Agnete Acevedo was invited to take part in "Candillac's" TV program aired in Washington, and also jetted twice to Venezuela and was considered the first female voice of 1965 in that market.

Very few new artists appeared during this period. The best bet seems to be the young chanteur Yaco Monti, who was discovered at the Palito Polo (Uruguay) Song Festival; his tune "Siempre a Recordar" reached afterwards the first place in the Argentinian charts. The trend towards foreign records dominated in the facilities for more new artists: while two years ten or twelve out of the top sellers were local artists, this year only three or four were of local origin.

Music folk at a high level, although few major sellers were noticed. A Chilean piece, "El Corralero," released by Neco, works, was very well received, but not by the young folk of previous years. Tangu music didn't improve its situation, probably because of lack of good titles. Classical releases were also average, with only Wanda Landowska as a high point. In mid-1966 CBS made a strong effort for Eugene Ormandy and the Philadelphia Orchestra, resulting in good promotion for this ensemble, performing at the Colon Theater.

Recording and pressing facilities remained the same, more or less at the same level, with a new addition to the list of recording studios: Estudios Glorias, built by a society parallel to the one owning Hyl Records. Phonogram bought the Constellation Studios and started operating with its own equipment, reportedly with positive results.

The building of Sicamericana's studio continued, solving some difficulties derived from the technical point of view. It will probably start working early in 1967.

(Continued on page 121)

AUSTRALIA – The Past 12 Months

(Continued from page 118)

There is a young man from Western Australia by name of Johnny Young who looks and sounds good for future success. Johnny is on the Clarion label, one of the new labels issued through Festival Records. A gronung called "The Throo," who have had a good sized hit called "Teller," should really hit the big time in a big way very soon. The future looks very rosy indeed for this newly established artists as Normie Rowe, The Easybeats, M.P.D.A., etc., whose reputation is steadily growing for success. The 12 months over the next year or so by these stars will duplicate the success overseas that they have been in Australia. The whole record industry in this country is looking forward to the success that conquer, with America and England to be the logical countries where most of this effort will be concentrated.

This has been a BIG twelve months for Australian records and artists on the domestic scene, but is looking at a world scene... here comes AUSTRALIA.

ARGENTINA ARTISTS TRAVEL FAR ON CBS RECORDS

SOME OF OUR ARTISTS

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JORE CAFRUNE

LA CHARANGA DEL CARIBE

M.T. ROMBONE

NANCY LI

RICARDO RODA

SANDRO

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BRAZIL—The Past 12 Months

It is becoming a constant in most South American countries that the political difficulties that arise have a definite influence on all forms of businesses, especially the record and music industry, and although, during the past twelve months, Brazil has had no change in government, no revolution or any other such commotion, the era of naifness continued on the population (which we referred to in previous columns) is still the reason why the Brazilian phonograph market has not attained the rosy situation and position we are all aiming for. There is no doubt that the record is becoming more and more popular and if sales are not rising more than they are, it is mostly because the buying power of the masses is still low and the average family budget does not allow for extra expenses, including the purchase of records. However, all record companies are optimistic, hopeful about the future and even quite contented with sales figures during the past twelve months. Specifically since last May, there has been an obvious and promising reaction inasmuch as record sales are concerned. On the other hand, although the Cruzeiro (monetary unit of Brazil) has finally been stabilized, at least during the past twelve months, record prices were raised 10% once again 10% in Feb. and 10% more in June. This, of course, stunts the regular record buyer and does not allow a greater development in the industry, as would be natural if we consider the enormous popularity records have achieved, mostly during the past twelve months.

We can finally say that the 78 RPM, breakable disc has practically disappeared from the local market. The record buyer accepted entirely the so-called “compact-singles” in a single-compact—7”, 33 RPM disc with one number on each side, which, in most cases, appears with a neutral paper jacket and the “compact-duo” (double-compact)—also 7”, 33 RPM, with four bands, two on each side, but with a personalized jacket and generally named for the most popular and strongest teen-groups included in it), which explains the considerably good rise in sales figures, since the LPs are much too expensive for the average record buyer, especially the young generation. This fact also explains the increased turnover in the past twelve months, the percentage of teen music sold, goes up as high as 75% in comparison with all other kinds of music. By the way, and this we predicted during the past twelve months, the present trend of the Brazilian Popular Music (the trend that followed the Bossa Nova movement) the teen music, also called “yeah, yeah, yeah,” scored an absolute victory during the past twelve months, partly because of its strength among the young crowds (who are after all the potential record buyers) and partly because of a lack of leadership in the Modern Popular Music (post Bossa Nova) lines. And, speaking of this, we come to the leaders of the teen sound, the most amazing phenomenon in the Brazilian popular music ever since! We are referring, naturally to Roberto Carlos and his gang, composed of Wanderley (CBS), Erasmo Carlos (RGE), Jorge Ben (Philips), and the inimitable Renato & Sen Sues Blue Caps (CBS) and the Jet Blacks (Chantecler). The leader of this new movement, an ex-clusive artist of DISCOS CBS, became an absolute idol, very much on the level of the teen and other such cases. Quoting an experienced US music execut, a commentator on South American as well as the US pop music fields, “... unlike most Latin American (such) artists who just copy the U.S, songs, he has a style that is original and very appealing ...” Wherever Roberto Carlos appears, it is sure that the place is sold out, everywhere he does is copied by his thousands of fans, who are not necessarily youngsters.

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(Continued on page 123)
Dino still regaining not Rosa being this time. And we had predicted) and Dorothy (RCA Victor). “Sambista” Jalé Rodrigues is also and still a champion of popularity (Philips), while Wilson Simon- nal (Odeon) is also regaining the popularity he had lost for a while. In the traditional “samba” style, the queen is still Elizete Cardoso, (Copacabana) since the only chart that could appear, was, Helena De Lima (RGE) is not as popular and seldom is to be seen on TV programs, still the strongest promotion vehicle. Female “sambista” Eliza Soares (Odeon) also a strong comeback and is presently back among the most popular. Another prediction of ours, which already became a fact; is the return of the great romantic chanteuse Maya to the recording world, this time with RCA Victor. We are practically sure that some of the label’s recordings will soon appear on the charts. Other names that have been appearing during these last few months and have good chances to become favorites are Rosa Maria (Odeon), Taisia Morais (Continental), Jean Carlo (Copacabana), Eddie Wil- liam (CBS), Melre Pavão (RCA), Sonia Lemos (no company yet) and Dori Edson (Continental). The top vocal groups in the teen-music field during the past twelve months were, no doubt The Golden Boys and Trio Esperança (Odeon); but others are appearing, such as Deny & Dino (Odeon), O Quarteto, which a male foursome (not to be confused with Quarteto do Sul) can also be considered among the best of the year. Several instrumental trios appeared after the famous Zimbo Trio, but these are still tops—others are Jongro Trio (lately dissolved), Sambalanceo Trio, Pedrinho Mattar Trio, Manfredo Fest Trio, etc. In the teen-music instrumental field, so many appeared that it would be impossible to mention all, including the Bells, the Bitniks, the New Clev- ers, the Brazilian Dixies, etc. There are still many other names that we could add to this long list and we consider that this is an obvious sign that the musical scene of Brazil is in a definite upwards movement. Weekly theater programs are being presented, mostly promoted by TV stations and the public is also present in quantity. In nightclubs, new modern shows are being presented and always of the best quality—a good example is one we had the opportunity to see in Rio de Janeiro, lately, with Claudette Soares, Taisuara and the Milton Banana Trio, one of the best ever to be produced, in our opinion.

The “Second Festival of Brazilian Popular Music,” which we have been writing about in our recent column, was also a definite high point on the musical scene in this country. No composers and artists had a good chance to appear and become known from one day to the other. But, another Festival is being planned in São Paulo (while the first is organized by TV Excelsior, this one is by TV-Record) and still another called “First International Festival of the Popular Song” will take place in Rio de Janeiro before the end of the year. All this gives a good idea of the constant activity of the Brazilian music scene which has no doubt had a substantial influence on the unavoidable growth of the record and music publishing industry in the near future.

As far as the promotion of Brazilian music in other countries, this was also a busy and efficient year. While Antonio Carlos Jobim returned to Brazil (he told us he has been often invited to go to US, in order to appear on coast-to-coast TV shows, compose for films, etc.), Astrud Gil- berto, Luiz Bonfá, João Gilberto, Laura De Almeida and others, are still in the US, promoting our music.

At the Cannes Film Festival Elizete Cardoso, Zimbo Trio and Wilson Si- monal scored an enormous success for the Brazilian Popular Music, and Elsa Regina and Roberto Carlos also had great success in Europe. Altamor Dutra conquered Argentina and Urug- uay. The top compositions of the year in the teen music field were penned by the twosome Roberto Car- los and Erazno Carlos, especially with “Quero Que Vá Tudo Pró In- ferno” which was for some odd two weeks, in the first spot in all local charts. They also had “A Volta” (Mundo Musical), “A Festa Do Bo- linha” (Edições RCA), “A Pescaria” (Ferr mata) and from other authors such as Rossini Pinto. “Algém Na Multidão” (Vitale), etc. From MPM, two absolute hits with “Da-me” (Fer- mata) and “Canto de Oszanha,” the first by Adyson Godey and the latest by Vinicius De Moraes. Also, a Carni- val number called “Tristes,” by late Haroldo Lobo and Niltono, became a all-year hit and is still going strong.

From the international field, the yeah, yeah, yeah music is also a winner this year, headed by the Beatles, but trailed closely by the Rolling Stones, both for the Odeon label. Billy Vaughn, Matt Monro, Barry McGuire, Tom Jones and most of all Herb Al- pert & His Tijuana Brass, also regist- ered strong hits. Although not as strong as in previous years, the Ital- ian artists were constantly present in the local charts all during the past twelve months — Gianni Morandi, Alcanza and Domenico Modugno, are still there, and besides, the Pinoeiras and Azzurri, were still there, as well as the Baratieri, followed strongly by Charles Aznavour and Dalida, Rich- ard Anthony, and lately Herve Vil- lard, Christophe and Guy Mardell.

(Continued page 124)
BRAZIL—The Past Twelve Months

(Continued from page 123)

An important international event for Brazilian popular music was the promotion of the new album "Jequibau" by Nilton Ribeiro, which became an excellent export material during the past twelve months. In the United States, where it was launched through Cash Box, according to the author, the new orchestral version of "Jequibau", has already more than ten recordings by top stars and it is very natural that will reach other countries all over the world, via USA. It is a great step ahead for a new approach of a serious and more musically highly leveled type of popular music. The album, which was cut here for Chantecler, is also being released in the States and will most likely bring a new light to the new sound.

AUGUST—The presentation of "live" shows is intensified all the time and the companies take advantage to record during same. Ray Anthony and the Osca Peterson Trio visited Brazil with success, Chantecler released the first "Jequibau" disc and launched it in a historical concert. Another important such social event, hosted by Disco RGE to celebrate the new album "The Jambo Trio" and release their second album.

SEPTEMBER—Robert Carlos and his gang were parted by TV Record (Channel 7 of São Paulo) and started a series of live shows in its theater, which would become the craze of the year. Other companies followed the idea. Brazilian artists and recordings infiltrated the US market with great success. Another social meeting hosted by Chantecler to introduce the new album "Jequibau" and confirm of Italian label "Ricordi". Presented to press and critics the new hit album by the artists of the moment Elise Regina and Zimbo Trio—O Fino Do Fino—in a cocktail party hosted by RGE and Philips in Rio de Janeiro. Sergio Mendes and his group "Brasil 65" on a new U.S. tour with Marcos Valle and wife Ana Maria, João Palma, and José Suares. Their album (cut live during show) is being released in the States. Brazilian music star Stan Getz comes to Brazil to receive awards and homages from a grateful crowd, thankful for what he did in the U.S. for the promotion of our music.

OCTOBER—Sebastião Batista acquired from the U.S. "Audio Fidelity, Inc." the company of same name in Brazil, renaming it "Disco Soma / Major", RGE, which passed from the hands of José Scatena to those of Enrique Lebendiger celebrated its 45th anniversary with a well attended dinner party. Excellent vocal and instrumental group "Os Caricatures" in a quick and successful tour to the United States, was presented in the most important TV programs and night clubs all over the country. An album of theirs was cut during this tour. One of the most important Bos-sa Nova shows—"25th Festival da Balança"—took place at a Law University, presenting Jongo Trio, Vinicius de Moraes, Pedrinho Mattar, Elizete Cardoso, Maria Bethania, Wilson Simonal and the Bossa Jazz Trio, during which RCA made one of the best records of the kind. The most representative artists from Brazil are being presented to the São Paulo public at the "Teatro de Artes", Maria Bethania, Toméz, Caetano Veloso and Fito.

NOVEMBER—Two artists long absent from Brazil returned for a presentation here: João Gilberto, from the United States and Juca Chaves, from Italy. The two Brazilian chanters, of completely different styles, were scoring successes in those two countries and were disappointed with their presentation here. The new teen music era is taking form in Brazil: with such as Roberto Carlos, Wander-lea, Erasmo Carlos, Wanderley Cardoso, Jerry Adriani and many others, while the new Bossa Nova is going down to second place, also in sales, as shown in the charts.

DECEMBER — International attraction Shawn Elliot (Roulette, represented here by Chantecler) came to Brazil for a series of TV shows (Exclu-sion)—his interpretation of the much discussed number "Shame And Scandal! In The Family" has been in the number one spot in the local charts for quite a while. Ramalho Neto (A&R for RCA) is launching his book "Historinha de Desafinados", the first written on the Bossa Nova subject. Alain Trossat became the new General Manager of Companhia Brasileira de Discos (Philips) in Brazil. The whole company is going through deep reorganization. Christmas approaching brings a new life in record sales, specially due to publicity campaign of disc companies such as Philips and CBS. However, preparation for the Carnival (Mardi-Gras) releases are already being felt.

JANUARY—U.S. agents Monte Kay and new partner Jack Lewis came to Brazil and made contacts for further presentation of Brazilian artists in that country. At this time João Gilberto is presented to the Brazilian public, after a long absence; it was a dramatic presentation due to health reasons and several misunderstandings which led to an unpleasant situation for the talented artist who left the country saddened. Old-time strong voiced chanter Víctor Celestino (RCA Victor) received the title of "Honor-ary member of the liner" in a touching ceremony at the City Hall of São Paulo. Odeon, who represents Reprise in this country is making a special promotion for Frank Sinatra's 25th Anniversary in show business. In full preparations all disc sales are included in the catalogue for the Carnival period. Eric Skinner and Ramalho Neto, respectively general manager of Record Division and A&R and promo manager for "RCA Brasil", headed by Andrew Tobin for Mexico, where they attended the "RCA Victor Latin American Record Licensee's Convention", which proved of great importance for the promotion of Brazilian popular music. Roberto Carlos is already on top and his disks are being sold like hot-cakes. In all radio and TV stations new teen music programs are proliferating and the "Cantores'" reaction is being absolute. It is now the music of the moment.

FEBRUARY—Elis Regina and the Zimbo Trio (Rubens Barbos, Luis Chaves and Amilton Godoy) are being presented in Lisbon, Portugal with an enormous success, opens the door for new European presentations. The most important award of the year—"Praia da Vida"—is being distributed by "Emissores Unidas do Brasil". Sidney Frey (former proxy of Audio Fidelity) visited Brazil. Another visitor for another important meeting was Milton Backen, president of Decca Records of New York, who attended the Latin American Convention of Universal International in Rio de Janeiro. This is Carnival, and the artists are directed towards its music, all diskie busy with recordings and releases for the period. The music which would win the first prize during that celebration—"Tristess", by late composer Haroldo Leme—is on a national tour. The Feramuta pambay and is being released all over, and Eddy Barclay who was present in Rio de Janeiro to witness it. Teen music "Quero Que Vá Tudo Pró Inferno" by Roberto and Erasmo Carlos, although not meant for Carnival, was one of the most played numbers.

MARCH—Another international attraction comes from the U.S.—TV and theater actor and singer George Maharis represented by TV Top.
BRAZIL—The Past 12 Months

(Continued from page 124) and several personal appearances with his own group. He also hosted a cocktail-party to introduce the charming young man to the press.

BRAZIL—RECORD COMPANIES

(Cash Box—July 2, 1966)

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Goldfinger—Trem Das 11—Perfido—What’s New Pussycat?

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2. "Patrulh D'embamba De Moura-Els Regino & Jair Rodrigues (Philips)
4. "Shame And Scandal In The Family—Shawn Elliot, Checntler) Renato & Scu (RCA)
5. "Juntos (CBS)

**MOST PROGRAMMED MALE VOCAL GROUP**
1. Beatles (Odeon)
2. Pat & Sean Blue Caps (CBS)
3. Golden Boys (Odeon)
4. Veranos Esperanças (Odeon)
5. Rolling Stones (London)

**MOST PROGRAMMED FEMALE VOCAL GROUP**
1. Quarteto Em Cy (Eleco)
2. Supremes (Fermata)
3. Manto & Vandellas (Eleco)
4. Supremos Evergreens (Odeon)
5. Rolling Stones (London)

**MOST PROGRAMMED INSTRUMENTAL GROUPS**
1. Jet Black (Chantier)
2. Os Intricile (Continental)
3. Timbo Trio (RGE)
4. Japas Trio (Famosquilha/RC/A)
5. Venetian

**MOST PROGRAMMED VOCALISTS**
1. Roberto Carlos (CBS)
2. Vitor Reis (Replica)
3. Aguinaldo Rastil (Copacabana)
4. Jair Rodrigues (Odeon)
5. Carlos Alberto (CBS)

**MOST PROGRAMMED FEMALE VOCALISTS**
1. Wanderlisa (CBS)
2. Ela Begea (Philco)
3. Connie Francis (MGM/Copacabana)
4. Sela (Chantier)
5. Eydie Gorme (CBS)

**MOST PROGRAMMED ORCHESTRAS**
1. "Herb Alpert & Tiliana Brasil (A&M/Formata)
2. "Ray Copeland (CBS)
3. "Henry Mancini (RCA Victor)
4. "David Garibaldi (Odeon)
5. "Billy Vaughn (RGE)

**MOST PROGRAMMED INSTRUMENTALISTS**
1. "Harry Jiri (RCA Victor)
2. "Clodo (RGE)
3. "Bates Powell (Eleco)
4. "Jebipec (RGE)
5. "Nini Rose (Formata)

**MOST PROGRAMMED LP ALBUMS**
1. "Whipped Cream & Other Delights—Herb Alpert's Tijuana Brass (A&M/Formata)
2. "Canta Para A Juventude—Roberto Carlos (CBS)
3. "Beatles '65—The Beatles (Odeon)
4. "Porquê—Mauricio (CBS)
5. "De Volta—The Beatles (Odeon)

**MOST PROGRAMMED NEW MALE VOCALIST**
1. "Terry Jones (London/Odeon)
2. "Jerry Adriani (CBS)
3. "Wandaflor (MGM/Copacabana)
4. "Ed Wilson (CBS)

**MOST PROGRAMMED NEW FEMALE VOCALIST**
1. "Mirei Peran (RCA Victor)
2. "Marefa (RC/A Victor)
3. "Rossa Maria (Odeon)
4. "Shirley (CBS)
5. "Claudia (RGE)

**MOST PROGRAMMED NEW INSTRUMENTAL GROUPS**
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3. "Marketta"
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FRANCE — Best Selling EP’s (According to Label)

PHILIPS BEST SELLING EP’s

1 SHEILA — Le Folklore Americain
2 CLAUDE FRANCOIS — Meme Si Tu Revenais
3 JOHNNY HALLYDAY — Je T’Aime
4 SHIELA — Le Cinema
5 SHEILA — Le Folklore Americain
6 HERVE VIARD — Fais-la Rire
7 CLAUDE FRANCOIS — Le Jouet Extraordinaire
8 ADAMO — Les Filles Du Bord De Mer
9 FRANCE A GALL — Baby Boop

BARCLAY

1 NIKIS THEODORAKIS — La Danse De Zorba
2 CHARLES AZNAVOUR — Que C’est Triste Venise
3 JEAN FERRAT — La Montagne
4 JACQUES BREL — Amsterdam
5 EDDY MITCHELL — Toujours Un Coin Me Rappelle
6 CHARLES AZNAVOUR — La Boheme
7 JEAN FERRAT — Potemkin
8 DALIDA — Il Silenzio
9 HUGHES AUJAY — L’homme Orchestra
10 MIREILLE MATHIEU — Mon Credo

FESTIVAL

1 MARIE LAFORET — Katty Cruelle, La Bague Au Doigt
2 SURFS — Le Printemps Sur La Colline
3 ANDRE VERCHUREN — Succes 1966
4 JACQUES BODOIN — La Table De Multiplication
5 BOBBY SOLO — Si Fiangi, Si Edhi
6 MARIE LAFORET — A Demain My Darling
7 SURFS — Scandale Dans La Famille
8 NINA ET FREDERIK — Mes Enfants De Toi
9 MICHEL DELLPECH — Chez Laurette
10 GIGLIOLA CINQUETTI — L’Italiano

R.C.A.

1 ALAIN BARRIERE — Les Ginguettes
2 SYLVIE VARTAN — Il Y A Deux Filles En Moi
3 NOEL DESCHAMPS — Comme Je Suis
4 NOEL DESCHAMPS — A Six Heures C’Est Fini
5 ALAIN BARRIERE — Ave Maria
6 JEAN LAPIERRE — Marie-toi Chameau
7 STELLA — Folklore Anvergnat
8 LAKE CAT — Ce N’est Pas Une Vie
9 GIANNI MORANDI — Fisarmonica
10 FAPA’S AND MAMA’S — California Dreaming

PATHE-MARCONI

1 ADAMO — La Nuit
2 ENRICO MACIAS — Mon Coeur D’attache
3 ADAMO — Comme Toujours
4 ADAMO — Une Mere De Cheveux
5 ADAMO — Les Filles Du Bord De Mer
6 SACHA DISTEL — Scandale Dans La Famille
7 ENRICO MACIAS — Les Filles De Mon Pays
8 RICHARD ANTHONY — Je Me Suis Souvent Demande
9 GILBERT BECAUDA — Quand Il Est Mort Le Porte
10 FRANCOIS DEGUELIT — Le Ciel, Le Soleil Et La Mer

DECCA

1 ROLLING STONES — As Tears Go By
2 MOODY BLUES — Bye Bye Bird
3 TOM JONES — What’s New Pussycat
4 ROLLING STONES — Get Off My Cloud
5 ROLLING STONES — Satisfaction
6 TOM JONES — Thunderball
7 PIERRE VASSILIU — Ivanhoé
8 SMALL FACES — Sha-La-La-La-Lee
9 THEM — Gloria
10 MARIANNE FAITHFUL — Yesterday

VOUGE

1 ANTOINE — Les Eclaboussures
2 SOUND ORCHESTRAL — Caste Your Face To The Wind
3 SANDIE SHAW — Pourvu que Ca Dure
4 SHAWN ELLIOTT — Shame And Scandal In The Family
5 PETULA CLARK — Viens Avec Moi
6 FRANCOISE HARDY — L’amitie
7 NANCY SINATRA — These Boots Are Made For Walkin’
8 NINI ROSSO — Il Silenzio
9 UDO JURGENS — Merci Chérie
10 CHRIS ANDREWS — Yesterday Man

LOOKING FOR FRENCH HITS FESTIVAL’S GOT THEM

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**ANGLO-AMERICAN HITS WHICH BECAME FRENCH HITS IN THE FIRST SIX MONTHS OF 1966 INCLUDE:**

<table>
<thead>
<tr>
<th>A MUST TO AVOID</th>
<th>Claude FRANCOIS</th>
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<tr>
<td>BUMBLE BEE</td>
<td>Noel DESCHAMPS</td>
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<td>HANG ON SLOOPY</td>
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<tr>
<td>I CAN ONLY GIVE YOU EVERYTHING</td>
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<td>IS THIS THE DREAM</td>
<td>Noel DESCHAMPS</td>
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<td>I WANT YOU BACK AGAIN</td>
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<td>NORWEGIAN WOOD</td>
<td>STONE</td>
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<td>RESPECT</td>
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<td>RUN FOR YOUR LIFE</td>
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<td>SOUND OF SILENCE</td>
<td>Marie LAFORET</td>
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<td>STILL I'M SAD</td>
<td>Les COMPAGNONS de la CHANSON</td>
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<td>THERE IS SOMETHING IN MY MIND</td>
<td>MONTY</td>
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<td>WE CAN WORK IT OUT</td>
<td>Richard ANTHONY</td>
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<td>YESTERDAY</td>
<td>MONTY</td>
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<td>YOU DON'T SEE ME</td>
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**FRANCE — Record Manufacturers**

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<td>BARCLAY</td>
<td>145, avenue de Neuilly. Tel. 70.4.83. Management director: Ed Figues.</td>
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<tr>
<td>DECCA</td>
<td>38, rue Beaujon. Paris 90. Tel. 42.10.51. Management director: Henri Fournier.</td>
</tr>
<tr>
<td>GUY ET CO.</td>
<td>177, avenue de Neuilly, 92. Tel. 70.4.83. Management director: M. Denin.</td>
</tr>
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<td>D.A.V. STUDIO</td>
<td>12, avenue de Neuilly, 92. Tel. 70.4.83. Management director: M. Denin.</td>
</tr>
<tr>
<td>EUROPA SONOR</td>
<td>15, rue Charlot, Paris 12. Tel. 70.4.83. Management director: M. Denin.</td>
</tr>
<tr>
<td>GRANDIA FILMS</td>
<td>4, avenue Sainte-Adresse, 92. Tel. 70.4.83. Management director: M. Denin.</td>
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**FRANCE — Recording Studios**

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Francoise HARDY • Madalena IGLESIAS • IRAKLI’s JAZZ BAND • Mahalia JACKSON • Udo JURGENS
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(Continued from page 133)

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9, rue Boissy-Sie窃, Paris 8, ANJ 19-45, ANJ 51

21 bis, avenue Victor-Hugo, Chatou (Y., 43. 51.),

7, rue de Boucicaut, Paris 15, LAB 63-41

21, avenue du Montparnasse, Paris 14, PRO 01-26

6, place Vendome, Paris 1, OPE 57-00

9, la Bûche, Paris 8, ELY 16-44

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13 Avenue Jean-Jacques—Dokel

C.G.D., 8, rue de la Boetie, Paris 8, 003 72-62

S. & C. M., 8, rue de la Boetie, Paris 8, 003 72-62

PUBLISHERS

(6, rue de la Boetie—Dokel)

RECORD PRODUCERS

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C. M., 8, rue de la Boetie, Paris 8, 003 72-62

FRANCE – Music Publishers

(Continued from page 133)

14, rue Juste Métivier, Paris 18, ORL 84-30

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6, place Vendome, Paris 1, OPE 57-00

9, la Bûche, Paris 8, ELY 16-44

399, rue St. Jacques, Paris 6, 003 06-74

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399, rue St. Jacques, Paris 6, 003 06-74

(Continued on page 140)
50,000,000 FRENCHMEN CAN'T BE WRONG IN NAMING

FRANCE'S NO. 1 LABEL

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THESE 50,000,000 FRENCHMEN DO NOT INCLUDE 10,000,000 BELGIANS. 12,000,000 DUTCH AND 6,000,000 SWISS, WHO AGREE 100% WITH THE ABOVE STATEMENT.

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IN BELGIUM
COMPAGNIE PHONOGRAPHIQUE FRANCO-BELGE BARCLAY
31, RUE DU LOMBARD - BRUXELLES

IN HOLLAND
BARCLAY NEDERLAND
SINGEL 104 - AMSTERDAM
So. AFRICA—The Past Twelve Months

The last official census (1960) showed the population of the Republic of South Africa stood then at 16,002,797 people.

The sales figures for the year remain worse than those of 1965. Last year's figures being 1,900,000 LPs—2,000,000 Singles and 250,000 E.P.s.

THE AFRICAN RECORD SCENE.

 pin... and sales are as above have reported before, fed with ingenuous material. When the Government imposed a ban on the sale of radios, the Radio and Transistor Radios were purchased, and the number of Bantu records sold doubled in the last year, though sales have since gone down, and the African Record Market has recovered and is buoyant again.

A South African Record Company where Troubadour Records, a South African company that has devoted its all attention to the manufacture and distribution of African music, has been in existence for the past two years, this Company has been able to publish a large number of Coloured language recordings. The Troubadour P.R.O. reports "While maintaining its Canadian responsibility, the Troubadour Coloured Record market, the past year has seen major advances by Troubadour Records on the African record field. The signing of completed contracts between established artists and the building up of new ones, such talent has been brought in by aggressive sales policy and an intensive use of continuous radio, exposure and closer dealings with the hawker trade."

In the International field the Scepter franchise was acquired in January by the Scepter Group, and the Warwick and the Kingsmen have met with considerable success. In addition two major Italian labels, viz: Vecchio and Nino Rota are now being released in Southern Africa. These releases are bringing to the Continent the increasing cosmopolitan population of South Africa, being created by the leading Continental artists.

THE SENSATIONAL SOUND OF MUSIC.

Teal Record Company, the P.R.O. reports nothing in the history of the record business in Southern Africa has equaled the event of the release of "The Sound of Music" sound track, the release of the film.我记得或者 seduced 200,000 copies of "The Sound of Music" LPs have been sold. This is equivalent to 8,000 copies a week, a tremendous record. Gold Records were plentiful for Teal Aid America, the LPs are doing well. South Africa’s top trumpet star, Mr. Campbell heading the list. He gained national attention when he recorded the hit "Goodbye My Love." He is back on the scene again.

Court Room clash resulted when Teal released "Choral Magic," an album which featured the Choirmaster, featuring an outstanding German group, the St. Thomas Church choir and the 'Choral Magic' starring "The Singing Boys" was released during the past year in South Africa. When the attendant problems had been ironed out "Choral Magic" received tremendous airplay and airplay continues. The LP may be seen on Teal’s Top Ten LP list in very good company. This year the whole world thrilled to the excitement of the Teal LP "Lullaby of the Tujiana Brass. In South Africa a number of stimulating clashes with local and overseas covers of the Herb Alpert sound heightened the impact and firmly entrenched Herb Alpert as one of the top record sellers in the country. Nancy Sinatra’s "Boots" lead up four of the Top in-

The vast quantity of pop product from England still remains a dominant force in the industry. Label features predetermine results as E.M.I.’s report indicates. "The past 12 months seen once again dominated by the British. At the end of the year, labels established themselves, thus proving that a strong ballad can once again make it to the top. The scene was improved tremendously over the past year, such artists as Dickie Loader & the Blue Jeans, Danny Rivers & the Savages, the In Crowd, etc.

STILL NO T.V.

The Republic of South Africa is still without television, thus whilst the offshore radio stations of South Africa enjoy tremendous exposure on the TV screens of New Zealand, Australasia and the ABC, South Africa has no promotions or promotion outlets for recordings here are still on the way. Springsbok Radio, with back up from newspaper and magazine publicity, plus exposure on the non commercial services of the South African Broadcasting Corporation.

That TV is coming to South Africa, no one doubts. The burning quest is when?

An interesting side light on the multi-categorical local recording scene is contained in Trutone’s report. “On the local record scene, the bulk of effort is channeled into the African market, with low-cost LP’s being churned out at a steady pace to satisfy the country buyer. The bulk of these releases are instrumental, Boerre-orkes and yodelling type of vocals. Trutone’s best sellers were those who prefer a more sophisticated type of material is not very well catered for, as it is felt that the bulk of their success was in the Household, National regional field. Costly Afrikaans recordings are being made to commemorate special occasions and events, and to fill this void in Trutone’s line-up. In general, the repertoire cannot. This type of recording is the exception rather than the rule."

The No. 1 pop record stars released by Trutone include the Walker Bros., Spencer Davis Group, Wayne Fontana & the Mindbenders, Dave Dee/Dozy/Beach Boys etc. and their discs and their discs are receiving favourable sales. An American group now making an impact in South Africa is the Righteous Brothers. Amongst the artists recording are Billy Vaughn, Pat Boone, Al Caloza, Jan Peer, Ferrante & Teicher, Dutch Swing College Band are steady sellers, as are King & Country and Count Basie, etc.

The next section devoted to Mexico will appear in the July 9th issue.

NEXT WEEK
from the desk of...

GEORGE ALBERT
OF
Cash Box

June, 1966

Dear Friends:

It is with great pride and sincere gratitude that Cash Box presents its 24th Annual Coin Machine and Vending Directory—gratitude to our thousands of coinmen around the world (operators, manufacturers and distributors) whose consistent interest and loyal support has provided the necessary fuel to generate year-round service to the industry — and pride in the fact that the industry has accepted us as its publication leader.

In these 24 years, we have viewed this industry progress to its present position as an acknowledged part of the world’s commerce and its culture. From our desks, we have been privileged to watch and report on the tribulations and triumphs of every phase of the trade.

During these last 12 months, we have noted with great satisfaction, the progress of our associations and the formation of many new ones; the addition of new and vibrant young people; the still active leadership of our mature coinmen; the more rapid integration of coin machine and vending; and the continuous output of money-making equipment.

Each year’s Cash Box Directory has reflected the activities of the industry and the products which provide the tools for its livelihood. We present this 24th Annual Directory as yet another tool to be used by those who seek continued success. The officers and directors at Cash Box join me in expressing our thanks to the members of the coin machine and vending industry around the world for making it possible to serve them.

George Albert
President and Publisher
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### 1965 Annual Export Vol

#### PHONOGRAPH MANUFACTURING

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<th>1965 Volume (Jan.-Dec.)</th>
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<td><strong>TOTAL</strong></td>
<td>100</td>
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<tr>
<th>Country</th>
<th>1964 Volume (Jan.-Dec.)</th>
<th>1965 Volume (Jan.-Dec.)</th>
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<td><strong>GRAND TOTAL</strong></td>
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<td>69,432</td>
<td>121,355,714</td>
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ANALYSIS OF THE ANNUAL COIN MACHINE EXPORT VOLUME REPORT FOR 1966

GENERAL

It is tempting to begin this analysis with a shout for joy—American coin machines brought in fifty-one million dollars for 1965. To be precise, they brought in $51,000,197, as compared with $44,380,018 for 1964—a record-making jump of $6,620,179. The extra six million was accounted for in the sale of vending machines, with such countries as Jamaica and Lebanon doubling their totals for last year, while the usual big spenders such as Great Britain and West Germany seemed never to stop buying. Amusement games held closely to their grand total for 1964, and although slightly off this year, recent legislative developments in Europe should bring the totals skyrocketing back for 1966. Phonographs showed a gain of a million dollars, despite drops in continental totals. With amusement games ready to spring back to life, and the world-wide vending market exploding in a near-orgy of sales, the picture of 1966 looks bright indeed.

PHONOGRAPHs

There were no violent surges, up or down, in phonograph sales this year. Most of the countries started off with fairly large orders, bought big in the second quarter and coasted during the last two quarters. Canada's 1965 volume was off some two hundred thousand dollars compared to 1964, but many other countries (Panama, Costa Rica, Lw. Ww. Is.) doubled or tripled their volume. Haiti made a surprise appearance with $2,180, as did Brazil. If Brazil, as a market, can be opened, it could prove a tremendous boost to the South American volume, but there are many problems involved. In Europe, Belgium, with a total of $5,753,672, showed only a slight gain, as did West Germany with $4,855,239. Greece, in the meantime, showed a great upsurge, doubling its volume to $460,948 as against $277,860 for 1964. Cyprus and Finland performed in the same way, with Finland nearly tripling its volume. Japan was slightly off, but Korea's total was seven times that of 1964.

Still, the continental total dropped from 1964's two million-odd figure to $1,760,149 for 1965. Africa showed a great leap, with Kenya ($36,814) and Z Rh Ma ($22,117) helping boost the total from $17,667 in 1964 to $74,394 in 1965.

AMUSEMENT

First and foremost, the figures shown for this year will in no way compare to those for 1966. Italy, which had banned all games, has now relaxed its laws to allow regular games and add-a-balls, although free play is still prohibited. So Italy, for one, should go far beyond its 1965 volume of $562,203. Belgium, too, is off, dropping from a healthy million and a half in 1964 to less than a million in 1965. But the European total was bolstered by the orders from Great Britain ($7,160,859), which tripled its intake, and West Germany, up $4,447,875 from $3,060,824. Finland ($92,734) and Austria ($74,506) were up, but most of the other countries showed drops; French restrictions on games, for example, caused a two million dollar drop in their totals for 1965. Yet the huge orders of British and West Germany, plus the steady and increased buying of the other European nations, brought the continental total to $20,632,546—a gain of more than $150,000 over 1964. Japan showed a slight drop, but the Nansel Islands went from $61,166 in 1964 to a whopping $448,282 for 1965. Thailand showed a serious drop from $80,176 to a mere $950. Hong Kong, meanwhile, bounced from $3,781 to $10,897. Heavy buying in Africa (Canary Islands—$17,944; Ethiopia—$35,770) brought their continental total to $158,709. Africa has increased its totals in all categories in 1965. As the final count, amusements showed a grand total of $24,135,633, only slightly off from 1964.

VENDING

Here is the happiest sales story in the history of coin machine exports. Every continental total showed a handsome gain, with Europe's amazing performance topping the list. Their total went three times over last years—from $2,489,720 to a happy $8,222,319—and there lies most of the six million dollar difference that makes this the best export year ever. Belgium: up $4,000,000. Canada: Up $2,000,000. Great Britain: Up $700,000. West Germany: Up nearly $2,500,000. Japan nearly doubled, going from $69,900 to $111,128. The Nansel Islands jumped from $16,835 to $58,368. Tiny Kuwait zoomed from $3,209 to $65,516. Although many So. American countries did not appear in the lists this year, Venezuela's order of $139,697—a 400% increase over last year—helped bring the continental total from $46,909 for 1964 to $141,797 for 1965. A first-time appearance by the Spanish African colonies, which bought $11,750 worth of vending machines, and South Africa's healthy $86,984 order, doubled Africa's total. Result: Vending did $4,452,399 in 1964. In 1965 it brought in $10,527,468. That's where the record was made in this record year.
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- BOOM
- CADET
- CHECKER
- CHESS
- COMMAND
- CONGRESS
- DCP
- DEE GEE
- DEBUT
- DELUXE
- DUNHILL
- FOUR CORNERS
- FREEPORT
- GOLDEN
- GRAND AWARD
- HILTOP
- IMPERIAL
- IMPULSE
- JAQUAR
- JERDEN
- JUNIOR
- KAPP
- KEE
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- KING KAROL LTD
- LOMA
- MODERN
- MONUMENT
- MUSICOR
- MUSIC GUILD
- PALMER
- PICKWICK
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- REACH
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- REPRISE
- SOMA
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Avenida Mexico No. 229

Caracas, Venezuela

Taito Trading Co., Ltd.

Central P. O. Box 1164

Tokyo, Japan

Pan Nordic Automation

P. O. Box 18

Soro, Sweden

Mr. Peter Thomas

Avenida Universitaria

San Salvador, El Salvador

Seeburg Automatic Products

Pty. Ltd.

Lido House

400 Kent Street

Sydney, Australia

Seeburg (Aust.) Pty. Ltd.

136 Nelson Street

Annandale, Sydney, Australia

Compania Columbiana

De Discos S. A.

Apartado Aereo No. 14-28

Mebellin, Columbia

WILLIAMS

WILLIAMS ELECTRONIC MANUFACTURING CORPORATION

5841 North California Ave.

Chicago, Illinois 60618

(Division of Seeburg)

WURLITZER

Community Furniture Store

P. O. Box 483

East Street

Nassau, N.P., Bahamas

The Auto Supplies Co.

30, Hadfield and Lombard Sts.

Georgetown, Br. Guiana

Santiago Castillo, Ltd.

P. O. Box 69

Belize, Br. Honduras

Pizarro, Fortes & Cia. Ltda.

Casilla No. 230

Vina del Mar, Chile

Disco Centro Ltda.

Apartado 4580

San Jose, Costa Rica

Caribbean Motors Co., C. Por A.

Apartado No.52

Santo Domingo, Dominican Republic

A.M.I.C.A.

Apartado 1652

Calle Benalacazar No. 511

Quito, Ecuador

Community Furniture Store

P. O. Box 483

East Street

Nassau, N.P., Bahamas

The Auto Supplies Co.

30, Hadfield and Lombard Sts.

Georgetown, Br. Guiana

Santiago Castillo, Ltd.

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A.M.I.C.A.

Apartado 1652

Calle Benalacazar No. 511

Quito, Ecuador

Cash Box—July 2, 1966
COIN-OPERATED PHONOGRAPHS

ROCK-OLA
Mfg. Corp.
800 N. Kedzie Ave.
Chicago, Ill.
1954 — 1966

Rock-Ola 1443
(1954—120 Sel.—45 rpm)

Rock-Ola 1446
(1954—120 Sel.—45 rpm)

Rock-Ola 1448
(1955—120 Sel.—45 rpm)

Rock-Ola 1452
(1956—50 Sel.—45 rpm)

Rock-Ola 1451
(1956—120 Sel.—45 rpm)

Rock-Ola 1455
(1957—50 Sel.—45 rpm)

Rock-Ola 1461
(1958—Wall Type Phono)

Rock-Ola 1465
(1958—200 Sel.—45 rpm)

Rock-Ola 1475
(1959—St. or Mon., 300 Sel.)
Model 1468—120 Sel.

Rock-Ola 1445
(1960—200 Sel.)
Model 1478—120 Sel.

Rock-Ola 1495
(1961—200 Sel.)
Model 1488—120 Sel.

Rock-Ola 1482
(1962 Princess—100 Sel.)
45-33 rpm, and Wall Mdl. Avail.

Rock-Ola 1497
(1962 Empress—200 Sel., 45-33 rpm)
Model 1496—120 Sel.

Rock-Ola 108
(1963 Rhapsody—160 Sel.)
Capri-404—100 Sel., 45-33 rpm

Rock-Ola 1414 SA
(1964 Rhapsody II—160 Sel.)
Capri-144—100 Sel., 45-33 rpm

Cash Box—July 2, 1966

Part III—Coin Machine & Vending Section 15
COIN-OPERATED PHONOGRAPHs

Rock-Ola — Rowe

Part III—Coin Machine & Vending Section
COIN-OPERATED PHONOGRAPHs

Rowe "J"  (1958 St.—Mon. 200 Sel.)  Elec. or Man.  (100 Sel.)
Rowe "K"  (1960 200, 120 or 100 Sel.)
"Continental 200"  (1960 200—Sel. Lyric 100—Sel.)
"Continental 2"  (1961 200 or 100—Sel. 45—$5)
"Continental 20"  (1960 200—Sel. Lyric 100—Sel.)
"Band Stand"  (1966 Model JAO 200 Sel.)

Rowe-AMI  (1962-63 200, 160 or 100—Sel. 45—$5)
Rowe "Tropicana"  (1963-64 200, 160 or 100—Sel. 45—$5)
Rowe "Diplomat"  (1965 200, 160 or 100—Sel. 45—$5)

Seeburg HF—100G  (1955 100—Sel. 45 rpm)
Seeburg HF—100R  (1955 100—Sel. 45 rpm)
Seeburg V—200  (1955 200—Sel. 45 rpm)

SEEBURG SALES CORP.
1500 N. Dayton
Chicago, Ill.
1953 — 1966
So what’s in it for me?

Profits, aplenty. That’s what.

The Rowe AMI Band Stand has been designed and built with you—the operator—in mind.

The Band Stand has everything you want for your locations...from the exciting sound of Stereo Round*...play-inviting styling...plus exclusive features that make service easier and minimize maintenance.

*U.S. Patent No. 3,153,120

ROWE-AMI SELECTIVITY • The Rowe-Ami Band Stand is built to play 100, 160 or 200 selections with other variations easily adaptable. AN AMI EXCLUSIVE!

ROWE-AMI LONGEVITY • All Band Stand components are designed and tested to operate for more than 1,000,000 plays. AN AMI EXCLUSIVE!

ROWE-AMI GOLD STANDARD • Band Stand switches have gold-plated points—no pitting, no arcing, no corrosion, no tarnish for better contact, longer life and fewer service calls. We even have a gold-plated screw on the automatic cancel switch. AN AMI EXCLUSIVE!

ROWE-AMI SELF-MAINTENANCE • Band Stand components are designed to virtually eliminate maintenance. Nylon bushings used throughout—Teflon* coated selector pins—solenoid plungers and toggles require no lubricant. AN AMI EXCLUSIVE!

ROWE-AMI BEAUTY AND DESIGN • Duplex nickel chrome—the heaviest in the industry—all stainless steel trim, indestructible bonded vinyl plastic finish adds years of life plus contemporary styling. The Rowe-Ami Band Stand is built to last longer than any other phonograph on the market with fewer service calls and to stay new longer. AN AMI EXCLUSIVE!
COIN-OPERATED PHONOGRAPHS

Seeburg RD—500
(1957 200—Sel. 45 rpm)

Seeburg L—100
(1957 100—Sel. 45 rpm)

Seeburg "201"
(1958 200—Sel. 45 rpm)

Seeburg "161"
(1958 160—Sel. 45 rpm)

Seeburg "222"
(160—Sel. "220" 100—Sel.)

Seeburg "AQ160S"
(1960—160 Sel. 45—33)

Seeburg "AY160S"
(1961 160—Sel. 45—33)
Model "AY100S" 100—Sel.

Seeburg "DS160"
(1962 160—Sel. 45—33)
Model "DS100" 100—Sel.

Seeburg LPC—1
(1963-64 160—Sel. 45—33)

Seeburg LPC 180
45—33 rpm

Seeburg "Mustang"
(1965-1966 100—Sel. 45 rpm)

Seeburg "Electra"
(1965-66 160—Sel. 33—45 rpm)
Backed by 111 years of musical experience, Wurlitzer phonographs not only mean music to millions but to distributors and operators the world over they mean higher earning power and lower service costs.

THE WURLITZER COMPANY
North Tonawanda, New York, U.S.A.
Coin-operated Phonographs

Wurlitzer—Scopitone

Wurlitzer 2800
(1964 200—Sel. 45-33)
Model 2810 100—Sel.

Wurlitzer 2900
(1965 200—Sel. 45-33)
Model 2910 100—Sel.

Wurlitzer 3000
(1965-1966 200 Sel. w/Top Tunes and little LP albums)

United Mfg. Co.
1957 — 1961

United UPA—100
(1957 100—Sel. 45 rpm)

United UPC—100
(1960 100—Sel.)

United UDP—100
(1961, 62, 63—100 Sel.)

COIN-OPERATED AUDIO-VISUAL MACHINES

COLOR-SONICS
Color-Sonics Video Jukebox (26 selections, 8 mm. loop-cartridge. 122 E. 42nd St., NYC.)

FILMOTEQUE-DISCOTHEQUE
David Rosen Inc. (Licensee) 16 mm film projector 20-sel. 855 No. Broad St., Phila., Pa. Manufactured in USA

SCOPITONE
Tel-A-Sign Corp. 8401 West 47 St., Chicago, Ill. 16 mm film 36-sel. Manufactured in USA

Cash Box—July 2, 1966
Part III—Coin Machine & Vending Section 23
Distributors of Rowe Full-Line Vending and for the—
THE ROWE-AMI "BANDSTAND"

IN VIRGINIA, W. VIRGINIA & N. CAROLINA

ROANOKE
VENDING EXCHANGE, INC.
4930 WEST BROAD STREET
RICHMOND, VA. TEL: (703) 282-4221

JACK G. BESS  HARRY D. MOSELEY  W. DAVID STIEBEL
Chairman of the Board  President  Vice-President

DISTRIBUTORS OF ROWE FULL-LINE VENDING AND FOR THE—
THE ROWE-AMI "BANDSTAND"

IN VIRGINIA, W. VIRGINIA & N. CAROLINA

ROANOKE VENDING EXCHANGE, INC.
4930 WEST BROAD STREET
RICHMOND, VA. TEL: (703) 282-4221

JACK G. BESS  HARRY D. MOSELEY  W. DAVID STIEBEL
Chairman of the Board  President  Vice-President

DISTRIBUTORS FOR—
Rowe Manufacturing
Bally Manufacturing Co.
Irving Kaye Sales Co.
Empire Coin Machine Co.

ROWE MANUFACTURING
Troy Hills Road
WHIPPANY, NEW JERSEY

(Continued on next page)

Cash Box—July 2, 1966
ROWE AMI (Continued)

COLORADO

F. JONES CO.,
18 W. 8th Ave.
DENVER

CONNECTICUT

UNITON SALES CO.
96 Temple St.
HARTFORD

DISTRICT OF COLUMBIA

D. ROSEN, INC.
12 W. 2nd St.
PHILADELPHIA, PENNSYLVANIA

FLORIDA

USHI INTERNATIONAL, INC.
1 Riverside Ave.
JACKSONVILLE

GEORGIA

PARKS SPECIALTY CO.
1501 Hickland Ave., N.E.
ATLANTA

HAWAII

CIRCLE INTERNATIONAL
10 Halauaalo Street
KONOLULU

ILLINOIS

TAS MUSIC CO.
312 S. Western Ave.
CHICAGO

INDIANA

& J DISTRIBUTORS, INC.
911 N. Main St.
INDIANAPOLIS

LOUISIANA

H. LYNN CO., INC.
101 S. Goss
NEW ORLEANS

MASSACHUSETTS

HOMOUNT AUTOMATIC SALES CORP.
59 Weston St.
BOSTON

MICHIGAN

HAFFER MUSIC CO.
10 East Milwaukee St.
DETROIT

MINNESOTA

J. C. SALES AND SERVICE
235 University Ave.
ST. PAUL

MISSOURI

K. B. MUSIC CO., INC.
121 Main St.
KANSAS CITY

TENNESSEE

LEONARD SALES DIST. CORP.
1700 Belleview Blvd.
N. LOUIS

NEW JERSEY

UNITON SALES CO.
60 Route 22 and Pomon Rd.
SPRINGFIELD

NEW YORK

ROWE MANUFACTURING
35 E. 78th St.
NEW YORK CITY

UNITON SALES CO.
3273 Third Ave.
NEW YORK CITY

HILDEN SALES DIST. CORP.
1 Main St.
BUFFALO

OHIO

HAFFER MUSIC CO.
45 North High St.
COLUMBUS

DISTRICT OF COLUMBIA

D. ROSEN, INC.
12 W. 2nd St.
PHILADELPHIA, PENNSYLVANIA

FLORIDA

USHI INTERNATIONAL, INC.
1 Riverside Ave.
JACKSONVILLE

GEORGIA

PARKS SPECIALTY CO.
1501 Hickland Ave., N.E.
ATLANTA

HAWAII

CIRCLE INTERNATIONAL
10 Halauaalo Street
KONOLULU

ILLINOIS

TAS MUSIC CO.
312 S. Western Ave.
CHICAGO

INDIANA

& J DISTRIBUTORS, INC.
911 N. Main St.
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235 University Ave.
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1 Main St.
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OHIO

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45 North High St.
COLUMBUS

ROWE MANUFACTURING
35 E. 78th St.
NEW YORK CITY

UNITON SALES CO.
3273 Third Ave.
NEW YORK CITY

HILDEN SALES DIST. CORP.
1 Main St.
BUFFALO

OHIO

HAFFER MUSIC CO.
45 North High St.
COLUMBUS

TOP AMERICAN AND INTERNATIONAL STARS

Featuring DEBBIE REYNOLDS, BARBARA McNAIR, JAMES DARREN, VIC DAMONE, JOI LANSING, JANUARY JONES and many other national and international artists, all in dazzling productions in full-color, full-sound.

NOW See and Hear Your Favorite Stars on

Scopitone's Carousel of Stars!

THE RECOGNIZED WORLD LEADER IN THE FIELD OF COIN-OPERATED AUDIO-VISUAL ENTERTAINMENT

In night clubs, lounges and hotels throughout the country, hundreds of American-made Scopitones already on location are established profit-makers for their operators. Thousands of Scopitones have been proven in operation throughout the world for many years. The first and finest coin-operated audio-visual entertainment medium, Scopitone is available for immediate delivery with a library of over 300 film titles including a vast selection of dazzling American hit productions.

Scopitone now has world-wide distribution for this unit (except France).

Canadian Distributor: Gerard THIBAULT, Scopitone Canada, Inc., 355 Rue St. Paul, Quebec 2, Canada.

For information, write or call

National Sales Manager

Scopitone

(Division of Tel-A-Sign, Inc.)

3401 West 47th Street, Chicago, Illinois 60632

(312) FR 6-8800

Cash Box—July 2, 1966

Part III—Coin Machine & Vending Section 25
Forget What You’ve Heard

because you’ve never heard anything like this before!

the new ELECTRA
by SEEBURG
the sound of SUCCESS
is coming from the new LISTENING
and dancing phonograph

— NEW LOW PRICE —

SEEBURG-BUILT! SEEBURG SOUND! SEEBURG MUSIC!
Southeastern Vending Distributors, Inc.

4 ONE-STOPS
TO SERVE YOU

LIEBERMAN MUSIC CO.
257 Plymouth Ave. North
Minneapolis, Minnesota
Exclusive Factory Distributors
(612) 332-7131

SEEBURG SALES CORP.
BALLY MFG. CO.
D. GOTTIEB & CO.
FISCHER SALES & MFG. CO.
WILLIAMS ELECTRONIC MFG. CORP.

VIKING VENDING CO.
257 Plymouth Ave., North
Minneapolis, Minnesota
(612) 337-7712

LIEBERMAN—IOWA ONE-STOP
1220 High St.
Des Moines, Iowa
(515) 244-6205

LIEBERMAN’S ONE-STOP
RECORDS
809 So. 25th St.
Omaha, Nebraska
(402) 341-3056

MUSIC BOX ONE STOP
1410 So. Michigan Ave.
Chicago, Ill.
(312) 922-2517

LIEBERMAN—O R B O O R R
1715 Second Ave.
Rock Island, Ill.
(309) 786-3401

ROWE AMI
(Continued)

ROWE AMI
(Continued)

UTAH
R. F. JONES CO.
275 E. Second St., W.
SALT LAKE CITY

VIRGINIA
ROANOKE VENDING EXCHANGE, INC.
6538 W. Broad St.
RICHMOND

WASHINGTON
R. F. JONES CO.
501 N. 2nd Ave., N.
SEATTLE

WEST VIRGINIA
ROANOKE VENDING EXCHANGE, INC.
6538 W. Broad St.
RICHMOND, VIRGINIA

WISCONSIN
PIONEER SALES & SERVICE, INC.
510 W. Fond du Lac Ave.
MILWAUKEE

CANADA
GILCHRIST VENDING, LTD.
5764 Perrier St.
TOWN OF MOUNT ROYAL, MONTREAL
Jenkinson Ave.
TORONTO

3137 Washington Avenue
VANCOUVER

243 Princess St.
WINNIPeg

1721 14th St.
EDMONTON

PUERTO RICO
DINER, INC.
112 E. Highway 1
RIO PIEDRAS, SAN JUAN

SEEBURG

THE SEEBURG CORPORATION
1500 N. Dayton St.
CHICAGO, ILL. (Distributors)

ARIZONA
STEWART DISTRIBUTING COMPANY
1006 East McDowell Road
PHOENIX, ARIZONA 85004

CALIFORNIA
STEWART DISTRIBUTING COMPANY
1482 West Pico Boulevard
LOS ANGELES, CALIFORNIA 90015

ADVANCE AUTOMATIC SALES CO.
1338 Howard Street
SAN FRANCISCO, CALIFORNIA 94122

COLORADO
STEWART DISTRIBUTING COMPANY, INC.
58 Rio Grande Boulevard
DENVER, COLORADO 80203

CONNECTICUT
ATLANTIC CONNECTICUT CORP.
317 Park Avenue
EAST HARTFORD, CONN. 06108

FLORIDA
LONDON DISTRIBUTING COMPANY
519 Riverside Ave.
JACKSONVILLE, FLORIDA 32202

LONDON DISTRIBUTING COMPANY
1100 Northwest 46th Drive
MIAMI, FLORIDA 33163

GEORGIA
G. K. GABRIELSON & CO., INC.
724 Memorial Drive, N.
ATLANTA, GEORGIA 30318

ILLINOIS
WORLD WIDE DISTRIBUTORS
2720 West Fullerton
CHICAGO, ILLINOIS 60647

INDIANA
CALDORIN DISTRIBUTING CO., INC.
641 North Alabama Street
INDIANAPOLIS, INDIANA 46204

IOWA
PHILLIP MOSS AND COMPANY
1429 Locust Street
DES MOINES, IOWA 50309

KANSAS
SUTHERLAND DISTRIBUTING CO. OF WICHITA
11924 Washington Street
WICHITA, KANSAS 67214

KENTUCKY
SOUTHERN AUTOMATIC MUSIC CO., INC.
735 South Brook Street
LOUISVILLE, KENTUCKY 40203

LOUISIANA
OPERATORS SALES, INC.
2130 Wisconsin Street
NEW ORLEANS, LOUISIANA 70125

MARYLAND
EASTERN DISTRIBUTORS, INC.
1432 West Streeet
BALTIMORE, MARYLAND 21220

MASSACHUSETTS
W. S. DISTRIBUTING, INC.
136 Lechlin
BRIGHTON, MASSACHUSETTS 02135

MICHIGAN
MARTIN AND SNYDER COMPANY
13206 West Warren
DEARBORN, MICHIGAN 48126

MINNESOTA
LIEBERMAN MUSIC COMPANY
VIKING VENDING, INC.
257 Plymouth Avenue, North
MINNEAPOLIS, MINNESOTA 55411

MISSOURI
SUTHERLAND DISTRIBUTING CO. OF JOPLIN
581 Wall Street
JOPLIN, MISSOURI 64801

SUTHERLAND DISTRIBUTING CO., INC.
7217 McGee Street
KANSAS CITY, MISSOURI 64108

L & R DISTRIBUTING, INC.
1515 Delmar Boulevard
ST, LOUIS, MISSOURI 63108

NEBRASKA
PHILLIP MOSS AND COMPANY
330 North 14th Street
OMAHA, NEBRASKA 68102

NEW JERSEY
ATLANTIC NEW JERSEY CORP.
720 Division Street
ELIZABETH, NEW JERSEY 07201

NEW YORK
DAVIS DISTRIBUTING CORPORATION
1046 Broadway
ALBANY, NEW YORK 12204

(Continued on next page)

Cash Box—July 2, 1966
WASHINGTON
MUSIC-VEND DISTRIBUTING CO.
150 Elliott St, West
SEATTLE, WASHINGTON 98119

WISCONSIN
S. L. LONDON MUSIC COMPANY, INC.
S. L. LONDON VENDING CO.
320 W. Lockes Avenue
MILWAUKEE, WISCONSIN 53208

PUERTO RICO
LUZURUQUE VENDING CORP.
127 Calle Ponce, Res. 156
SANTURCE, PUERTO RICO
Mr. Max Gross
Mail P. O. Box 491
Fernandez Jumex Station
San Juan, P.R. 00910

NORTH CAROLINA
SOUTHEASTERN VENDING DIST., INC.
1618 South Saunders Street
RALEIGH, NORTH CAROLINA 27603

OHIO
MARTIN AND SNYDER OF OHIO
7441 West Broad Street
COLUMBUS, OHIO 43215

OKLAHOMA
SOUTHERLAND DISTRIBUTING CO., INC.
214 North Broadway Street
OKLAHOMA CITY, OKLAHOMA 73102

OREGON
DUNIUS DISTRIBUTING COMPANY
1140 Southeast 6th Avenue
PORTLAND, OREGON 97214

PENNSYLVANIA
EASTERN MUSIC SYSTEMS CORP.
EASTERN VENDING DISTRIBUTORS, INC.
354 North Broad Street
PHILADELPHIA, PENNSYLVANIA 19122
ATLAS MUSIC COMPANY
2351 Fifth Avenue
PITTSBURGH, PENNSYLVANIA 15219

SOUTH CAROLINA
SOUTHEASTERN VENDING DIST., INC.
759 Taylor Street
COLUMBIA, SOUTH CAROLINA 29040

TENNESSEE
SAMMONS-PENNINGTON COMPANY
1043 Union Avenue
MEMPHIS, TENNESSEE 38104
SAMMONS-PENNINGTON-NASHVILLE, INC.
211 Sixth Avenue South
NASHVILLE, TENNESSEE 37203

TEXAS
SOUTHERN DISTRIBUTING CO., INC.
1314 South St Paul
CORPUS CHRISTI, TEXAS 78404
O'CONNOR DISTRIBUTING CO., INC.
5619 Divisive Row
DALLAS, TEXAS 75247
SOUTHERN DISTRIBUTING CO.
1562 Pershing Street
EL PASO, TEXAS 79903
H. L. FRANZ & CO.
914 Texas
HOUSTON, TEXAS 77007
SOUTHERN DISTRIBUTING CO., INC.
236 South Flores Street
SAN ANTONIO, TEXAS 78204

UTAH
STRIVE DISTRIBUTING CO., INC.
200 West First South
SALT LAKE CITY, UTAH 84101

VIRGINIA
SOUTHEASTERN VENDING DIST., INC.
151 North Capitol Avenue
INDIANAPOLIS, INDIANA 46202
(Continued on next page)
Reducing noise for the finest reproducing records, a new type of 10" record is now available to the trade. The Athena 10" record is the most recent development of Music Corporation of America's line of reproducing records. The Athena 10" record is designed for use on record players designed to play 10" records. It is claimed to provide better reproduction than any other 10" record available. The Athena 10" record is available in a variety of sizes and styles, and is designed to meet the needs of both the amateur and professional record producer.
In music and vending, Seeburg is the preferred name... around the world.

Sales, service, and parts available from these Seeburg Affiliates and Distributors:

Seiben, N. V.
203 Mechelesesteenweg
Antwerpen, Belgium

Seeberg Great Britain Ltd.
430 Edgware Road
London W. 2, England

Seevend Automaten Vertriebs, GmbH.
Carl-Petersen Strasse 70-76
2 Hamburg 26, Germany

Seerome S. P. A.
Viale Lombardia 72
Milan, Italy

Seerome S. P. A.
Via Gaddames 44-46
Roma, Italy

Inversiones, Samoa S.A.
Apartado 4124
Lima, Peru

A & D Chistoff O. H. G.
Stubenring 16
Vienna 1, Austria

Nordstor Oy
Sehajajarkatu 7
Helsinki, Finland

Socodimex S. A.
1, Quai de Grenelle
Paris 15, France

General Españoia de Automíticos S. A.
Calle Valderribas 73
Madrid 7, Spain

Manufacturera de Sinfonolas S. A.
Avenida Jardin 330
Mexico 15, D. F., Mexico

Jet S. A.
Rodriguez Peña 330
Buenos Aires, Argentina

Philippine Amusement Enterprises
P. O. Box 2952
Manila, Philippines

Musikvertrieb A. G.
Bädenestrasse 555
Zurich, Switzerland

Distribuidoras Unidas C. A.
Avenida Mexico No. 229
Caracas, Venezuela

Taeto Trading Co., Ltd.
Central P. O. Box 1164
Tokyo, Japan

Pan Nordic Automation
P. O. Box 18
Soro, Sweden

Refo S.A.
P. O. Box 4395
Panama, R. P.

Mr. Peter Thomas
Avenida Universitaria
San Salvador, El Salvador

Seeberg Automatic Products Pty., Ltd.
Lido House, 400 Kent Street
Sydney, Australia

Seeberg (Aust.) Pty., Ltd.
136 Nelson Street
Annandale, Sydney, Australia

Stockdales Industrial Vendors Limited
Heacham, King’s Lynn
Norfolk, England

Compania Colombiana De Discos S.A.
Apartado Aereo No. 14-28
Medellin, Colombia

Phonographic Equipment (Distributors) Ltd.
Exmoor Street, Barby Road
London W 10, England

The Seeburg Sales Corporation, 1500 N. Dayton St., Chicago, Illinois 60622. Cable address: SEEBUR CHICAGO
CHICAGO—When Delbert W. Coleman, chairman of the board of the Seeburg Corporation, struck the theme recently that “progress through innovation is the key to Seeburg” he glanced proudly toward the ultra modern, conveniently located main plant (on the Windy City’s near north side) which was completed a few years ago.

The Seeburg Corp. has resisted the trend toward industrial migration to the suburbs by erecting this 300,000 square foot addition. It is in effect the first multi-story manufacturing facility to be constructed in Chicago in some 10 years. The building consolidates manufacturing operations which previously were scattered over 700,000 square feet at eight locations in this section of the city and suburban Niles. Production includes several lines of vending machines, coin-operated phonographs and background music systems.

The primary factor which influenced the company to remain within the city limits was the “skill and spirit” of its 2,000 employees. According to company officials, the average length of service of its workers is ten years, so moving to another area would have posed a serious job training problem. A shift to the suburbs also would have meant a sizable loss in value of its relatively expensive Chicago property.

According to Coleman, the $5 million expansion move would have severely hurt the company without the “hard-headed dollars and creative advice” of Mayor Richard J. Daley’s Committee for Chicago Industrial and Cultural Development. The committee is a public-private organization that seeks to create new jobs by assisting the city’s industry. By coordinating with various city departments, the committee was able to vacate Wood Street, which ran alongside the old plant, allowing Seeburg to purchase this property to solve its building site problem.

Coleman attributes the success of Seeburg Sales Corp., successors to the original J. P. Seeburg Corporation, which was established in 1902, to the large investment of a Swedish mechanical genius, businessman, and later, a philanthropist, who came to this country at the age of 16 in 1887, and was active in the affairs of the company until his death in 1958 at the age of 87. This man was just 25 years old when he was given charge of the Youngstown, Ohio plant.

Beginning with a piano-action mechanism in its first years, Seeburg has developed and manufactured diversified products. In the 1920’s the company entered the coin-operated phonograph field, and this ultimately became its principal business for the next three decades. In the spring of 1958 Seeburg entered the fast-growing field of automatic vending by introducing an all-electric cigarette vendor—the first unit, which in four years, was to grow to the full line of automatic vending machines. The year 1958 also experienced the company name changed to Seeburg Corporation.

The swift rise in popularity and musical quality of recorded music following World War II brought Seeburg to the decision to enter this growing field, and at the same time, retire from the piano and organ business, although the firm was destined to return to this field in a big way. Accordingly, in 1927, the first Seeburg coin-operated phonograph was put on the market.

This was a non-selective instrument—the customer had no choice of records—but its obvious development possibilities led to the Seeburg "Audiphone" only one year later. This was an eight-selection unit that utilized eight individual turntables mounted on a "Ferris wheel" mechanism and rotated to give the customer his choice.

As the coin-phonograph business forged ahead during the lean years of the Thirties, the company continually sought to diversify its activities by the manufacture of "ray gun" targets, washing machine and refrigerator coin meters, and dispensing mechanisms.

The year 1958 saw the introduction of a new line of coin-operated phonographs that incorporated electrical amplification of recorded music. This line, with continuing improvements and restylings, was continued into per selection) or through an ingenious "wireless" signaling system that transmitted a patron's selections from the wall box to the phonograph by radio-frequency signals conducted over power wiring. Subsequent refinements by Seeburg eventually made possible the now-familiar three-wire cable that transmits many selections but uses only three wires.

The coming of 1941 and war saw the Seeburg organization wholly converted to the development, engineering, and production of electronic equipment for the U.S. armed forces. This total conversion to war continued to the end of World War II, and brought the company no less than three Army-Navy "E" (for excellence) Awards.

Reconversion to normal production at war's end saw coin-operated phonographs become Seeburg's principal product—but only briefly.

In 1949 the company placed a device on the market named "The Industrial and Commercial Music System," designed to supply background music in offices, stores and factories. It utilized a unique Seeburg development known as the Select-O-Matic mechanism, which for the first time anywhere made a 100-record automatic phonograph possible. This unit stored and played records in a vertical position and, in addition, could handle both ten-inch and twelve-inch 78 rpm records intermixed and play both sides to boot.

It was a major breakthrough in automatic multiple-selection playing of phonograph records, and within only nine months Seeburg engineers
SEEBURG, THE COIN COLOSSUS

‘Black lighting’, which produces a weird glowing effect, is featured on the Electra phonograph and this modified 415C cigarette vendor.

had adapted the Select-O-Matic mechanism for use in a new Seeburg coin-operated phonograph. This was the famous model M100A, the world’s first 100-selection unit. It hit the industry like a bomb upon its first introduction in December of 1948. M100A set off an immediate revolution in the music industry, which was suffering an acute depression due to over-production and declining profits. It multiplied the programming possibilities of the coin phonograph and opened the way for greatly increased operating income for the operators.

The next step was prompted by the 78 rpm records intermixed and play new microgroove 45 rpm disc—the record made from high quality unbreakable vinyl. Committed to “a policy of leadership,” Seeburg in October 1956 again startled the industry with a second model (M101B) of the Select-O-Matic coin phonograph that played only 45 rpm records. Then, one after another, there followed a series of improvements, refinements, and inventive developments for the industry.

September, 1955—Seeburg introduced high fidelity reproduction of the industry with model HP100G, a wide-range, multiple-speaker instrument with low distortion.

August, 1955—Seeburg presented the first 200-selection phonograph, with the “Format” electronic memory unit, and a dual pricing system that made it possible for music operators to obtain 15c instead of 10c for the playing of the new two-tune EF record album.

January, 1958—Seeburg introduced the 100-selection phonograph, the ideal capacity for locations.

September, 1958—Seeburg introduced for the first time in the industry a stereophonic instrument with “channel 1” and “channel 2” remote speakers, with new fidelity to play the new “stereo” records turned out by the recording industry.

It was in the spring of this same year—1958—that Seeburg made its entry, after a lapse of 22 years, into the now fast-growing field of automatic merchandising. The first machine was an all-electric cigarette vendor, forerunner of a full line of vendors to come.

With the advent of the new 33 1/3 rpm record Seeburg launched the “artist of the Week” program, permitting the music operator to feature a different artist each week in a best-selling stereo record album.

During the interim there have been numerous acquisitions of vending manufacturing and music instrument companies, and mushrooming of distribution and marketing to the international markets.

At the end of the first quarter of 1956, Seeburg’s board chairman Delbert W. Coleman announced that a high in sales and earnings had been set with sales volume of $25,032,907 compared to $20,926,824 for the comparable period the year previous. From 1959 to 1965 sales had skyrocketed from $24 million to $89 million, and 1966 started out with indications of another banner Seeburg year.

“The public may have the impression—indeed, even some persons vitally connected with the coin machine industry, may have the idea—that it is not difficult for Seeburg to have ‘a banner year’, simply because of our size,” Coleman said.

“We have the world to cover, and a world sales market is a delicate mechanism, like the highly complex electrical instruments and products we manufacture. To oversee it, to sell it and to satisfy it, we must have men and women who are not only qualified for their job, but are dedicated to it. We count ourselves mightily fortunate to have what we feel are the finest employees of any major American company. We feel, at Seeburg, that people and progress are one and the same.”

Ed Chaffey, left, maps out route for one of Seeburg’s mobile marketing vans with production v.p. Carl Carlman. Vans tour cities, show products, hear complaints, give advice.
Around the world, Seeburg is the preferred name in music and vending.

Beverage Venders. Seeburg "Marquee" and "Modular" vendors actively promote business. Attractive, modern front panels merchandise top-quality products. Seeburg's complete vending line is designed for dependable operation.

Coin Phonographs. Seeburg "Electra" is the first to use the striking effects of "black light" and to use 8 stereo speakers to deliver the American Big Sound everyone wants for listening and dancing. 160 selections. "Discotheque Jr." offers 100 selections, also delivers stereo Big Sound and uses "black light" for dramatic effect.

Income Totalizing. Exclusive Seeburg built-in totalizing systems, tamperproof, totalize all coins accepted. They provide visual and/or printed collection slips for complete audit and control. Available at no extra cost on beverage venders. Optional on other equipment.

Seeburg equipment is built, not adapted, for use anywhere in the world, for any voltage or coinage. World-wide service. Seeburg distributors provide new equipment, parts, service. Address: The Seeburg Sales Corp., Chicago 60622. Cables: SEEBUR, CHICAGO.
AMUSEMENT MACHINES  Produced July 1965—June 1966  U.S. Factories

Pingames

Bally DISCOTEK 2PL.
Bally BEAUTY BEACH
Bally TRIO 1PL
ChiCoin PAR GOLF

Bally GOLD RUSH 1PL
Bally FUN CRUISE 1PL
Bally ACES HIGH 4PL
Gottlieb BANK-A-BALL

Bally SIX STICKS 6PL
Bally WILD WHEELS 2PL
Bally BLUE RIBBON 4PL
Gottlieb 'CENTRAL PARK'

BALLY'S 50/50
Bally POLIES BEGERES
CHICAGO COIN'S 'HULA-HULA'
Gottlieb MASQUERADE 4PL
AMUSEMENT MACHINES  Produced July 1965–June 1966  U.S. Factories

Gottlieb ICE-REVUE 1PL

Gottlieb MAYFAIR 2 PL

Williams FULL HOUSE 1 PL

Williams 8-BALL 2PL

Gottlieb’s “FLIPPER POOL”

Williams POT O’ GOLD 2PL

Wms. BIG CHIEF 4PL

Wms. TEACHER’S PET 1PL

Gottlieb DODGE CITY 4PL

Wms. LUCKY STRIKE 1PL

Williams BOWL-A-STRIKE

Y-BACK SHUFFLE

PROTOCISON ASTROLITE

ELECTRIC POOL GAME

Gottlieb PARADISE 2PL

WILLIAMS ‘A-GO-GO’ 4PL

Williams TOPHAND 1PL

U.S. Bill. ELECTRO-POOL

Part III—Coin Machine & Vending Section
**AMUSEMENT MACHINES**  
Produced July 1965—June 1966  
U.S. Factories

### Shuffleboard
- American IMPERIAL

### Bowlers
- 1966 BALLY BOWLER
- ChiCoin CORVETTE Bowler
- ChiCoin GOLD STAR 6P
- United TANGO Shuffle
- United ‘MAVERICK’

### Shuffle Alleys
- ChiCoin MEDALIST
- UNITED KICK A POO
- United’s AMAZON BWLR

### Scoreboards
- NATIONAL Professional Model
- MARVEL Shuffleboard Scoreboard
- MARVEL Sidemount Scoreboard
- UNITED ‘MAVERICK’

### Novelty Games
- Midway MONSTER GUN

### Coin-operated Slot Car
- ALL-TECH ‘CHAMPION RACEWAY’
- UNITED ‘CORRAL’
- MIDWAY’s ‘MYSTERY SCORE’

Cash Box—July 2, 1966
Operator's "No. 1 Choice"
Tables by U.S. Billiards

TOPS IN QUALITY, DURABILITY AND DESIGN

All pool tables manufactured by U. S. Billiards feature genuine solid slate — with rugged "H"-Frame leg construction. Simple to set up with adjustable leg levelers. Easy maintenance too... access to runways without removing slate... adjustable bolt and t-nut cushion moulding attachment. Cabinets, legs, and rails of genuine mica maintain their beauty under the toughest conditions.

"PRO" SERIES

The finest line of coin-operated pool tables

PRO-1 (one piece slate) .... 78 x 46
PRO-2 (one piece slate) .... 86 x 50
PRO-3 (one piece slate) .... 93 x 53
PRO-4 (one piece slate) .... 103 x 58
PRO-5 (one piece slate) .... 114 x 64

U.S. CLUB POOL

WITH SPLIT BALL RETURN

(Red balls return to one player's end... white balls return to opponent's end)

Coin-Operated. Available in 55½ X 39½

U.S. BILLIARDS, Inc.
Amityville, New York
UXV BILLIARDS, Inc.
Amityville, New York

NEW!

ELECTRO-POOL

The perfect combination of electric coin-operated amusement game and pool table

Electro-Pool answers the space problem (measures only 39” x 83”) with six pocket action from one end play. It features advance scoring-pocket values, bonus scoring in center hole, and tallies the scores of two players or two teams. Electro-Pool is loaded with player appeal.

PROFESSIONAL MODELS

FOR BILLIARD LOUNGE OR HOME

4½ x 9 114” x 64”
Three piece slate
4 x 8 106” x 60”
One piece slate

Also available in these Home models:

86” x 50” 93” x 53”
One piece slate

ALBERT SIMON, INC.
507 Temple, Brooklyn, New York, N.Y. 10006 (212) 564-0906

Cash Box—July 2, 1966
Baseball Games
ChiCoin TV-BASEBALL
Midway LITTLE LEAGUE
Williams PITCH & BAT

Photo Machines
AUTO-PHOTO STUDIO
INTERNATIONAL MUTOSCOPE
Exhibit KLEER SEAL VENDER

Film Machines
URBAN Model AP-10
URBAN Model AD Panoram
URBAN Model AP-10 Console

Kiddie Rides
Hawkins TWIN QUARTERHORSE
Hawkins SAM THE CLOWN
HAWKINS JUMBO (Hawkins rides not shown)
RODEO PONY, DONNIE DUCK, LEO THE LYON, DERBY PONY JR., MUSTANG and BEN HUR CHARIOT

Metal Typer
STANDARD HARVARD
PERMA-VEND MODEL 66

Urban 3D STEREO
ALL-TECH Cow Pony
ALL-TECH Midget Racer

Cash Box—July 2, 1966
AMUSEMENT MACHINES
Produced July '65—June '66 U.S. Factories
Kiddie Rides
Ski Machine
Balloon Machine
Foosball Games

ALL-TECH
Highway Patrol

DuKane SKI 'N SKORE

Auto-test Game

INTERNATIONAL Mutoscope
BALLOON-O-MAT

GOLD STAR DIST.
Sock-a Foosball
(coin-operated)

Kiddie Ride

UNIVERSAL MFG. CORP.
The Satellite

DuKane GRAND PRIX

INTERNATIONAL Mutoscope
Plasti-Matic
Seal-In Unit

Al Fischer Co.
Flipper Ride

PHONOGRAPHS...GAMES
We make the best deals in Indiana
Exclusive Distributors for
SEEBURG-WILLIAMS-BALLY-CHICAGO COIN IMPORTERS
Big supply of Games and Music Always in Stock
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Tom Higdon
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Stan Ziegler
CALDERON DISTRIBUTING, INC.
433 N. Alabama St. Indianapolis, Ind.
Phone: (317) 634-8468
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<td>CARNIVAL SERIES</td>
<td>AMERICAN</td>
<td>Coin-Operated: 58&quot; by 39&quot;, 50&quot; by 38&quot;, 44&quot; by 78&quot;</td>
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<td>REGENT SERIES</td>
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<td>Coin-Operated: Models 101B (10½&quot;) and 92B (9½&quot;)</td>
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<td>REGULATION MODEL</td>
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set your sights higher and you’ll choose

American Shuffleboard Co.
210 Paterson Plank Road, Union City, N.J.
(201) Union 5-6033
1423 S. Western Avenue, Los Angeles, Calif.
(213) Republic 3-3724

The IMPERIAL, World Famous Shuffleboard
- Outstanding construction throughout
- Cantilevered scoreboard
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- Beautiful end lamps for illumination
- Horse Collar play control
- Tamper proof pin gate control — even when electricity is off — or exclusive Magno Play Control available.

WRITE FOR FREE COLOR BROCHURE OR SEE THEM AT YOUR DISTRIBUTOR

The CLASSIC, with cheat-proof “Feather Touch” coin mechanism, and The ELECTRA, with battery operated drop coin mechanism, are both available in three popular sizes and all new models of both tables have a conversion feature which enables the operator to change The ELECTRA to The CLASSIC or The CLASSIC to The ELECTRA by simply changing the cash box door.

- One piece customized cabinet made with genuine Formica
- Sturdier legs made with genuine Formica
- Famed American leg adjusters
- Genuine Formica top rails
- Steel corners
- Specially designed professional cushions
- Finest cured slate top
- Silent, steel wire runways
- Exclusive cue ball lock
- Deluxe accessories.
MUSTANG

The revolutionary new fiberglass cue stick with the guaranteed BRAD TIP that has brought new profits to the successful pool operator! Tough and beautiful, the MUSTANG, with its BRAD tip (Celanese plastic) one piece fiberglass shaft and maple hardwood finish has helped make it a winner on every location!

Treat yourself to a sample order! —John Bilotta —Joe Grillo —Howard Reinhart

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Model 400 (94x52)
Model 400 (105x56)

U.S. BILLIARDS

U.S. PRO Series
Pro-1 78x46
Pro-2 86x50
Pro-3 92x52
Pro-4 100x54
Pro-5 114x64

U.S. Club Pool

Professional Model®

Valley

MODELS 785, 875 and 935
Measuring 78 by 45 by 31, 88 by 50 by 31 and 93 by 53 by 31 inches

Professional Model®

ALL POOL TABLE SUPPLIES

The IMPERIAL Line

from

one of America's largest pool table supply houses catering to the coin machine industry!

• "IMPERIAL" CUE STICKS
Exclusive line of IMPORTED and DOMESTIC cues—in all lengths—48", 52", 57".
Two-piece jointed cues with plain or ultra-fancy butts also available.
These cues are sturdily constructed of the finest woods for professional play and accuracy. Available by the dozen or by the gross.

• SLATES
In ALL sizes! For tables requiring one-piece slates or three-piece slates for larger tables.

• "IMPERIAL" CLOTH
Our own exclusive line of IMPORTED QUALITY CLOTH. And available ONLY from Eastern Novelty Distributors, Inc.

Highest quality . . . rubber-backed with cotton or rayon, or unbacked. Sold by the bolt or pre-cut to any size. Variety of colors always available!

• BALLS
The finest IMPORTED Belgian balls, designed to last a lifetime. Complete sets (1-15), cut balls or odd replacements.

FULL LINE OF ACCESSORIES
Complete Catalog Available on Request

Distributor and Manufacturer Inquiries Invited!

NOVELTY DISTRIBUTORS, INC.

3726 Tonnelle Avenue
(Routes #1 and #9)
North Bergen, New Jersey
Telephone (201) Union 4-2424
Member BBA

GUARANTEED SATISFACTION

42 Part III—Coin Machine & Vending Section
The IRVING KAYE Line . . .

Looks Best . . .

Made Best . . .

DELUXE CONTINENTAL
The ultimate in professional, regulation tables.

DELUXE AMBASSADOR "66"
7 foot, 7½ foot, 8 foot and 9 foot sizes.

DELUXE ELDORADO "66"
Mark I 77 x 45
Mark II 85 x 47
Mark III 92 x 52
Mark IV 106 x 58
Mark V 114 x 64

All formica finish cabinet.

Chrome plated steel corners.

Professional molded rubber cushions.

Two die cast chrome plated scoring markers.

All slate top

A professional-type home pool table

DELUXE KLUB POOL
Regular 36x40

Jumbo 75x43

Choice of 5 handsome color combinations.

Four chrome plated scorers recessed into formica top frame.

All formica cabinets.

Nine inch chrome plated leg levelers.

363 Prospect Place Brooklyn 38, N. Y. STerling 3-1200
FISCHER ...the beautiful Tables

Research designed and styled for more playing appeal

New: streamlined mechanism drawer and ball return; combined in one compact unit. Cue ball lock-in at game's end; security control metal cash box and housing.

Cue ball return at opposite end of table. Bolt down top frame, all metal self-cleaning open center runways. Mechanism drawers keyed alike. Heavy die-cast leg levelers...

Burn-proof top rail. Finest all wool felt covering.

the EMPRESS series

The ultimate in coin-op billiards equipment. Luxuriously styled; precision crafted; designed to give years of use.

Empress 101 in. or 92 in. in walnut-grain Formica or mahogany-look vinyl clad-on.

REGENT SERIES

Compact companion to Express line. Mahogany-look vinyl clad-on finish, chrome-plated cast corner pocket fittings, patented Wedge-lock and cushion assembly. Mechanism drawer and ball return, all combined in one compact unit. Metal self-cleaning open runways; more quality features.

EXCLUSIVE FISCHER FEATURE

New, truly-balanced, smaller, precision weight cue ball. • WEDGE-LOCK and cushion assembly. Provides faster ball action, faster, easier set-up, quieter, easier cushion replacement. • 12 unit-lock clamps replace more than 50 wood screws. Wedge-lock locks, cushions top rail, playfield and frame together in a single, perfectly fitted rigid unit. • Precision ground marble playfield, guaranteed not to warp for life of table (also available, slate playfield). Pre-leveled playfield supports.

"You've tried the rest... now play the best!"

See your Distributor or write

MANUFACTURING CO., INC. TIPTON, MO.

Proven a best for over 17 years.

When you think billiards... think FISCHER—that's quality!

American Shuffleboard Sales Company

911—35th Avenue

OAKLAND, CALIFORNIA

American Shuffleboard Sales Company

1519 East Thirty-First Street

DAYTON, OHIO

American Shuffleboard Sales Company

3144 Elliott Avenue

SEATTLE, WASHINGTON

American Shuffleboard Sales Company

254 W. Gray Street

HOUSTON, TEXAS

Automatic Vending Exchange

715 California Ave.

Wahiawa, Oahu, Hawaii 96786

Belliotti Music Company

501 Bond Street

Coalgate, Oklahoma

Betson Enterprises

700 Third Street

North Bergen, New Jersey

Border Sunshine Novelty Company

2919 Fourth Street North West

Albuquerque, New Mexico

Brandt Dist. Co.

1809 Olive

St. Louis, Mo.

Central Dist. Co.

2215 Olives

St. Louis, Mo.

Cleveland Coin Machine Exchange Inc.

2029 Prospect Avenue

Cleveland, Ohio

Commercial Music Company, Inc.

1500 Edward Street

Dallas, Texas

Culp Dist. Co.

614 West Grand

Okahoma City, Oklahoma

Eastern Distributors Incorporated

1812 Worcester Avenue

Baltimore, Maryland

Jack Zier Sales

690 Stick Street

FORT WAYNE, Indiana

Empire Distributors, Inc.

1012 Milwakee Avenue

Chicago, Illinois

Fab Dist. Co., Inc.

3927 Noye Blvd.

PERRACOLA, Fla.

Fairlane Sales

48 Baldwin Terrace

Wayne, New Jersey

Franco Distributing Company

24 North Perry Street

Montgomery, Alabama

Games Sales Company

203 South Canal

Memphis, Tennessee

Gilchrist Vending Limited

5796 Ferrier Street

Montreal, Quebec, Canada

Gilchrist Vending Ltd.

76 Danforth Ave.

Toronto 15, Ontario, Canada

Gilchrist Vending Ltd.

2069 West Fourth Avenue

Vancouver, B.C., Canada

R. C. Gilchrist (Vancouver) Limited

7221-104th Street

Edmonton, Alberta, Canada

Gilchrist Vending Limited

260 Princess Street

Winnipeg 2, Manitoba, Canada

Gilchrist Vending Ltd.

Regina, Saskatchewan, Canada

Godwin Dist. Co.

2116 W. 56th St.

North Little Rock, Ark.

Hermitage Music Company

469 Chestnut Street

Nashville, 16, Tennessee

E. M. House Sales

105 E. Chestnut

Syracuse, New York

R. F. Jones Co.

2890 West Ninth Avenue

Denver, Colorado

R. F. Jones Co.

375 Second South

Salt Lake City, Utah

Klopp Novelty Company

315 North Ninth Street

Reading, Pennsylvania

Continued on next page)
### U.S. AMUSEMENT MACHINE MANUFACTURERS

**TYPE OF EQUIPMENT PRODUCED AND THEIR DISTRIBUTORS**

<table>
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<th>Company</th>
<th>Type of Equipment Produced and Their Distributors</th>
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</thead>
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<tr>
<td>LeSTOURGEON DISTRIBUTING COMPANY</td>
<td>2200 E. Broadway, TAMPA, FLORIDA</td>
</tr>
<tr>
<td>SOUTHERN MUSIC CO.</td>
<td>3438 Leeland St., HOUSTON, TEXAS</td>
</tr>
<tr>
<td>STATE MUSIC CO.</td>
<td>50 Rio Grande Blvd., DENVER 23, Colo.</td>
</tr>
<tr>
<td>STRUVE DIST. CO.</td>
<td>962 Folsom Avenue, SALT LAKE CITY, UTAH</td>
</tr>
<tr>
<td>SOUTHERN MUSIC CO.</td>
<td>700 N.W. 4th Street, OCKLAHOMA CITY, OKLA.</td>
</tr>
</tbody>
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**MIDWAY'S Premier SHUFFLE ALLEY**

*THESE PICTURES SPEAK A THOUSAND WORDS*
FEATURES:

- 5 month field testing
- 10 cents play - one minute
- Sealed counter
- Standard slat-track car
- Solid state electronics
- Plug-in assemblies

- Complete rear panel removable for access
- Standard 110v, system
- Wood-grain finished sides
- Coin acceptors unit - separately keyed
- Rugged, tamper-proof construction

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SUTERLAND DIST. CO.
2710 McCarthey Ave.
KANSAS CITY, MISSOURI

SUTERLAND DIST. CO.
226 S. Flores
SAN ANTONIO, TEXAS

SUTERLAND DIST.
1343 S. Staples
CORPUS CHRISTI, TEXAS

TRI STATE AMUSEMENT CO.
Ballford Street
MANCHESTER, N. H.

TULSA, ANOTOMATIC MUSIC CO.
78 W. 5th Street
TULSA, OKLAHOMA

WALLACE DIST. CO.
P.O. Box 76
205 N.E. 1st Avenue
MINERAL WELLS, TEXAS

WALLACE DIST.
601 Broadway
LUBBOCK, TEXAS

WURLITZER DIST.
622 Baronne St.
NEW ORLEANS, LA.

COLOR-SONICS
COLOR-SONICS, INC.
122 East 42nd St.
NEW YORK CITY
(Film Juke Box)

DALE
DALE ENGINEERING CORP.
6744 Orange Ave.
LONG BEACH, CALIF.
(Golf games)
(Write For Distributor Information)

DUFFY
DUFFY PLAYER PIANOS
468 Broard Ave.
PALSADEN PARK, N.J.
(Coin-operated player pianos)

DUNCAN
DUNCAN SALES CORP.
737 Compass Ave.
CLEVELAND, O.R.
(License of Th. Bergmann Novelty Machines)

DUKANE
GAMES DIVISION DUKANE CORP.
ST. CHARLES, ILLINOIS
(Ski Game, Raceway Game, Embossed Name Vendor)
(Write For Distributor Information)

EXHIBIT
EXHIBIT SUPPLY CO.
4218-30 W. Lake St.
CHICAGO, ILL.
(Photo Card Vendor)
(Write For Distributor Information)

AL FISCHER
AL FISCHER & CO.
37 Lafayette Ave.
FORT THOMAS, KY.
(Riddle rides)

FISCHER
FISCHER SALES COIN DIVISION
TIPTON, MISSOURI
(Coin-Operated Pool Tables, Home Tables)
(Write For Distributor Information)

FRANTZ
J. F. FRANTZ MFG. CO.
1940 W. Lake St.
CHICAGO, ILL.
(Coin Games)
(Distributor List Available Upon Request)

REDD DIST.
COMPANY
80 Coolidge Hill Road
Watertown, Mass.

Your ticket for the most complete 1-Stop music, games & vending service in New England
Si Redd • Bob Jones
Redd Distributing Co.

COLOR-SONICS
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122 East 42nd St.
NEW YORK CITY

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DALE ENGINEERING CORP.
6744 Orange Ave.
LONG BEACH, CALIF.

DUFFY
DUFFY PLAYER PIANOS
468 Broard Ave.
PALSADEN PARK, N.J.

DUNCAN
DUNCAN SALES CORP.
737 Compass Ave.
CLEVELAND, O.R.

DUKANE
GAMES DIVISION DUKANE CORP.
ST. CHARLES, ILLINOIS

EXHIBIT
EXHIBIT SUPPLY CO.
4218-30 W. Lake St.

AL FISCHER
AL FISCHER & CO.
37 Lafayette Ave.

FISCHER
FISCHER SALES COIN DIVISION

FRANTZ
J. F. FRANTZ MFG. CO.
1940 W. Lake St.

REDD
COMPANY
80 Coolidge Hill Road

Your ticket for the most complete 1-Stop music, games & vending service in New England
Si Redd • Bob Jones
Redd Distributing Co.
GOLD STAR
GOLD STAR DIST. LTD.
3025 S.E. POWELL BLVD.
PORTLAND, OREGON 97206
(Arcade Type Equipment)

GOTTLIEB
D. GOTTLIEB & CO.
1140-50 N. Keating Ave.
CHICAGO, ILL.
(Pin Gems)

(Distributors)
ACTIVE AMUSEMENT MACHINES CO.
666 W. Broad St.
PHILADELPHIA, PA.
ADVANCE AUTOMATIC SALES CO.
245 West Pico Boulevard
LOS ANGELES, CALIFORNIA
ADVANCE AUTOMATIC SALES CO.
2500 North Cicero
CHICAGO, ILL.

MILWAUKEE, WISCONSIN

ROYAL DISTRIBUTING COMPANY
1115 North High Street
COLUMBUS, OHIO
ROYAL DIST. CO.
1230 Glendale-Milford Rd.
CINCINNATI, OHIO
SANDERS DIST. CO.
612-6th Ave, So.
NASHVILLE, TENN.
SEABOARD, N. Y. CORPORATION
171 Park Avenue
EAST HARTRIGHT, CONN.
STATE MUSIC DISTRIBUTORS
5100 Main Street
DALLAS, TEXAS
STATE MUSIC DISTRIBUTORS
3435 Lenox
ATLANTA, GEORGIA

KANSAS CITY, MO.

CLEVELAND COIN MACHINE EXCH.
2029 Prospect Ave.
CLEVELAND, O.

CILF DIST. CO.
614 W. Shiawassee
LANSING, MICH.

OREGON CITY, OREGON

PORTLAND, OREGON

Elliott Ave., West
SEATTLE, WASHINGTON

RSH Ravel Distributing Co.
1160 E. 7th Ave.
PORTLAND, OREGON

MUSC VEND DIST. CO.
100 Elliott Ave., West
SEATTLE, WASHINGTON

MUSC VEND DISTRIBUTING CO.
3041 North California Ave., Chicago, Illinois 60618
Cash Address: WILCOIN, CHICAGO

DISTRIBUTORS FOR
WILLIAMS • BALLY • CHICAGO COIN
ATLAS MUSIC CO.
2231 Fifth Ave.
Pittsburgh, Pennsylvania

Tel. 471-1704

30 years
of honest, dependable service to the coin machine trade...

...and through the years with

the industry's finest name!

DISTRIBUTORS FOR
WILLIAMS • BALLY • CHICAGO COIN

ATLAS MUSIC CO.
2231 Fifth Ave.
Pittsburgh, Pennsylvania

Tel. 471-1704

profits a-go-go...with

Williams

a-go-go

4 PLAYER
FLIPPER GAME
FEATURING NEW
CAPTIVE BALL SPINNER UNIT

SCORING VALUES
1. EXTRA BALL PLUS 200
2. COLLECT BONUS (100 UP TO 1900)
3. 500 POINTS OR 50 POINTS

HIGH SCORE SKILL LANE
(UP TO TOP OF PLAYFIELD). 4 HIGH POWERED FLIPPERS.
WIDE OPEN ACTION PACKED PLAYFIELD.

- STANDARD 3 WAY MULTIPLE CHUTE
- NUMBER MATCH
- 3 OR 5 BALL PLAY
- STAINLESS STEEL MOULDS & TRIM
- AUTOMATIC BALL LIFT

WILLIAMS 1966 Parts catalog now available

Cash Box—July 2, 1966

Part III—Coin Machine & Vending Section 47
OPERATORS WIN EVERY TIME
WHEN THEY OPERATE GAMES BY
Williams-United
The World's First Name In: SHUFFLE ALLEYS
PIN GAMES • BOWLERS • NOVELTIES

Ride the Williams-United Winners from the house of today's greatest coin-operated equipment

NOW DISTRIBUTING
UNITED'S EXCITING NEW
BLAZER
PUCK SHUFFLE ALLEY

UNITED EAST COAST CORP.
583 TENTH AVENUE
NEW YORK, N. Y. • PE 6-6680

Cash Box—July 2, 1966
Part III—Coin Machine & Vending Section 49
U.S. Distributors and Jobbers LISTED BY STATES

ALABAMA
N. Birmingham
Birmingham
Birmingham Vending Co., 540 2nd Ave., N.
Jefferson Music Co., 19th & 7th
Southern Amusement Dist., 3066 6th Ave. S.
Montgomery
France Distribution Co., P.O. Box 927 or 24 N. Perry St.

ARKANSAS
Fayetteville
Tri-State Sales Co., 315 Rollston St.
Little Rock
Arkansas Distributing Co., 316 W. 2nd St.

CALIFORNIA
Los Angeles
Aero Music & Vending, Inc., 2251 West Pico Blvd.
Radger Sales Co., Inc., 2251 W. Pico Blvd.
Circle International, 2401 S. Hill St.
Irving Bromberg Co., 2815 W. 3rd St.

COLORADO
Denver
B. R. Jones Co., 2380 W. 9th Ave.
Midwest Music Co., 3560 Mariposa St.
Modern Dist. Co., 3222 Tejon St.
Mountain Distributors Co., 3810 Downey St.

CONNECTICUT
Hartford
General Amusement Game Co., 187 Park St.
East Hartford
Atlantic New York Corp., 171 Park Ave.
Runyon Sales Co., 306 Tolland St.

FLORIDA
Jacksonville
Bush International, 60 Riverside Ave.
S. L. London Distributing Co. of Jacksonville, 90 Riverside Ave.

GEORGIA
Atlanta
Friedman Amusement Co., 1235 Techwood Ave., N.E.
G. K. Gabrielson & Co., Inc., 724 Memorial Dr. S.E.
Greater Southern Dist. Co., 321 Edgewood Ave., N.E.
National Uni-Pak, 564 Armour Circle Peach State Music Co., 1040 Blvd. S.E.
Robinson Dist. Co., 321 Edgewood Ave. S.E.
Sports Specialty Co., 845 N. Highland Ave. N.E.
Variety Dist., 565 Grant St. S.E.

HAWAII
Honolulu
Chilens International, 849 Halekauwila St.
Hawaiian Amusement Ltd., 2248 S. King St.
National Amuse., 301-A Wai'alae Ave.
Playland Coin Machine Co., 229 S. Hotel St.
Service Games, Inc., 210 Makaawea St.
Wahiawa, Ohu

IDAHO
Pocatello
Dan The Music Man, 1229 N. Main St.

ILLINOIS
Belleville
Taylor Sales Co., 120 & 325 West Main St.
Chicago
Atlas Music Co., 2122 N. Western Ave.
Globe Dist. Co., 2330 N. Western Ave.
King & Co., 2700 Lake Shore Ave.
Merit Industries, 7312 So. Halsted St.
National Coin Machine Exch., 1411-15 Diversey Boulevard
Purveyor Shuffleboard Co., 4522 N. Western Ave.
Seeburg International, 1500 N. Dayton St.

INDIANA
Indianapolis
Fuller-Trading Co., Inc., 4616 N. Delaware St.

IOWA
Des Moines
Bush International, 60 Riverside Ave.

KANSAS
Emporia

MASSACHUSETTS
Boston

MICHIGAN
Detroit

MINNESOTA
Minneapolis

MISSOURI
St. Louis

MISSISSIPPI
Jackson

MONTANA
Butte

NEVADA
Las Vegas

NEW JERSEY
Jersey City

NEW MEXICO
Albuquerque

NEW YORK
Albany

OHIO
Cincinnati

OKLAHOMA
Tulsa

OREGON
Portland

PENNSYLVANIA
Philadelphia

RHODE ISLAND
Providence

SOUTH CAROLINA
Columbia

SOUTH DAKOTA
Yankton

TENNESSEE
Nashville

TENNESSEE
Memphis

TEXAS
Dallas

UTAH
Salt Lake City

VERMONT
Montpelier

WASHINGTON
Seattle

WEST VIRGINIA
Wheeling

WISCONSIN
Milwaukee

WYOMING
Cheyenne

MUSICAL DISTRIBUTORS CORP. (FASTEST GROWING DISTRIBUTOR IN THE EAST)
Complete 1-Stop Shopping For NEW AND USED EQUIPMENT

FRANCHISED FACTORY DISTRIBUTORS FOR

WURLITZER

CHICAGO COIN

MUSICAL DIST. CORP.

841 10th Ave.  •  N.Y., N.Y. 11407
217 25th Rd.  •  Brooklyn, N.Y. 11270

Cash Box—July 2, 1966

50 Part III—Coin Machine and Vending Section
U.S. Distributors and Jobbers

LISTED BY STATES

INDIANA
Evansville
Automatic Amusement Co., 1000 Pennsylvania St.
Carl J. Speck Co., P. O. Box 5133
S & S Dist. Co., 1000 Pennsylvania St.
Fort Wayne
Antoine & Rechtle, 2101 Weisser Park
Indianapolis
Associated Dist. Inc., 210 S. Meridian St.
Calderon Dist. Inc., 423 N. Alabama St.
Fountain Sq. Music, 1117 Prospect
J. & J. Dist., Inc., 1661 W. 16th St.
Siler Sales Co., 5655 Cooper Rd.
Southern Automatic Music Co. of Indiana, Box 422

IOWA
Ankeny
Lamberti Music Co., 605 Walnut St.
Des Moines
Philip Moses & Co., 1420 Locust St.
Superior Sales Co., 1337 2nd Ave.
Dubuque
Dubuque Coin Machine Co., 1456 O’Hagen St.

KANSAS
Manhattan
Bird Music Co., Inc., Box 290
Wichita
Southernland Dist. Co. of Wichita, 1135 Washington St.
United Dist. Inc., 902 W. Second St.

KENTUCKY
Covington
Donaldson Distributing Co., 329 W. 9th St.
Louisville
B. B. Novelty Co. Inc., 715 W. Main St.
Co-operative Dist. Co., 221 E. Market St.
Southern Automatic Music Co., 735 S. 8th St.
S. L. Stiebel Co. Inc., 635 W. Main St.

LOUISIANA
New Orleans
A. M. Amusement Co., 1025 Baronne St.
C. & M. Specialty Co., 832 Camp St.
Coin Mart, 1055 Baronne St.
Crown Novelty Co. Inc., 1065 Baronne St.
The Double A Amuse. Co., 341 N. Galvez St.
General Dist. Co., 1600 Orleans Ave.
Nastasi Distributing Co., 826 Baronne St.
New Orleans Novelty Co., 1055 Dryades St.
Operators Sales, Inc., 4122 Washington Ave.
J. H. Peres Dist. Co., 922 Poydras St.
Space Dist. Co. Inc., 712 Clairborne Dr.
The Wurltitzer Co., 832 Baronne St.
Sheveport

MARYLAND
Baltimore
A. & A. Coin Machine Co., 715 Ensor St.
Eastern Dist., 1812 Worcester St.
General Vending Sales Corp., 235-245 W. Biddle St.
Mar-Matic Sales Co., 1140 E. Coldsping Lane

MASSACHUSETTS
Boston
Music & Vending Corp., 86 Brookline Ave.
Strauss Vending Machine Co., 1672 Washington St.
Trumpton Automatic Sales Co., 40 Waltham St.
Brighton
W. S. Dist. Inc., 126 Lincoln St.
Brookline
Ben D. Palmstrant, 132 Beaconfield Rd.
Watertown
Red Dist. Co., 80 Coolidge Hill Rd.

MICHIGAN
Buchanan
Fabiano Amuse. Co., 109 Liberty Ave., F.O. Box 189
Deerborn
Martin and Snyder Co., 13270 W. Warren
Detroit

Empire C. M. Co., 7743 Puritan Ave.
Henry C. Lemke, 1847 E. Grand Blvd.
Miller-Newmark Dist. Co., 5743 Grand River
Music Systems, Inc., 14651 Livernois
Shaffer Music Co., 300 E. Milwaukee
Grand Rapids
E. & R. Sales Co., 1732 Monroe, N.W.
Empire Coin Machine Exchange, 1925 South Div. St.
Miller-Newmark Dist. Co., 3767 East 24th St. S.E.
Kalamazoo
Kala Coin Amusement Co. 826 Mill St.
Lansing
Music Systems, Inc., 812 Hamilton
Menominee
Empire Coin Machine Exc., 102-20th Ave.
Pentia
cFusile Entertainers, Inc., 1782 Pontiac Dr.
St. Ignace
Henry Nelson, St. Ignace, Mich.

MINNESOTA
Duluth
Twin Ports Sales Co., 226 Lake Ave., S.
Faribault
Gopher Sales Co., 601-603 Central Ave.
Minneapolis
Brown Brothers, 7000 Wayzata Blvd.
Lieberman Music Co., 257 Plymouth Ave., N.
Sandstrom Dist., 236 Jirard Ave. N.
Gerald Sheafar, 4500 Oak Drive
Hellinger Bros., Inc., 7600 Wayzata Blvd.
St. Paul
Automatic Games Supply Co., 193 University Ave.
K. C. Sales and Service, 1926 University Ave.

60’s PHOTOMATIC
The World’s most outstanding photo machine!
The only coin-operated photo machine producing a
natural, pure black and white photograph.

- Beautiful, modern appearance attracts
  more people.
- Better, truer, pure black and white
  photo increases repeat business.
- Simplified mechanism, ease of service,
  longer life, chemicals, boost profits.
- 4 large 1½” x 2” pictures on horizontal strip for
  natural viewing.

INTERNATIONAL MUTOSCOPE CORP.
11-12 44th Ave., Long Island City, New York
(212) ST 4-3800

PLASTI-MATIC
The leader in the laminating field! A well
designed low-cost machine. Thousands in con-
tinued, profitable use in all types of locations.

- Sturdy 18 gauge steel construction.
- New “Swing-away” hinged door.
- Double safety lock.
- Completely enclosed pyramid type base in smart
  Hammertone blue finish.
- Locked cash box.
- Chrome Steel Safety Trimmer.
- Waste receptacle.
- “Machine empty” locking feature.

Fits anywhere . . . in every type of location. Requires just
17 by 17 inches of floor space. Height (overall) 40”.
Also available, a compact PLASTI-MATIC Do-It-Yourself Plastic
Laminator which can be mounted on a rack, wall or set on
a countertop. (10” W x 16” H x 9” D)

Cash Box—July 2, 1966

Part III—Coin Machine & Vending Section 51
The Pool Table With... "THE VELVET TOUCH"

"The Operator's choice
...and the Location's Pride"

- GENUINE CURED SLATE ONLY
- LARGE CASH COMPARTMENT
- EXTRA QUIET RETURN TRAY
- BOLTED CUSHION MOULDBINGS WITHOUT REMOVING SLATE
- LARGE LEG LEVELER
- DECORATIVE PROTECTIVE MOULDBINGS ON LEGS
- HIGH PRESSURE LAMINATE CABINETS
- STURDY DESIGN METAL CORNER POSTS
- EXTRA LARGE BALL RETURN TRAY
- CUE BALL RETURN SHOOTERS END
- FIFTEENTH BALL CUE BALL LOCK
- VELVET TOUCH, 100% CHEAT PROOF MECHANISM
- EXTRA EASY ACCESS CUE HUTE
- ACCESS TO ALL RUNWAYS POSSIBLE
- ELIMINATION OF SHIMS UNDER SLATE WITH UNITED SLATE MACHINES
- 100% LINT DUST AND DIRT FREE
- RUNWAYS
- LIFETIME ONE LOCK, FOR SERVICE DOOR
- JIMMY PROOF ALL STEEL CASH DOOR
- TAMPER PROOF METER, STANDARD EQUIPPED
- OVERALL STYLE CLASSICALLY DESIGNED FOR FUNCTIONAL OPERATION

★ PROTECT YOUR COLLECTIONS 100% — UNITED TAMPER PROOF MONEY COUNTER

UNITED BILLIARDS INC.

9-17 Loretto St. • Newark, N.J.
Phone (Area Code 201) 923-9797

NOW AVAILABLE

Model 300 ... (78 X 46)
Model 300 ... (93 X 53)
Model 400 ... (103 X 58)

COMING SOON

Model 200 ... (88 X 51)
Model 500 ... (114 X 64)

U.S. Distributors and Jobbers

LISTED BY STATES

Mayflower Dist. Co., 2227 University Ave.
Midway Novelty Sales Co., 777 University Ave.
Paster Dist. Co., 2227 University Ave.

MISSISSIPPI

Biloxi
United Novelty Co., Inc., Box 129
Greenwood
Leprechaun Sales Co., 712 George St.
Jackson
Capri Music Co., 135 E. Amsie St.
United Dixie Co., Inc., 106 Minerva St.

MISSOURI

Joplin
Sutherland Dist. Co. of Joplin, 501 Wall St.
Kansas City
Advance Music Co., 1006 Grand Ave.
B&G Amusement Co., 3113 Gillham Rd.
Mid-West Dist., 700 Livnwood Blvd.
Sutherland Dist. Co., 2170 McGee Trafficway
Uni-Con Dist. Co., 3410 Main St.
W. B. Music Inc., 2000 Main St.
Leban
NBC Distributing Co., 780 Lemay
Jerry Rd.
St. Louis
Advance Distributing Co., 4710 Delmar Blvd.
Arrow Nov. Co., Inc., 2852 Sidney St.
Central Dist. Co., 3215 Olive St.
Ideal Novelty Co., 3823 Locust St.
L & R Dist. Inc., 1901 Delmar
McCall Novelty Co., 2315 Olive St.
J. S. Morris & Sons Novelty Co., 4722 Delmar
Morris Novelty Co., 3007 Olive St.
Musical Sales Co. Inc., 2920-2922 Locust St.
Reel Dist. Co., 4910 National Bridge
Sunrise Beach
BC Amusement Co., Box 248 A

MONTANA

Billings
Direct Sales Co., 2513 Montana Ave.
Butte
H. B. Brinck, 825-827 E. Front St.
Havre
Pete L. Weir Co., P.O. Box 927
Missoula
Greg's Vending, 456 Strand

NEBRASKA

Omaha
Central Dist., 1209 Douglas St.
Lieberman Music Co., P.O. Box 3242
Phillip Moss & Co., 309 North 16 St.
United Products, 201 So. 15th St.

NEW HAMPSHIRE

Manchester
Tri-State Amusement Co., Bedford St.

NEW JERSEY

Belleville
Sun-Glo Dist.
113 Heckel Street
Elizabeth
Atlantic N.J. Corp., 730 Division St.
Newark
Irving Morris, Inc., 145 Frelinghuysen Ave.
R & Y, 604 Broadway
No. Bergen
Betson Enterprises, 3726 Tonnelle Ave.
Eastern Novelty Distributors, 3726 Tonnelle Ave.
Springfield
Ruyton Sales Company, U.S. Route 22
& Fadam Road
Union City
American Shuffleboard Co. Inc., 310 Patterson plank Rd.

NEW MEXICO

Albuquerque
Border-Sunshine Nov. Co., 2194 4th St.
N. W.
Las Cruces
Consolidated Music Co., 1062 N. 7th St.
Roswell
Ginsberg Music Co., 205 No. Main St.

NEW YORK

Albany
Bilotta Enterprises, 1226 Broadway
Davis Dist. Co., 1056 Broadway
Universal Vendors, 788 Broadway
Binghamton
Binghamton Amusement Co. Inc., 4 Florence St.
Brooklyn
American Vending Co., 2084 Coney Island Ave.
Herman Dist. Co. Inc., 1505 Coney Island Ave.
Musical Distributors Corporation, 3714 Beverley Road
Buffalo
Clare Enterprises, Inc., 1499 Main St.
Davis Dist. Corp., 1251 Main St.
Sheldon Sales, Dist. Corp., 881 Main St.

Stewart-Milford, 777 Main St.
Superior Distributing, 1350 Clinton St.
Elmira
Joy Automatic, 106 E. Church St.
Glasso
Greco Bros., Main St. Box G
Great Neck
L.L. National Sales, 243 N. Blvd.
Hudson Falls
Henry C. Knaublauch & Sons, 7 Broad St.
Lake Winnaca
Ace-Br Dist. Co., 1256 Electric Ave.
Newark
Bilotta Enterprises, 224 N. Main St.
New York
Atlantic New York Corp., 843 Tenth Ave.
R. H. Belam, 51 Madison Avenue
Leonard Hales Co., Inc., 35 Mercer St.
Lipsky Dist. Corp., 607 Tenth Ave.
Mike Munves Corp., 577 Tenth Ave.
Musical Distributors Corp., 841 Tenth Ave.
One-Stop Coin, 646 Tenth Ave.
Ruyton Sales Co., 593 Tenth Ave.
Seaboard New York Corp., 843-849 Tenth Ave.
Albert Simon, Inc., 587 Tenth Ave.
United East Coast Corp., 583 10th Ave.
West Side Coin Machine Corp., 636 Tenth Avenue

Cash Box — July 2, 1966

Part III — Coin Machine & Vending Section
U.S. Distributors & Jobbers
— LISTED BY STATES —

NORTH CAROLINA
Charlotte Brady Dist. Co., 1900 W. Moorehead
LeStourgeon Dist. Co. Inc., 2829 South Blvd. P.O. Box 641
Roanoke-Vending, Franklin 7-3161
The Seeburg Dist. Co., 801 S. Cedar St.
Southeastern Vending Distributing, Inc., 801 S. Cedar St.
Greensboro
National Products Corp., 2416 1/2 High Point Rd.
Raleigh
Bishop Music Co. P.O. Box 2168
Pierce Music Co., 415 East Martin
Southern Vend. Dist. Inc., 1010 S. Saunders St.
Roanoke
Trent Bros. Music Co., 708 N. Scales St.

NORTH DAKOTA
Bismarck
Dakota Music Corp., 912 Arthur Dr.

OHIO
Byesville Vernon Yontz Sales Co., 140 Second
Canton
Shaffer Automatic No. 239—30th St., N.W.
Cincinnati
Bignor Music Inc., 2245 Quebec Rd.
Royal Dist. Inc., 1510 Glendale-Melford Rd.
Shaffer Music Co., 1889 Central Parkway
Cleveland
Cleveland Coin Machine Exch., 2029 Prospect Ave.
Lake City Amusement Co., 4531-4533 Payne Ave.
Martin & Snyder, 1591 W. 1644th St.
Shaffer Music Co., 849 N. High St.
Medina
Reinhardt Co., 734 E. Smith Rd.
Toledo
Cleveland Coin Exch., 1827 Adams St.
Toledo Coin Machine Exch., 814 Summit St.
Youngstown
J. & M. Novelty Co., 555 Mahoning Ave.

OKLAHOMA
Columbia
Atkins Music Co., 233 S. W. 20th St.
Automatic Music Dist. 900 N. Western Ave.
Boyle Amusement Co., 522 N.W. Third St.
Rice Music Co., 611 N. Hudson
Sutherland Dist., 709 N.W. 4th St.
Tulsa
Carneal Music Co., 729 W. S. St.
H. W. Dolph Dist., 2229 E. 6th St.
Tulsa Automatic Music Co., 729 Fifth St.

OREGON
Portland
Portland Dist. Co., 1003 S.W. Front Ave.
Northwest Sales Co. of Oregon, 1040 S.W. 2nd Ave.
Western Dist., 1226 S.W. 16 Ave.

PENNSYLVANIA
Erie
Mickey Anderson, 314 E. 11th St.
Cash Box—July 2, 1966

Harrisburg
Moosic
Sterling Service, Rocky Glen Park
Philadelphia
Active Amusement Machine Co., 666 N. Broad St.
American Shuffleboard Sales Co., 1511-13 Spring Garden Ave.
Banner Specialty Co., 1641 N. Broad St.
Block Marble Co., 2929 W. Cheltenham Ave.
Central Vend. Mach. Ser. Co. 6011 Baltimore
Eastern Music Systems Corp., 334 N. Broad St.
General Coin Machine Co., 929 Spring Garden St.
International Amusement Co., 3810 Dr. Lehigh Special Co., 826 N. Broad St.
Model Vending, 4836 No. Front St.
Rake Coin Machine Exch., 606 Spring Garden St.
David Rosen, Inc., 855 N. Broad St.
Scott-Crosse Co., 1732-42 Fairmount Ave.
S & A Dist., Co., 3608 Powellton Ave.
Stepps’ Sam Co., 1439 High St.
Vend Sales Co., 2126 Market St.
Pittsburgh
Atlas Music Co., 2251 Fifth Ave.
Banner Specialty Co., 1508 Fifth Ave.
B. D. Lazar Co., 1635 Fifth Ave.
Oak Sales Co., 2033 Fifth Ave.
Pittsburgh Coin Machine Exch., 2203 Fifth Ave.
Car, Inc., 7312-14 Hamilton Ave.
Klepp Novelty Co., 312 No. 9th St.
Scranton
Active Amuse. Machines Co., 1101 Pittston Ave.
Leonard’s Novelty Co., 1317 Prospect Ave.
Wilkes-Barre
Both Novelty Co., 54 N. Pennsylvania Ave.
Williamsport
Williamsport Electronics and Telecommunications, 223-35 3rd St.
York
Crose Dunham Co., 350 Greendale Rd.

SOUTH CAROLINA
Columbia
G. K. Gabrielson & Co., 2608 Main St.
Peach State Music Co., 729 Lady St.
Western Vend. Dist. Corp., 1506 Taylor St.

SOUTH DAKOTA
Pierre
Gordon Stout, Co., Box 4

TENNESSEE
Chattanooga
Chattanooga C. M. Co., 1820 Rossville Ave.
Dixie Amusement Co., 912 Houston St.
Shaver Amusement Co., 11 West Main St.
Knoxville
Central C.M. Exchange, 2422 North Central

Memphis
Game Sales Co. Inc., 262 South Camilla
S. & M. Sales Co. Inc., 1074 Union Ave.
Sammons-Pennington Co., 1049 Union Ave.
Southern Amusement Dist., 628 Madison Ave.
Williams Dist. Co., 1117 Union Ave.
Nashville
Hermitage Music Co., 469 Chestnut Parker Dist. Co., Box 1281

Imperial automatic professional shoeshine machine

Imperial puts a high gloss on profits with 22¢ profit on every 25¢ shine

The U.S. Dept. of Labor reports that child boot/locks working part time earn a median of $847 a year, fulltime shine boys earn more. IMPERIAL CAN OUTF-LIGHT THEM BOTH! The machine works 24 hours a day, holidays included. You can recapture your investment in less than a year, because only IMPERIAL duplicates shoeine boy quality at less than the boy’s price.

IMPERIAL uses REAL Enquire Shoe Wax, yet cost of material is less than 10% of sale at the recommended price of 25¢ a shine. By comparison, high-tax veriblexials, such as cigarettes, cost 35% to 50% of sales.

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Part III—Coin Machine & Vending Section 53
WEST VIRGINIA

Charleston
Cruse Dist. Co., Inc., 1101 W. Washington
Roanoke Vending Ex. Inc., 625 Ohio St.
Fairmont
Mid-State Dist., 1900 Locust Ave.
Martinsburg
Oak Hill
Allied Sales, Inc., 228-230 Market St.
Wheeling
Allen Sales, Inc., 228-230 Market St.
Wheeling Coin Machine Exch., 2829 Loft St.

WISCONSIN

Beloit
Dan Savage Nov. Co., 628 Third St.
Green Bay
Bookmeier Sales, Co., 140 N. Chestnut St.
Fond du Lac
Feel Coin Mach. Exch., 245 Summit St.
Forst Dist. Co., 201 So. B'way
H & L Sales Co., 1377 Velp Ave.
Union Sales Co., 409 N. Adams St.
Lake Geneva
H & M Sales Co., Box 414
Milwaukee
Badger Novelty Co., 2546 N. 30 St.
General Novelty Co., 519 N. 16th St.
Hastings Dist. Co., 6100 W. Blue-mound Rd.
Mitchell Novelty Co., 3506 W. National Ave.

PAPER DISTRIB. CO. 3126 20th Ave. Picture-SLIDE & PRINTING DIV.

Iowa

All-Tech, Inc., 1874 S. 5th St.
Chicago
Mid-State Dist., 1900 Locust Ave.
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CASH BOX—July 2, 1966
The Wurlitzer Story: 300 Years of Music

From Lutes to Jukes; European Tradition and American Initiative

The birth of Nicholas Wurlitzer on December 1, 1659, at the village of Schilbach, Saxony, continued a family tradition and began another.

Like most children in the rural Germany of that time who were not born to the plow, Nicholas was expected to become a craftsman, as was his father, and a member in good standing of the local trade guild.

Master Wurlitzer was apprenticed, by custom, to a village professional, and when he began on his own, turned to the making of lutes. The distance between a lute and a jukebox, across four centuries, includes a story of industry, immigration, wars and disasters; the yearly sales of a Nicholas' lutes and the Wurlitzer Company's catalogue of instruments and military family. Things were looking prosperous and happy when a legendary cow kicked over a kerosene lamp and destroyed the city of Chicago, including the Wurlitzer store.

Recouping his losses, Rudolph took his younger brother Anton into the firm. In 1880 the first piano to bear the name "Wurlitzer" was made in the Cincinnati factory; in 1885, Parney H. Wurlitzer, the present Chairman of the board, was born; Howard, the eldest son, came into the business in 1890. In 1899 the firm incorporated as the Rudolph Wurlitzer Company, under an Ohio charter, with an authorized capitalization of $250,000.

The company's entry into the coin-operated field begins in 1896, with the marketing of the Regina Music Box. Two years later another Army contract was obtained for the Spanish American War, and the company declared a five per cent dividend. In 1899 Wurlitzer offered the Tonophone, a coin-operated piano, and won a gold medal for it at the Pan American Exposition of 1901. Parney returned from Europe in 1904 to enter the business just in time to see a disastrous fire wipe out the company headquarters in Cincinnati. The authorized capitalization was $500,000, and a new factory was built a year later.

Now the "Mighty Wurlitzer" pipe organ appears, in 1910; offices are opened in Philadelphia, Detroit and Buffalo. The free-wheeling financial picture of the United States during the 1920's brought the same success and trouble to Wurlitzer as it did to most other American companies; but in 1933, at the height of the Great Depression, Wurlitzer formed the Simplex Phonograph Co. of Chicago, and next year introduced the P-10—the first pre-selection, ten tone juke box. Is the country fought its way up out the economic chaos, production on jukeboxes boomed; by 1937, the manufacture of coin-operated phonographs at the North Tonawanda, New York, plant had broken all records.

R. C. Rolphing had joined the company as vice president and general manager in 1934, the year of the P-10, and Parney became chairman of the board in 1942. By this time the company had converted to war production. The technical and design engineers, who had studied electrical systems to produce the P-10 and other model jukeboxes, put their talents to work on the instruments of war, winning the Army and Navy "E" awards with renewal citations. The tradition continues; in May, 1966, they exhibited an automatic land mine detector for service in Viet Nam.

Operators remember 1956 for the Wurlitzer "Carousel" 200-selection juke box and for the four day festival held in North Tonawanda to celebrate the 90th anniversary of the company. Nicholas' nephew, Robert Johnson, was then president, and Wurlitzer's North Tonawanda plant, 1966. From this complex come coin-operated phonographs, home phonographs, wall boxes and war material, classified and unclassified. Early in June, Wurlitzer hosted a three-day industrial show for the Niagara area, inviting citizens to see and industries to benefit.

The Wurlitzer plant building in North Tonawanda, New York, in 1920, showing construction of additions.

Wurlitzer's North Tonawanda plant, 1966. From this complex come coin-operated phonographs, home phonographs, wallboxes and war material, classified and unclassified. Early in June, Wurlitzer hosted a three-day industrial show for the Niagara area, inviting citizens to see and industries to benefit.

of a word. It was Palmer who conceived the program of the centennial celebration. "Now this circuit here" has opened hundreds of service school classes on the Wurlitzer phonograph line. It is spoken by Ross, or Harding or John- son, and spoken in all the major cities of the country. These three have been appointed to carry out Wurlitzer's program of having the best-known juke box in the country for the serv- ice man, from Chicago to Texas, from New York to Los Angeles, they are on the road most of the year. "We live out of a tool box, but it gets the Job done. We go where it is...." Wurlitzer has also answered a question almost never asked of a juke box manufacturer: what does it do for the community?

Two weeks ago the company plant at North Tonawanda hosted a three-day festival to acquaint the people of the Niagara area with the industries around them, and to attract more in- dustries to their area. The company granted a foundation award and presented an R. C. Rolphing Scholarship to a high school senior. Was this, in the opinion of Palmer, public relations? "Of course it's public relations. But it's common sense, too. Who knows? The lad may come to work for us one day and design the jukebox to end all jukeboxes."
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CIGARETTE MACHINE MANUFACTURERS  CURRENT MODELS

AUTOMATIC PRODUCTS

AUTOMATIC PRODUCTS
Smokeshop Modular '900'

FAWN
Cigarette unit, 11 columns, 24 packs per column. Manual.

FAWN
General Junior 7 column compact. 20 vends per columns. Legs or wall-mount.

FEDERAL
The President DB4. 20 columns.

NATIONAL
Model 22M—22 selections; 850 capacity.

NATIONAL
Model 80M—850 capacity; 20 selections.

NATIONAL
Crown Series 800—20 cols. 10 front cols.; max. cap. 52; 10 rear max. cols.; total 850. Takes all sizes. Mechanical.

NATIONAL
Crown Series 222; 22 cols.; 11 upper cols.; max. cap. 33; 11 lower max. cols.; total 616. Takes all sizes. Mechanical.

NATIONAL
Series 113; 13 columns, 9 flat, 4 split; All cols. take any size. Mechanical. 8 aux. shift cols.—443 capacity.

NATIONAL
Crowe 880; electric; top pack delivery; 22 selections; 880 pack capacity.

ROWE MANUFACTURING
Riveria Model; 20 selections; vends at four different prices to 50c.

ROCK-OLA
Coronado; electric; 800-pack cap.; vends all sizes: 20-col.; tilt-out columns for service.

SEEBURG
Model 4E5; elec.; top-load; 11 cols. with 20-pack cap.; 11 cols. with 55 pack cap.; 825 capacity; 22 cols. all sizes; personalized.

SEEBURG
Williamsburg Line
Models 14T1 and 14T1G; 4 cols. at 60 pack; 10 cols. at 27; 510 cap. Models W20T1 and W20T1G; 4 cols. at 60 pack; 16 cols. at 27; 672 cap.
CIGARETTE, CIGAR & CANDY UNIT MFR'S  CURRENT MODELS

**VENDO**
Stoner Model C-23; 15-sel.; 520 cop.; reg or king-size.

**VENDO**
Console model CA1A (also CA2A and CA3A) 22-sel.; 850 packs all sizes; electro-mechanical push-button; 11 single cols, swing out; 11 dual-shift in rear; first-in, first-out.

**VENDO**
428-special; 11-sel.; reg., king and long-size packs; manual pull-knob; 5 shift cols. 58 packs; 3 reg. cols. 32 packs; 3 split 14 packs.

**GENERAL CIGAR**
5-col.; also available 7 cols.

**GENERAL CIGAR**
Cigar vendor; 10 selections, 395 capacity.

**GENERAL CIGAR**
Cigar vendor; 10 selections, storage space available.

**GENERAL CIGAR**
Cigar vendor; 10 selections, storage space available.

**SEEBURG**
Williamsburg line: cigar vendor Model W6CR1; 6-sel.; 114 cap.

**SEEBURG**
Williamsburg line: cigarillos; Model W8CO1; 8-sel.; 200 cap.

**SEEBURG**
Williamsburg line; cigar vendor Model W6CR1; 6-sel.; 114 cap.

**FAWN**
7 column candy vendor; 3 col. gum/mint; 4 col. candy.

**FEDERAL**
Cup drop popcorn vendor; Model CD-130; 130 cup capacity; 100 vend.

**FEDERAL**
FEDERAL Cup drop popcorn vendor; Model CD-130; 130 cup capacity; 100 vend.

**FEDERAL**
Cash Box 270; 6-col. pastry vendor.

**NATIONAL**
Series 510 candy vendor; 14 selections; 9 bar columns; 5 gum; 416 units maximum; shelf reset lever; nickel tube and change maker.

**AUTOMATIC PRODUCTS**
Candyshop Model; 10 candy columns with 400 bar capacity; 6 gum-mint columns with 200 capacity; first in/first out.

**DITCHBURN**
Minisnack 770; 4 columns; 100 snack capacity; first in/first out.

**GOLD MEDAL**
Model 200 popcorn vendor; 120 10¢ sole capacity; 100 sole storage; electronic system; National Rejector; 110 volts.

**GOLD MEDAL**
Model 300 drop-cup popcorn vendor

**GOLD MEDAL**
Model 300 drop-cup popcorn vendor
CANDY, HOT & COLD DRINK UNIT MFR'S

NATIONAL
Candoline candy vendor; 14 selections; 9 bar and 5 gum or mint; maximum 416 units; nickel changemaker; variable shelving.

NATIONAL
Moduline candy vendor; 21 selections; 588 maximum units; first-in, first-out; electrical merchandise feeding racks; 10 swing-out shelves.

NATIONAL
Series CC Crown Line DeLuxe; 14 selections; Max. capacity 416 units; 9 bar plus 5 gum or mint; coin mechanism; set price selector; variable shelving.

ROWE MFG.
Model 77; 11 col.; 340 capacity; manual coin mech.; 190 candy, 4 gum/mint.

ROWE MFG.
Fifo model; bar displayed is bar vended; 14 column cap.; 10 candy, 4 gum/mint; makes change without purchase.

SEEBURG
Williamsburg Line; models W10CN1-10C, W10CN1-5/10C, W10CN1G-10C and W10CN1G-5/10; 10 selections; 2 or 3 cols., adjustable; cap. 220.

UNIVERSAL VENDORS
Candimat made by Westinghouse; 7 columns of 24 shelves & 2 for 100 5¢ gum or 68 10¢ gum-mint; maximum capacity 266 items; manual operation.

VENDO
Stoner Model FA3A candy-pastry with gum-mint unit; variable shelf sizes; 3 cols. 20 shelves; 2 cols. 24 shelves; 2 cols. 20 shelves; 4 cols. variable gum-mint.

VENDO
Stoner Model FA3A candy-pastry, gum-mint unit; variable shelf sizes; 7 cols. 20 shelves; 2 cols. 24, 6" & 8" deep; 4 cols. 20; 4 cols. variable gum & mint.

VENDO
Minicold Model Cold Drink Unit

DITCHBURN
Minicold Model Hot Drink Unit

UNIVERSAL VENDORS
Candimat made by Westinghouse; 7 columns of 24 shelves & 2 for 100 5¢ gum or 68 10¢ gum-mint; maximum capacity 266 items; manual operation.

SEPTEMBER 1, 1966

FAWN
Hot drink; 250 coffee 4 ways with hot chocolate; 350 coffee 4 ways with hot choc. or blended soup.

FEDERAL
The Executive Model 053 hot drink; 6 sel.; coffee; soup; chocolate.

NATIONAL
Model CDM cold drink; 4 flavor; 900 cup cap.; 7, 9 or 10 oz. "no ice button."

NATIONAL
Model HBM Hot drink; five sel.; 450 cup cap.; individual brew.
HOT and COLD DRINK UNIT MANUFACTURERS
CURRENT MODELS

ROWE MANUFACTURING
Model 1030 cold drink; 4 flavors, 4 or 6 sel.; Model 1030A with pebble ice maker & Everpure filter.

ROWE AC MFG.
Model SK-9 Coffee Machine

ROCK-O-LA
Model 1403-S hot drink; fresh brew; interchangeable measuring cups for coffee, soup or chocolate.

ROCK-O-LA
Model TRLB-M batch brew vendor; coffee, whipped chocolate & soup.

RUDD-MELIKIAN
Model 100 "Ice-A-Cup" cold drink; 6-sel.; crunchy ice.

RUDD-MELIKIAN
Model 800 PB/LG "Brew-A-Cup" hot drink; individual brew; 10 varieties selections.

SEEBURG
Hot Drink Unit

SEEBURG
Cold Drink Unit

WESTINGHOUSE
Model WC10-B6 cup drink; with or w/o ice; 6-sel.; 1,000 7-10 oz. cup cap.

WESTINGHOUSE
Model SKB-B10 hot drink; fresh brew coffee, chocolate, soup & tea; 800 7-10 oz. cup cap.
The regal look of dependability... new Rock-Ola GP/Imperial

Model 433

ROCK-OLA
...the dependable line of money-makin' music makers


FAMOUS MECH-O-MATIC INTER-MIX. Completely automatic changer intermixes 7" LP albums, 33⅓, 45 RPM, stereo, monaural records. No wires, no micro-switches or electronic aids for changing turntable speeds.


Now a new look comes to phonographs! Sleek, modern, plush. Inside, it's all quality. The same kind of reliable quality that has made Rock-Ola phonographs the most profitable to operate. 160 selections of stereo-monaural excellence. 7" LP albums. 33⅓ and 45 RPM records.

Built in the Rock-Ola tradition with simple mechanical components that perform flawlessly. That's why Rock-Olas are so profitable to operate.

A magnificent blend of fashionable styling and stereophonic high fidelity. Designed to be comfortable in plush surroundings. The new Rock-Ola GP/Imperial is the beautiful answer for prestige locations. Rock-Ola Manufacturing Corporation, 800 North Kedzie Avenue, Chicago, Illinois 60651.
SHOP-O-MAT VENDOR. First complete, coin-operated visual merchandiser. Vends 40 selections: paperbacks, candy, hosiery, practically any high traffic item, with instant replacement. Clearly displays titles, prices, features. Purchaser gets the item he sees. Any combination of nickels, dimes, quarters, half dollars in prices of $.05 to $.25.

BATCH BREW COFFEE VENDOR—Model TRLB-M. High profit vendor for high volume locations. Serves flavor-rich coffee 4 ways: black, with sugar, with cream, with sugar and cream. Also serves hot whipped chocolate or soup or tea. Extra cream and sugar buttons. “Everpure” Water Filter.

CAN COLD DRINK VENDOR—Model 3303/Type 330. Totally new 330 can capacity vendor offers outstanding new location profit features. Has total capacity of 288-12 ounce cans in four vending columns and 42 cans in pre-cooling. Exclusive spray-proof can opener. Outstanding new operator convenience and service features. Parts interchangeable with Model 3303/Type 330.


CAN COLD DRINK VENDOR—Model 3304/Type 410. Largest capacity and most economical can vendor in the industry. Has capacity of 360-12 ounce cans in five vending columns and 48 cans in pre-cool. Exclusive spray-proof can opener stops spray and spillover. Fast roll-down loading, instant soft can delivery. New sturdy loading platform. Parts interchangeable with Model 3303/Type 330.

COFFEE AND HOT DRINK VENDOR—Model 3402. Perfect small location vendor for spots where other machines would be prohibitive in size and operating costs. Brews soluble coffee. Serves coffee and tea 4 ways. Also hot whipped chocolate. Model 3403 without tea.

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ALLEN ELECTRONICS, INC. 2140 N. Avenue A. Bedminster, Pa. 19001
Coffee, instant packet, hot chocolate, soft drinks, pre-mix, soup (cup), tea

A.M.M. MANUFACTURING CORP. 1400 Baldwin Ave. Avon Ave., N. J. 7001
Ice cream, milk

AMERICAN CLEANING EQUIPMENT CORP. 355 Cottage Street Pawtucket, Rhode Island
Vacuum cleaner for cars

AMERICAN COIN LOCK COMPANY, INC. 433 Cottage Street Pawtucket, Rhode Island

AMERICAN HYGIENIC CORPORATION (Division of Indiana Manufacturing Company) 171 Pinto St. Camden, N.J.
Sanitary napkins

AMERICAN LOCKER COMPANY, INC. 343 East 9th Street, New York 10013
Lockers for checking parcels

AMERICAN SCIENCE CENTER, INC. 3706 Northwest Highway Chicago, Illinois 60646
Telescope

AMERICAN UNIVEND CORPORATION 401 Lexington Ave. New York, New York 10017
Candy blogs, supplies

AUTOMATIC PRODUCTS COMPANY (Division of General-Machine Manufacturing Company) 301 Chester Street St. Paul, Minn. 55105
Cigarettes, candy units and components parts

AUTO-POP MFG. CO., INC. 134 North Ninth Street Building St. Louis, Mo. 63101
Fresh popped corn

AVENCO [ADVANCE ENGINEERING COMPANY] 2343 University Avenue S.E. Minneapolis, Minn. 55414
Instant and fresh brew coffee, hot coffee, cream, tea, soup, coffee, soup, cold drinks

BEAUTY HAIR DRYERS (Division of Helen Curtis Inc., Inc.) 4601 West North Ave. Chicago, Illinois 60639
Hair Dryers

BEL-CORPORATION 602 South Bridge Street, Vidalia, California 95777
Cigarettes, paper carrying cases, prices currency handling vendors

BEST PLASTIC PRODUCTS INC. (Division of Maxien Co.) 5210 West Lake Drive Lakeville, Minn. 55044
Chicago, Illinois 60618
Laminators, parts and supplies

K. G. BROWN MFG. CO., INC. Wicklum Avenue Morton, Long Island, New York 11552
Charcoal, ice, milk, ice cream, bread, milk, groceries, butter, soup

CANDY MFG. CORP. 316 Halsey St. Houston, Texas 77002
Hair dryers

CAVALIER CORPORATION (Division of Seaborg) 1100 East 11th Street Chattanooga, Tennessee 37403
Drinks, creamed and bottled

CHECKMATE BATTERY VENDING 1410 Avero Drive Dayton, Ohio 45419
Batteries

Potato chips, snack vendors

CHOICE- VEND (A Division of the Seaborg Corporation) 732 E. 38th St. Kenosha, Wisconsin 53140
Bottled soft drinks, milk

COAN MANUFACTURING CORP. 5931 Madison, Wisc. 53704
Candy, gum, cookies, crackers, cigarettes, instant coffee, hot chocolate, soup, pastry

COPIA MFG. CORP. 1555 Stewart Ave. Garden City, N.Y. 11534
Vino plastic cover

COFFEE-MAT CORP. 453 E. 31st St. Kenilworth, N. J.
Coffees

COFFEE TIME OF AMERICA, INC. 241 S. 10th St. Omaha, Nebraska 68102
Hot drink vendors

COIN ACCEPTORS, INC. 1443 Daggett Ave. St. Louis, Mo. 63110
Curry and rice change, components

COIN-TROLLED EQUIPMENT CORP. 1140 East St. North Hollywood, California 91601
Newspapers & magazines

JOHN F. COFFERTY, INC. 1124 10th Street Denverport, Iowa 51701
Car wash equipment

COLMA, INC. 70 Piedmont Street Atlanta, Ga. 30324
Soft drinks, plastic bottles, napkins, inks, milk

CONTINENTAL-APOCO, INC. (Division of the Vende Co.) (Subsidiary of Continental Vending Machine Corp.) 204 Brush Hollow Road Westbury, Long Island, N.Y.
Cigarettes, post-feed soft drinks, post-feed soft drinks with ice, pre-mix soft drinks, pre-mix soft drinks with ice, batch brew and instant coffee, hot chocolate, soup, poppy, ice cream, soft and cold prepared food, 1000 vaccine products, vending machine components and supplies

CONTINENTAL MANUFACTURING CO., INC. 3115 First Ave. Covington, Ky. 41017
Exercises equipment

THE CORNELIUS COMPANY 2272 North Ferry Street Anchor, Wis. 53219
Bottled soft drinks

COUNCIL MANUFACTURING CO. 430 North Second Street Fort Smith, Ark.
Ice, charcoal, vending machine components & supplies

DELI-CATE CORP. 127 Pine St. Camden, N.J. 08103
Sanitary napkins vending machines

DEMAV INC. 2641 Davie Avenue New Crop, N.Y. 10018
Single cup fresh brew, tea, hot chocolate, soup

DIAL-A-SHAKE INC. Route 20 & Oak Ave. New London, Conn. 60454
Vendteaker

Instant coffee, cookies, crackers, hot chocolate, pastry, tea, soft drinks, laundry supplies

DIVIDENDS DISTRIBUTION 11701 E. Bridgeport, Connecticut 06603
Tickets

DOMICAT, INC. 94 Fourth Avenue Brooklyn, N.Y. 11234
Photo copy machines

E. B. METAL PRODUCTS CO. 6645 West 79th Ave Los Angeles, Calif. 90047
Bags, belts, boots, books, crackers, handles & components, hardware, food insurance, laundry, pens & pencils, napkins

EASTERN SPECIALITY PRODUCTS, INC. 33 Zeigler Street Boston, Massachusetts 02119
Milk, supplies

ELECTROWARE CORPORATION 5250 Hondele St. Toledo, Ohio 43615
Pepcorn

EN-R DISTRIBUTORS 6535 North Broadway Chicago, Illinois 60656
Parking hot dogs

ENVIRONMENT EQUIPMENT CORPORATION 1935 West Lake Street Chicago, Ill. 60644
Automatic, coin-operated plastic laminating machines

FAWN SALES, INCORPORATED 1907 S. 60th Street Omaha, Neb. 68106
Cigarettes, post-feed soft drinks, vending machine components and supplies

FERROMAC PRODUCTS (Division of Ferro Stamping Company) 1307 Franklin Street Detroit, Mich. 48217
Canned soft drinks

FLATTO MANUFACTURING COMPANY 9005 South Western Avenue Chicago, Illinois 60649
Cigarettes, post-feed soft drinks, vending machine components and supplies

FLATWOOD MANUFACTURING COMPANY 1000 South Western Avenue Louisville, Ky. 40203
Stamps, stamp folders, Model 20

THE FLIXIBLE COMPANY 818-318 North Water Street Southfield, Mich. 48203
Cigarettes, post-feed soft drinks, vending machine components and supplies

FORD GUM AND MACHINE COMPANY, INC. P.O. Box 197 Elston, Neb. 68301
Ball gum, candy

FRUIT-O-MATIC MANUFACTURING COMPANY P.O. Box 641 7844 Equinox Blvd. Van Nuys, Calif. 41020
Refrigerated fresh fruit machines

GARDNER MANUFACTURING COMPANY 283 Kansas Street New Haven, Conn. 06510
Hot canned food, soup

GARFORD METAL, INC. 213 North Ave. Carbondale, N.Y. 12913
Cigarettes and candy vendors

GENERAL CIGAR CO., INC. 405 Third Ave. New York, New York 10016
Cigarettes, supplies vending products, vending machines

GENERAL VENDING CORP. (Subsidiary of Mr. Hot Cup, Inc.) 2 Terminal Way Pittsburgh, Pa. 15219
Books, coffee, newspapers, magazines
GIEFFEN ASSOCIATES, INC. 6328 West Grand Ave.
River Grove, Illinois 60171
Instant coffee, hot choc., soft drinks, soup, tea
Comic books

GLASCO CORPORATION (Subsidiary of U.M.C. Industries)
P.O. Box 97
Barnhart, Mo.
Instant coffee, bottled & canned soft drinks, pre-mix shakes

GLENNER REFRIGERATOR CO. 3050 N. 20th St.
Erie, Pennsylvania 16532
Pre-consumer & supplies, french fries, hot dogs, hamburgers

GOLD MEDAL PRODUCTS COMPANY 11500 Fremont Avenue
Cleveland, Ohio 44134
Pre-packed popcorn, pre-packaged detergents, Penwax

ANDREW GORETTA & COMPANY 5339 Kildare Avenue
Cleveland, Ohio 44103
Cigarettes

GRISWOLD VENDING COMPANY
(Division of Northwood Automatic Products Corporation)
1204 Chouteau Avenue
St. Louis, Missouri 63102
Pre-brew iced coffee, bulk milk, packaged merchandise

G.E.W. COIN-OFF SUPPLY INC. 310 North Austin
Dallas, Texas 75203
Bags, laundry supplies, popcorn

HAIRDRI VALETING, INC.
725 Columbus Ave.
Belleville, Ill. 62220
Hairdryers

HAMILTON SCALE COMPANY 5520 Neeb Road
Toledo, Ohio 43606
Scales, coin changers, stamps, tickets

HARRY INDUSTRIES 14703 Armita St.
Van Nuys, Calif.
General merchandise

THE HEINZ MANUFACTURING COMPANY
P.O. Box 534
Bristol, Conn. 06012
Bulk products, cartoned milk, bottled milk, newspapers, magazines, fruit juics, groceries,
ices, bottled & canned soft drinks

HILSON INDUSTRIES, INC. 4530 Vine Street
Cincinnati 17, Ohio 45217
Ice

HILSUM SALES CORPORATION
(Subsidiary of American Sumatra Tobacco Corporation)
214 North 34th Street
Seattle, Wash. 98103
Stampes, cigar, cigarettes, newspapers, magazines, golf cards

HOSPITAL SPECIALTY CO.
(Div. of American Automatic Vending Corp.)
1093 East 66 St.
Cleveland, Ohio 44106
Sanitary napkins

HYPRESSURE JENNY
(Div. of Homestead Valve Mfg. Co.)
Box 369
Coraopolis, Pa. 15105
Car wash equipment

HYPPO ENGINEERING, INC. 750-39 Ave. N.E.
Minneapolis, Minn. 55421
Car wash equipment

ICE ALL-O-MATIC MFG. INC. 4911 S. State St.
Salt Lake City, Utah 84107
Ice vendors

ICE-LEASING CORP. 99-13 178 Place
Jamaica 30, N.Y.
Bagged ice

ICE PLANT EQUIPMENT CO., INC.
3311environments Avenue
Philadelphia, Pa. 19135
Ice, ice

INTER-AMERICAN STAMP VENDING CORP. 43 Bergen St.
Brooklyn, N.Y. 11201
Caros, Postage stamps

INTERNATIONAL ALLY COFFEE VENDING CORP.
(Def. of Saunders Corporation) 4119 Howard Street
Niles, Illinois 60648
Fresh brew coffee, hot choc., soup, tea

INTERNATIONAL MICROSCOPE CORPORATION
11-14 44th Ave.
Long Island City, New York 11101
Auto, photo, voice recorders, books, magazines,
laminating machines, handsheets, sanitary napkins, insurance

JENNINGS AND COMPANY
(Division of Hershey Manufacturing Company)
121 West Lake Street
Chicago, III. 60624
Canomed, cartoned, bottled milk, canned drinks,
groceries, specialty items, supplies

JOHNSON FARE BOX
(Subsidiary of Rowser, Inc.)
4125 Havenwood Avenue
Chicago, Ill. 60649
Coin changers, components

KIMBERLY-CLARK CORP. One East, Walker Drive
Chicago, III. Sanitary napkins

KWIK KAE WASH & KWIR KAR DRIVE-THRU INC.
2147 Parkhouse
Dallas, Texas 75207
Car wash equipment

L & A PRODUCTS INC. 416 Hemenway St.
St. Paul, Minn.
Car wash equipment

LA CROSSE COOLER CO.
2809 Lowry Boulevard
La Crosse, Wis. 44602
Bottled soft drinks

LEKTRO-VEND CORP.
P. O. Box 649
Sullivan, Ed.
Aurora, Ill. 60507
Candy bars, cookies, crackers, gum, bonbon,
handkerchiefs, lipstick, lotion, pastry, pet

LEONARD SALES CO.
(Subsidiary of Voors, Beauty Equipment Mfg. Co.)
1111 North Marine
Chicago, Illinois 60607
Hair dryers

EDW. LIVINGSTON & SONS, INC. 1726-29 Walnut St.
Kansas City, Mo. 64108
Car wash equipment

New 10¢-15¢-20¢ Changer

saves you up to 30%
over competitive models

Here's big news in changers—NRI's new performance-proven SIMPLEX II costs up to 30% less than competitive models. With savings like that per unit, you can afford to invest in more venders for your locations and bring in more profits!

ECONOMY—SIMPLEX II's electro-mechanical operation requires far less components than current electronic units—costs less to manufacture and service.

VERSATILITY—Exclusive NRI price switch offers immediate 10¢-15¢-20¢ vend price flexibility. Function switch makes SIMPLEX II adaptable to any vendor—regardless of wiring.

RELIABILITY—Electro-mechanical operation...industry-proven changer concept.

SAFETY—The only 15¢ changer on the market that is U. L. Listed.

SERVICEABILITY—All components accessible and easy to service.

Turn the cost savings of SIMPLEX II Changers to your advantage by investing in more venders. Specify SIMPLEX II on your next vender order.

NATIONAL REJECTORS, INC. • ST. LOUIS MO., 63115 • Area Representatives in Principal Cities
A Subsidiary of Universal Match Corporation
World's Leading Manufacturer of Coin and Currency Handling Equipment

Cash Box—July 2, 1966

Part III—Coin Machine & Vending Section  65
FEDERAL

CUP DROP

POP-CORN MACHINE

130 cup capacity • 19" x 19" x 63"*

MAGIC BAY CAR WASH SALES, INC.
2560 W. 7th Ave., Seattle, Wash. 37200
Car wash equipment

MALKIN-ILLION COMPANY
405 Calk Street
Irvington, N. J. 07111

W. MANNHARDT & SON, INC.
1710 West Grand Avenue
Chicago, Ill., Ill.

THE MARTIN BROS. ELECTRIC CO.
3620 Parkins Ave.
Cleveland, Ohio 44114
Hair dryers

MARYVEND, INC.
469 Clay St.
Barre, Mass. 01005
Instant coffee, soup, tea, cater, potato chips, notifier book paper, pretzels

MAYVILLE METAL PRODUCTS COMPANY
First and Highland
Mayville, Wis. 53050
Contract metal, also components

MECHANICAL SERVANTS, INC.
3616 North Clark Street
Chicago, Ill. 60614
Combos, sanitary napkins, lipstick, heel pain, bars, perfume, underwears, razor blades, gum, pencils, hand lotion

METERFO Dispensers, Inc.
9281 West Peterson Ave
Chicago, Ill. 60640
Juice, bulk milk

MICRO-MAGNETIC INDUSTRIES INC.
151 Commercial St.
Palo Alto, Calif. 94300
Money changing equipment, ticket venders

MILLER INDUSTRIES
(Division of Guardian Ind., Inc.)
401 East Sixth St.
Toledo, Ohio 43608
Hair dryers, vending machine components & supplies

MISTER MAGIC, INC.
(Div of Self Service Equipment Co., Inc.)
2042 Haver St.
Springdale, Ohio 45246
Car wash equipment, truck mobile, power wash equipment

JOHN E. MITCHELL COMPANY
3800 Commerce St.
Dallas, Texas 75211
Car wash cabinets

MODEL VENDING CONTROLS INC.
17711 Cheltenh. Rd.
Cherry Hill, New Jersey 08034
Money changing equipment

MODERN PRODUCTS COMPANY
Route 6 Box 305A
Yakima, Wash 98901
Refrigirated fresh fruit

MORTON LAMB & ASSOCIATES
1077 Oak Lane
Phil., Pa. 19118
Cigarettes, cookies, crackers, currency venders, hot & cold packaged food, groceries, bottled & canned milk, pretools, bottled & canned drinks

MOYER & DIEBEL METALCRAFTS LTD.
Jordan Station
Ontario, Ohio 43060
Hot drink, cold drink, sundries

NARCO
(Subsidiary of the Navare Company)
Pioneer Bank Building, Suite 600
Chattanooga, Tennessee 37401
Bottled and pre-ozl soft drink machines

NATIONAL BATTERIES, INC.
(Subsidiary of Universal Match Corporation)
1500 San Francisco Avenue
St. Louis, Mo. 63115
Cigarette, candy, gum, mints, cookies, crackers, pastry, refrigerated sandwiches, hot coffee, grill, hardware

NEDICO, INC.
1507 S. Western Ave.
Chicago, Ill. 60612
Candied merchandising, handholders hostelry

NEWSPAPER ENTERPRISE ASSOC.
(Div. of Scripps-Howard Newpapers)
2804 West Third St.
Cleveland, Ohio 44115
Newspapers & magazine

THE NIK-O-LOK CO., INC.
323 South York Street
Indianapolis, Ind. 46203
Ticket Locks

NORRIS DISPENSERS, INC.
3720 Lyndale Avenue, South
Minneapolis, Minn. 55420
Cigarette-bottled milk

NORTH AMERICAN VENDING MACHINES, LTD.
63 Whitman Crescent, Downtown Ontario, Canada
Ultra-violent lamps

THE NORTHWESTERN CORP.
East Armstrong Street
Morris, Ill. 60053
Bulk nuts, gum, candy, stamps

NU-PROCESS INDUSTRIES, INC.
1971 Farmington Rd.
Loomis, Mich. 49325
Car wash equipment

OAK MFG. CO., INC.
650 South Ave 21
Jersey City, N. J. 07304
Bulk products, cards, gum, sanitary venders

OMIVEND METALAB CO.
570 Duffy Ave.
Newark, N. J. 07104
Bottled & canned milk, soft drinks

NATIONAL SALES OFFICES MARKETERS, INC.
41 W. 42 St.
New York, N. Y. 10017

PACIFIC NIK-O-LOK CO., INC.
Pacific Electric Building
Los Angeles, Calif. 90014
Ticket Locks

PARAMOUNT ALL-PURPOSE VENDING EQUIPMENT INC.
1447 South Michigan Avenue
Chicago, Ill. 60604
General purpose venders

PARRISH METAL-CRAFT CO.
1 East Baldwin and South Avenue
Trenton, N. J. 08618
Fruit, peaches, sanitary napkins, contract work
Bottled, cookies, candy, gum

PATTICORN INT'L INC.
10 Rookwood Blvd.
Cincinnati, Ohio 45202
Postcards

PEN-MAR VENDING, INC.
Box 2142
Williamsport, Md.
Sundries

PERKETTE, INC.
1479 South Michigan Avenue
Chicago, Ill. 60605
Fresh beef coffee

POLICY-MATIC CORPORATION
P. O. Box 1135
114 Biscayne Blvd.
Miami, Florida 33132
Insurance

POLYCO INC.
(Div. of Polyview Ind.)
502 South Dayton
Brownwood, Colorado 80420
Bags, wire garment hangers

J. R. POST CO.
44 Oxford Street
Watertown, Pennsylvania
Ice

POSTAGE STAMP MACHINE CO., INC.
2006 Utah Avenue
Brooklyn, New York 11234
Stamps, post cards

POSTAGE STAMP VENDOR CO.
1250 S. Ronald St.
Harwood Heights, Ill. 60616
Postage stamps

PRISCILLA ALLEN COSMETICS, INC.
410 Main St.
Cleveland, N. J.
Lipstick, perfumes, comb, sundries

PUBLISHERS VENDING SERVICES, INC.
23 East Fifth Street
St. Paul, Minnesota 33201
Newspapers, magazines, books, sundries

RAM JET CAR WASH DIV.
2337 Second Avenue
Los Angeles, California 60631
Car wash equipment

REDWOOD MACHINE CO., Inc.
1703 Perris Rd.
Springfield, Ill. 62700
Notebook paper, pens & pencils

REED ELECTROMECH CORP.
340 Blackhawk Park Ave.
Rockford, Ill.
Changemakers

ROBCO MFG. CORPORATION
236 West Main Street
Pataskala, Long Island, New York
Vending machines, packaged gum, laundry supplies, contract work

ROCK-O LA MFG CORPORATION
500 North Kodak Avenue
Cleveland, Ohio 44109
Fresh brew coffee, hot chocolate, bulk soups, tea, books, cigarettes, canned soft drinks

ROWE MFG.
Troy Hills Rd.
Whitney, N. H.
Milk, carbonated drinks, hot fresh brew, single cup fresh brew coffee, hot chocolate, tea, spices, candy, nuts, potato chips, food, sandwiches, pudd, gum, bill changer, coin handling equipment, components

RUSO-MELIANI, INC.
5400 South Randolph Blvd
Wartminster, Pa. 19074
Single cup brew, rapid, concentrate, powdered coffee, tea, soup, hot chocolate, canned milk, hot-cold soda, food, pastry, cookies, crackers, fruit, cold milk drinks

S. MFG. CO., INC.
314 S. Twelfth St.
Omaha, Nebraska
Coffee venders

S AND S PRODUCTS, INC.
West Grand Avenue
Lynn, Ohio 45351
Bottled-canned drinks

S AND S VENDING MACHINE CO.
470 Lincoln Avenue
Cedar Lake, Ind. 46301
Ice

SAHARA PRODUCTS
(Division of Mefraw-Edison Corp.)
626 South Mitchell Blvd
Chicago, Ill. 60612
Laundry supplies

SCHEMACK PRODUCTS CORP.
1164 Grinnell Street
Moline, Illinois 61265
Stamps

SCOBEN COMPANY
711 South Fourth Street
Bloomington, Ill. 61701
Dime store, bottles, bottled and canned soft drinks, candy, cookies, canned milk, pastry, components, crackers

SELECTIVEND CORPORATION
1121 South Fifth Street
Kansas City, Kans. 66103
Bottled & canned soft drinks

VENDING MACHINE MANUFACTURERS TYPE EQUIPMENT PRODUCED

LOCATION-PROVED! More Sales More Profits!

FEDERAL CUP DROP POPCORN MACHINE

Established Distributor Inquiries Welcome

- Location-proven results proves Federal Cup Drop outdoes ordinary snack venders 3 to 11 Popcorn munchers simply prefer clean, convenient 18-ounce cups to sacks. Federal Cup Drop whets hungry appetites like crazy. Merchandises this delicious snack like no other vendor—and creates profit-popping sales volume! (Simulates fresh drink sales, also) Sanitation problems solved inside and out. Inside food commission-approved scanner shoots stop popcorn mess on floors—and stainless steel cup-shoots insure cleanliness on the inside. Quality throughout. Heating element, locked coin box and tamper proof meter are standard equipment. Zinsies on Federal Cup Drop Popcorn Venders, You'll like 'em because they make you more money! R.A.M.A. - A.M.H.I.C. approved.

Gum, candy, pastry and hot beverage vendors also available. Write for low prices, easy terms, full details.

FEDERAL MACHINE CORPORATION
Dept. CB / 103 S.W. 4th St.
Des Moines, Iowa 50306
Now the best-profit snack is in the best-looking vender, too!
We Extend to

“CASH BOX”

Our very sincere congratulations on your 24th Anniversary

We of the Westchester Operators Guild are very proud and happy to have Cash Box as our friend.

Our Best Wishes For Your Continued Success.

Westchester Operators Guild Inc.
125 NORTH MAIN STREET
PORT CHESTER, NEW YORK

Sincerest Congratulations
on your 24th Anniversary

PHONOGRAPH SERVICE CORP.
2436 N. CICERO AVE., CHICAGO 39, ILL.
TEL: NA-2-4100

CONGRATULATIONS
to

CASH BOX

on its
24th Anniversary

Thanks for all your achievements in behalf of the Coin-Machine Operators

Amalgamated Machine Operators Ass'n.
8163 N.E. 2nd Ave. • Miami, Fla.
James I. Mullins, Pres.

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Phone: LU-4-4775
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Write for Complete List of Current Equipment Prices
ASK FOR
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One of America's oldest and largest coin machine distributors.
Established 1925—over 42 years of superior service.
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We export every type of reconditioned equipment anywhere in the World from the Port of Baltimore

General Vending Sales Corp.
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Baltimore, Md. - 21201
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PORT CHESTER, NEW YORK

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739 W. 5th
TULSA, OKLAHOMA
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HEADQUARTERS FOR ALL TYPES OF USED COIN MACHINES
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July 1965 June 1966

Williamson, TULSA, signed C. 1952) presidency. We extend our congratulations on its 24th Anniversary. We of the Westchester Operators Guild are very proud and happy to have Cash Box as our friend. Our Best Wishes For Your Continued Success.

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**JANUARY**


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MARCH


April

Chi Coin ships "Medallist" puck bower. National Rejectors introduces the "Simplex II" coin changer. Sam Stern reveals a "basic training unit" for Williams games. Single-player "Top Hand" premiered by Williams.

May

MOA vice president Fred Granger, speaking from Washington, D.C., calls upon the performance rights societies to show good faith by making "reasonable proposals" in the royalty legislation debate. H. J. Boarden of Operators Sales addresses graduating class of technicians at trade school in New Orleans; invites them to enter the industry. Rock-Ola holds "secret preview" of new machine for distributors in New York and New Orleans. ARA wins Silver Anvil, highest award of the Public Relations Society of America, the first ever awarded to a vending company. NCA plans 89th national convention. ARA includes Whirligig in its "事后" catalogue of products.

June

MOA board meeting in Washington D.C. draws heavy attendance; eighty new members announced. U.S. Billiards releases "Electro-Pool" game. Rowe introduces Model 1100A cold drink vendor. Coin machine and vending volume export sales break all records for year's total: $31,000,000. Irving Holzman honored for UIA work.

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MAY

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Cash Box

VENDING NEWS

The Vending Machine Industry’s Only Newsweekly

For the Second Time in Six Years

NAMA Wins Highest Public Relations Award

CHICAGO—The 1965 campaign of the National Automatic Merchandising Association to obtain “sandwich” coins for more coinage has won a special public relations award in recognition of the Publicity Club of Chicago.

The presentation of the Club’s Annual Awards Banquet on June 15, was the second such citation won by NAMA in the last six years. In 1960 the Club honored NAMA for its overall public relations planning following the McCalla hearings in Washington.

The Publicity Club’s annual competition is one of the two highest national public relations honor programs. Awards are based on excellence in planning, professional execution and successful realization of objectives.

A total of 17 programs were selected for awards in special categories from more than 75 entries. The awards committee singled out the spectacular campaign placed on vending by President Johnson in his message to Congress and the extensive favorable publicity which the association obtained for the vending industry on a nationwide basis through the coinage program.

Walter W. Reed, NAMA director of public relations, accepted the award on behalf of the association. Others present were Thomas B. Hungerford, executive director; Richard W. Funk, legislative counsel; Steven R. Poleyn, Jr., assistant director of public relations; and Dale O’Brien, Dale O’Brien & Company, who acted as consultant to NAMA on the coinage program.

Chesterfield Goes Filter: New Smoke Bows in Midwest With Promotion Drive

NEW YORK—A new filter cigarette with one of the oldest and best-known names in tobacco history, Chesterfield, has introduced in the north central markets in late June, Milton E. Harrington, president of Liggett & Myers Tobacco Company, has announced.

“The regional introduction of the brand follows sales results that have far exceeded our most optimistic forecasts in three widely-scattered markets where we have been testing the new Chesterfield Filter,” Harrington said.

“The brand is being introduced regionally in the Northeast and Midwest, where the Chesterfield share of market has exceeded the national average for a number of years. Chesterfield is already the leading growing filter market which now accounts for more than 65% of total cigarette volume.”

The 15 major markets for new Chesterfield Filter are: Boston, New York, Philadelphia, Washington, D.C., Baltimore, Syracuse, Rochester, Buffalo, Pittsburgh, Cleveland, Columbus, Toledo, Cincinnati, Detroit and Chicago. Original test markets for the new brand were Sacramento, Des Moines and Albany-Schenectady-Troy.

“New Chesterfield Filter will be in addition to, and not replace, non-filter Chesterfield King and Regular, which are preferred by millions of cigarette smokers,” Harrington said. “Chesterfield Filter is king-size, comes in the ‘soft’ package and sells at popular prices.”

Chesterfield Filter features a modern, two-tone red pack to give the traditional Chesterfield packaging for King and Regular.

LONDON — Looking back over the past few months, the most important event in the British coin machine industry during the Annual Trade Exhibition which took place last month was the new Alexandra Palace. This new and vastly improved venue attracted a record number of people to meet and considerably enhanced the prestige of the European event. The organizers are already actively preparing for the next A.T.E., which is planned to take place at the end of November—a new date for the annual exhibition and for the first time there will be two exhibitions placed a tremendous amount of extra work on the A.T.E. authorities and by bringing the next show forward to November the organizers have enabled traders to have months of preparations. The Exhibition will be planned largely on the same lines as the first one, and the organizers hope to have a little extra show on the stands. Any indication is that it will be another complete sell out. There will, of course, only be one exhibition in 1965 and that at the new date of November 24.

On a general level one of the most important announcements of the year as far as the coin machine industry is concerned came from the Chancellor of the Exchequer in his Budget Speech confirming that the Government intends to go ahead with “proposals to control betting and gaming.” Reported first in Cash Box on page 11 of April and again in Cash Box of 4th June. As from October 1st there will be a Licence Duty of £700 per annum for each Gaming Machine operated by a six-penny coin and a Tax of £25 (33.3% of machines operated by coins of less than sixpence). The idea of a distinctive difference from the slot machine operator is expected to yield three and a half million pounds a year. The Chancellor of the Exchequer, Halls, duty will be based on rateable value ranging from a minimum of £500 (1400) to £50,000 (140,000 Dollars). The new tax will not be applied to machines already in the halls and the prizes in amusement arcades and fairs as authorized under a Betting and Gaming and Lotteries Act of 1963. The Chancellor announced that the 10% of the tax on all machines will be discontinued as from November.

Another announcement made at the time have caused a certain amount of confusion in some quarters, the following questions have been posed to clarify the position.

Question: What is the new proposal now law if not? Answer: As they are as good as being law or is there a Parliamentary Debate before they are passed?

Answer: The “proposals,” although not yet technically law, are as good as law. And there has been approval by the Parliament and there could be minor alterations in detail, but the principle is a foregone conclusion that the basic principles will be approved and will come into force on the date laid down.

Question: A Licence Duty of £75 sounds quite a load to pay Answer: What money for a single game. Can the individual operator afford such taxes? How hard will he hit it?

Answer: Hear in mind that cash from machines operated by coins up to threepence will be £37 10s. and in every other case £75. The cash will be paid to the first instance by the actual owner of the machines—where a club has bought its own machines (those with cash machines the club will all it will be required to find is £150, which will probably be no great ship. In the case of an operator, however, he may be asked for such taxes. But, as our tax code only have most of his capital tied up in equipment, he might well be hard put to it to find the money. The true answer, therefore, is this: the operator can pass the cost over to the club owner. This would most likely be done by means of an addition to the weekly hiring charge, so that in effect it would be the club owner who is to get his money back, by which time he would have paid the tax in the next year’s Licences. Whether or not the clubs can afford to pay the new tax is a difficult problem because circumstances vary greatly. Provided the clubs do not have to pay the smaller clubs, the £75 represents some-what less than two weeks takings; therefore, although the cost of the charge is not likely to cause undue hardship to the clubs, it is a matter of great concern. But, at the other end of the scale, for many far less affluent clubs with comparatively small takings, the £75 would certainly hit all of them very hard.

Question: Are the British coin machines the same as the American machines? Answer: The Exchequer proposals? If so, in what manner?

Answer: Since the sections of the business covered by the Amusement Catering and Supplies Association and the Coin Machine Guild are exempt from the new taxes (which as already reported do not apply to American machines), it looks as if the offering modest prizes) no action on their part is called for. The American Manufacturers Trade Association, although their members may be rather more interested in the future of the business, are inevitable and will have to be accepted. They are, however, hopeful that the Chancellor will make some minor concessions. As, for example, exemption for clubs which as already mentioned are in for only certain periods of the year.

Question: It is said that the new tax will not apply to machines yielding “modest prizes.” What is considered “modest prizes?” Answer: Prizes up to 1/60, in cash or 6/0, in kind are laid down as being the acceptable upper limit for the appropriate section of the Betting and Gaming Act. In general, slot machines can be operated only in premises for which a permit has been issued by the local authority, and the law does not, in any case, allow such machines to be installed in clubs in consequence of which most are shut down in the fruit machines.

Question: What does the British coin machine industry take a beating from the Government that the American industry does? What is the image of the British coin machine industry?

Answer: The question is to be found in our new Gaming Laws Introduced in 1961 which are thought to be more enlightened than American laws. Certainlly the arcade and amusement park side of the business is held in very high esteem in Government and other circles, but on the other hand there is a certain amount of unformed criticism directed mainly at fruit machines in clus, primarily on the grounds that they give rise to various “undesirable activities.”

Decimal Coinage For Britain In 1971

It is now an established fact that Britain will switch to decimal coinage in 1971, something which was once thought of as an impossible option.
Fred Pollak, vice president and sales manager for Rowe AMI, gave up a budding career as a shortstop and second baseman to study music at the University of Texas, and found another which, after serving in Europe in infantry and armor during the war, he became a producer of recorded music. In the service of the 1947, he held various sales jobs, coming to chance acquaintance with a next door neighbor who got him a job at Canteen Corporation. From there he was moved to Rowe and was given the assignment of reshaping the company, which, with Jack Huppin, he has been working at since 1961. He volunteered the idea of “the wallbox location” as a means of opening the company’s prestige and improving the industry’s image. His comments here on the development of Rowe were heard from his office in Whippney, New Jersey.

Q. How did you start?

A. Well, it’s an interesting story. I happen to live next door to Tod Evers, a vice president of Canteen. I was working with a sales company, trying to find a way to get into the record business and make a living. I was able to talk to someone at the company about the possibility of opening a new store that would be managed and operated by the company.

Q. Solar energy?

A. Yes, it’s a promising area. I think it has a lot of potential. The technology is improving, and I think we will see more people moving towards solar energy in the future. I believe that it’s a good choice for people who want to reduce their carbon footprint and contribute to a more sustainable future.
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Eastern Flashes

A MOMENTOUS MONY MEETING—The operators and distributors who assembled at the Holiday Inn, Thursday, June 30th, were to hear full reports on the state sales tax legal contest from President Al Denver, counsel Theodore Bott and the sparkling Millie McCarthy. Among the distinguished guests was a delegation from the Westchester Operators Guild; counsel Malcolm MacDonald, President Lou Hartigan, Seymour Pollack and Tom Miniaci, Jr., sitting in for his father, away on a trip to Europe (the older Pavesi had just been elected, in absentia, to his thirtieth term as president of the Guild). Seymour said that the Guild lost a good man yesterday and were to have a special last night of a heart attack.” Galle had been a prominent operator in Yonkers for many years and was a member of the second order and briefed the assembled on the history of the state sales tax and MONY’s reaction to it. Turning the speaker’s rostrum over to Teddy Blatt, who examined the case in detail, Denyer said, "Best in the business. Once we take the step of appeal in the court we will have to go all the way—and we must have the money for legal fees on hand.” Teddy said that the operator’s chance of a favorable decision from the court was good, but that they, that night, must decide whether to hope for the best or make a fight of it. "The Guild’s fate to think it forty-two years from now when I’m shoveling out the tax money, that I hadn’t done something to get the law changed.” Denver bluntly told the members that he wanted contributions from the floor. He called round the tables, asking each man for his donation. There were haphazard responses. Denver, with a light and a little support from the rostrum, was a master of his audience. Only a man with the trust and respect of the National Industry could have received the response he did. “It’s not pleasant for me to do this, but our industry is at stake. You all know how important this tax case is and you’ll have to make up your minds—tomorrow. It is, to be receiving for the meeting, as the operators and distributors made their way out of the building, a last look at Denver, and a conversation were overheard; “If this tax goes through it’ll hurt a lot of small operators.” “Hurt em? I’ll kill em. I might do something about it now or go in the hole for the next twenty years.”

THE ACTION IN ALBANY—Millie McCarthy announced last week that a bill for the licensing of coin machines had passed both houses of the state congress and was awaiting the Governor’s signature. “I’ve heard nothing from the Commission, the State Secretary, the Department of Commerce and all the people of note who’ve been down here and worked with me on the bills. I hope it will become law. It would give us prestige and protection.” . . . Albany’s Fab Four, the brothers Greco, report that they are working overtime to keep up on orders for “From Chicago, Rock-Ola GP/Imperial” phonographs which the New York operator, Bill Miniaci, has been putting together with the skill and the messages the business needs. “They’ve been asking what his formula for success was, he said: ‘If you’ve got it, you’re home. If you haven’t got it, get it. That’s what we do. Hear that noise in the background? That’s our cash register; that’s the proof!”

A WORD FROM THE WEARY—For the past week we have been blinking tired eyes and drinking lukewarm coffee; our fingers have been sticky with paste and our thumbs hardened from the cutting of galleys and pictures. Minor injuries have been sustained; our eyes have been aching from looking at typewriter keys; wives have gone waiting and sweethearts have been denied. Our lunch box staff has been in its yearly all-out pursuit of the Journalistic Muse, that elusive spirit which glides gracefully and slips beneath our noses. In result is the book you are holding—490 pages of stories, ads and pictures, put together with the skill we have and the messages the business needs. This Press Director has a double identity, for it reveals the industry’s faith in itself and us, and our faith in the industry. Coin machines and journalism are two industries that must be saved. We wish the magazine the trade has been praised and scolded, it has not because we feel that it’s the business but because we are a part of it. It is our duty to protect it, praise it and scold it when the occasion demands. Nothing appears in these pages—story, photograph, list or advertisement—that does not come directly or indirectly from the industry. Alphabetical Directory is therefore, your directory. You have made it; we hope you enjoy it and find it useful.

HERE AND THERE—Sol Lipkin, American Shuffleboard’s national sales manager, was in Chicago and grudgingly that the Chicago Tribune published a Washington accepted American’s bid on over thirty shuffleboards to be placed in the gymnasiums of some ten local schools. The American men got more good news with a grand equipment order from their distributor Ron Rood of Southern Music last week. Speaking of “grand,” Sol says every time Ron calls to place another order he can’t resist talking about the Rogers grandchildren. “Ron’s mighty proud of those two kids,” Sol says, “but I guess they’re mighty proud of him too.” Ron’s sales reps have been covering Florida (like a blanket—from Key West, to Palm Beach, to the border up north. One Southern sales are Herb Welling in damaged a day promoting sales on American equipment and Wurlitzer phonos. “Our sales figures show they’ve done a terrific job for us down there,” Lipkin advised, “and we’re grateful they’re in our network.” . . . Joe Valentile, former American Shuffle employee, reorganized the Chicago chapter of the Illinois Malt Stamers as the alma mater is really Fordham University. Whoops! . . . Irv Kemper’s son Kenny has been awarded a three-year grant from the federal government for study bio-engineering on the post-grad level at Columbia. The Runyon Sales manager says his son’s scholarship amounts to a rather comfortable sum but more important says the compliment of receiving such a grant from Uncle Sam feels great. Kenny’s an underdog of the Stevens Institute of Technology and had put in a stint at Lockheed Aircraft in California before the award. . . . GM Manager at Sturgis (who was reported from the State Fair in Detroit at Kutcher by the time he read this) advised that daughter Connee was wed June 19th to Roger Kaufman. The happy couple (aren’t they all) sped off to Laurels Country Club after the nuptials and then to a ten week honeymoon throughout Europe. Connee is a graduate of Springfield College. Castle then at Harvard. Rog, incidentally, will continue on at Harvard for post-graduate work and ultimately will teach in Boston. Many industry notables attended the ceremony including Al Denver, Al Miniaci and Joe Orlecek of Cash Box, the girl’s uncle, you know. . . . Speaking of Cash Box and weddings, our own Joel Vane went and did it two weeks back—taking the hand of the lovely Joan Dean in marriage.

Cash Box — July 2, 1966
CONSISTENT.

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...Mr. ...John A. (Red) Wallace, Fred Granger, Harry Smoogar, Clint Pierce, Jim Tipton, Frank Meese, Harry Seeburg, and Greg Miller. They were greeted there by Nicholas E. Allen, MOA's legislative counsel.

Minneapolis coinvest Harold Lieberman was a visitor at Williams Electronic Mfg. Corp. last week.

While there he chatted with Prexy Sam Stern, Herb Oettinger, Buddy Lorie, Billy DeSelm and Jack Mittel. Billy expressed elation in discussing Williams' "A-Go-Go" flipper, which he says is "selling greater expectations in the domestic and overseas markets. "Amazon" big ball bowler and "Blazer" puck shuffle alley are also reaping fine sales rewards internationally."

There's cheerful news about Rock-Ola's new GP/Imperial phonograph emanating from the confines of Ed O'More's office. Acceptance everywhere is mounting rapidly according to Rock-Ola's distributors nationally, in Canada, and in the vast foreign market picture. 

...Lovely Jol Lansing, the scrupulous Scipione Dowe, Mr. and Mrs. Alvy Davis of Rudy City later this week to make the rounds of Atlas Music locations, escorted by Tel-A-Sign Board Chairman, A. A. Steiger, Atlas Music Prexy Eddie Ginsburg and Stan Levin. It's always a happy sight at Atlas Music to see at first hand production humming along, huge trucks picking up large shipments for delivery everywhere, and the busy bees in the box office rapidly generating this hub of excitement by writing up the orders on the new "Mayfair" two-player. Among the execs we chatted with were Dave, Alvin and Nate Gottlieb and Judd Weinberg.

Among the hits at the Cash Box office Wednesday, June 12, was Fast-rising, young Pete Estreicher, of Advance Distsriburs in St. Louis. Pete is chompin' at the bit to get off this year's class school. The busy St. Louis distributor has moved in sales and services. Pete added three young college grads to the staff. They are Elmer Jansen, a graduate of Southern Illinois U.; John Vitale, a graduate student and Bob Alexander, of Washington University. A busy Missouri operator is Bill "Dutch" Meese, of Bill's Novelty Co., in Festus, Mo. He's been named vice prexy John Chapin and Freeman E. (Woody) Woodley rolled up their sleeves last week getting ready for another big series of factory service schools, featuring Seeburg's "Electro" photoform and "Consolette" work by Jack Gallagher, of Bill-Newmark's Grand Rapids (main) office, reports fine sales in all music, vending and amusement equipment in both distrubs (and that includes the Detroit headquarters).

Everyone's playing golf these summer days out in Tipton, Missouri while the Rock-Ola Mfg. Co. plant is shuttered for vacation. Now, we can sit back and patiently wait for those wild "golf stories" proffered by Prexy Ewald Fleegle, of the "gros" Frank Schroeder and Marve Mertes, while Margaret Fischer calmly listens... We just got the word that Chicago Coin has three very popular amusement games going great in all of the coin machine markets. According to Avram Ginsburg, Harry Glick and Mort Secore they are Chicago's "Hula-Hula" two-player flipper, "Medallist" six-player puck shuffle bowler and "Corvette" big ball automatic bowler.

Sales are up these days at Marvel Mfg. Co. on the firm's electric scoreboards for shuffleboards. Prexy Ted Rubey has upped his production to meet the demands. For the current week's order Wednesday, June 22, is the target date for World Wide Distrubs' next training school session featuring Tom Lyon's "Electro." Among the principals on hand will be Nate Feinstein, Harold Schwartz, Howie Freer, Johnny Neville, Roy Glorta, Sam DiPiero and Larnell Green... Marcine "Iggy" Wimberly and her new husband hardly ever miss Monday morning meetings. Jack Nelsen, new, larger, modern plant in Summit. Completion date is August 1, and this is when production will be increased onMidway's "Premier" puck shuffle bowler.

Bally ALL-THE-WAY $250

**Milwaukee Mentions**

A highlight of the fun-filled Wisconsin Music Merchants statewide meeting last weekend, June 18-19, in the Del View Hotel, at Lake Delton was the election of the new directors for the 1967 term. Clint Pierz of Pierz Music in Broadhead, was re-elected president; and Ed Dowse, of Beaver Falls, to secretary. Lou Glass, of Modern Specialty Co., in Madison, is the new vice president. Distributors were: Hastings, Hastings Distrubs, Milwaukee Distrubs, Milwaukee Distrubs, Green Bay; Jim Stanfield, La Crosse; Dewey Wright, Waunau; and Russ Distrubs. Speakers were: Prexy Clint Pierz, guest speakers Lou Glass, president of the Illinois Coin Machine Operators' Association (ICMOA), and board chairman of MOA: Fred Granger, executive vice pres. and managing director, and Mr. and Mrs. Louis, of Peoria, Ill. Louis is a veteran in the biz, is a member of the 1966 annual convention committee with Frank Fabiano, of Buchanan, Mich... The able, splendid representation at his meeting despite the fact that it was Father's Day... Among the other fine folks we enjoyed our visit with were: Bob Ronneau and Dick Eggmann, Empire Distrubs in Menonee... and his lovely Novelty of the month, Orville Carnitz, Badger Novelty... Herb Tonne, Appleton... Oh, yes, Jack Flock, Jackie CW Crantis, and Jack Harkness, Arnold Joel, of Arnold's Coin Machine Service... Mr. & Mrs. Jerome (Red) Oettinger, Red's Novelty Co. of Genesil Jim Stecher, Novelty Service Co... Bob Pecore, Pecore's, Hartford, Mr. & Mrs. Joe Beck, Beck's, Oshkosh... and, of course, the lovely Mrs. (Marie) Pierce, of Broadhead... And, many more, too numerous to mention here... Annoucement of the next scheduled state association meeting will be inserted in MILWAUKEE MENTIONS when it is known. (that is Novelty Coin Machine Operators Assn. meetings will be resumed in the fall.)
Jack Bess Comes to Chicago for MOA Convention; Speaks on MOA Member Drive

CHICAGO—When Jack G. Bess, board chairman of ReoNoake Vending Exchange, in Richmond, Virginia, visited Windy City, June 10, he donned his MOA membership drive chairman’s hat and must have realized quite a bit about the momentum the drive is gaining nationally. He stated that thus far this year 135 new members have been enrolled. And, that although the goal of his advisory committee, which met October 28-30, is 550, he feels that he should expect a further strong push toward this drive in September (to the tune of possibly some 500 new members), after the normal summer recession. Fred Granger, is on up to the start of the annual convention.

“We must not forget to commend the Cash Box interview at lunch, ex- pounded on the great needs in the national coin machine association; especially in our efforts to favorably resolve the pressing performance rights extension problem in Washington, D.C.” Bess stated: “We must show the Congress far greater representation among our ranks in every Congress- stall District if we are to favorably forward our cause. Thus, that is— and should be—a degree of urgency in our appeal to the nation’s music operators.” Bess attributed the efforts to MOA in the coming development of a national training school for mechanics, as well as other pressing needs in the coin machine industry. “You may recall,” he asserted, “our

Fred Granger, left, vice president and managing director of MOA, flanks Jack Bess, while Cash Box reporter Lee Bill- board’s Ray Brack. Bess designed the cur- rent MOA membership drive, which has attracted 135 new faces so far.

HALF WAY UP . . . At the half way mark in the year most coast reps report that the overall business is at least as good as the first half of ’65. And in this is substantiated by the latest reports, “Wulitzer as a whole is doing approximately 8% better than last year at this time.” He added that their Los Angeles and Chicago outlets are up 10% better than last year. Jacks of Struve Distributing gives us pretty much the same story for Seeburg. He said, “business for the first half of ’65 is probably the best we have had since 1956.”

BLAZING NEW TRAILS . . . Stan Larsen of Struve Distributing has just welcomed in the brand new shuffle ally game called “Blazer.” It offers a diamond scoring feature. When you get a strike, you score 800 points; if it is a spare you get 500 points. It has ultra new styling in the cabinet and new heavy duty pin hangers. The game is presently on display at the Struve show- room. Other happenings at Struve were the addition of Seymour Abrams, credit manager, to their staff. The Bradley Williams’ just welcomed a newborn baby girl into their family. He named it Katrina. Charlie Lindbergh will be spending his vacation in July over at his Sim Mon Distributing shipped a large shipment of pin ball games to Europe. We mentioned a few weeks ago that George was working on this project—well he finally did it. George tells us that there has suddenly been a rash of vacations in the past few weeks. Mrs. Jack Simon just returned from a trip to Las Vegas. Art Spencer is spending the week in Monterey, where Jesse Solomon is vactioning in Houston, visiting with his folks. George has a visitor from the Far East—Mr. Henry in speaking of his mom-in-law, who arrived here from Japan last week. She will spend about three or four months here with George and his wife . . . Speaking of Japan we hear that Dean McMurtrie of Circle Inter mediary is around that nation in his Strait & Co. distribution outlets in the San Fernando Valley, while Don Quack is touring the Los Angeles and Oakland areas, conducting sales meetings. Harry Ballard that the new $220 Wall Boxes are moving very fast. Royce Garris, their credit manager, is in Las Vegas on a business trip. They also had a visit from Variety publishers and Bess on a day. Sorry to hear that Ron Chemel was in an auto accident, but we’re told that he should be up and around very soon.

SCOOP ON SCOPITONE . . . Marvin Miller of Coin Machine Service tells us who he is appointed the distributor for Scopitone. He says it is available right away and has a fantastic library of over 400 films, including such current artists as Herb Alpert and the Tijuana Brass. Some of the upcoming shows available are the Frank Sinatra special. . . Robert Portale of Advance Automatic Sales tells us that he is going to be handling Scopitone at his outlet in New York. J. H. Hochman is joining their firm in the newly formed vending department. The Chicago Coin “Cortebor” bowling alley is still one of his top sellers.

FROM THE RECORD RACKS . . . From California Music, Buddy Robinson tells us he expects great things from Sam Lee Robinson’s “Little Red Ridinghood” recorded on the MGM label. . . The Solle sisters at Lukenhein inform us that they are getting great reports on “The Work Song” by Faron Young.

HERE AND THERE . . . We hear from C. A. Robinson & Co. that Charlie Robinson, Al Bettelman and Hank Tronick are trying to work out a vacation schedule for all the personnel. Hank says that if things keep going this way we’ll all be able to take a free and easy holiday. Their revue this year is a two player pin ball game. He reports that the Valley magnetic pool tables are still very big sellers . . . Op visiting our town are: Harold Sharky-Huntington Beach, Jack Trebo and Jack Bal-

World Wide Hosts “Electra” Service School

CHICAGO—Harold Schwarts, head of the music division of World Wide Distributing Company, distributors throughout this wide area for The Seeburg Corporation’s phonograph and vending machines, announced this past week that Seeburg’s “Elec- tra” coin-operated automatic phonograph will be featured in a special high school class in the firm’s main floor classroom on the premises of the northern California division, 1230 Fifth Ave., SF 230 p.m., Wednesday evening, June 29.

A Seeburg field training engineer will conduct the classwork, aided by Sam di Paero and the Green, of World Wide Distributing Co. Also on hand for the company will be Nate Feinstein, Howie Frer, Neill Newville and Roy Gioconda.

Schwartz explained that there will be actual simulated service calls on the “Electra” phone, wherein the “students” will be called upon to cor- rect the problems. This practical in-service training is expected to help Seeburg take the most of the students for the school district.

MONY Sales Tax Meet

(Continued from page 75) ploy the money, we will supply the

The pledges continued, with app- roximately $12,000 in total contributions amounted to $12,000.

"You know how important this tax case is for us," said Denver as he closed the meeting. "The future of many operators is at stake here. Now, with your contributions, I believe we can go to work for you and I wish you a pleasant good night."

Cover Story

California Clippings

Seeburg.

The Vending and Music Association of South Dakota held their quarterly meeting at the Plateau Motel, Watertown, S.D. Sunday and Monday, June 12-13. Operators and wives attending the meeting were Mr. & Mrs. Dean Schroed, Aberdeen, Mr. & Mrs. Ralph Harvey and Mr. & Mrs. Earl Foster, Mitchell, Mr. & Mrs. Tony Ratchford and Ronnie Manolis, Huron, Mr. & Mrs. John Henn, Washington, Mr. & Mrs. Jacobson, Cannon Falls, Mn., Mr. & Mrs. Lawrence Freer, St. Louis, Mo., Mr. & Mrs. Keith Johnson, Montgomery, Alabama . . . Edward R. Brentler, Buffalo, N.Y . . . Louis Casola, Rockford, Ill . . . Seymour Pollak, Ten- nant, N.Y. . . . H. B. Swan, Los Angeles, Calif . . . San Angelo, Texas . . . Jesse M. Hogan, Lafayette, Indiana . . . Nathan Best, Peckskill, N.Y. . . . Lee Walker, Los Angeles, Calif . . . Harold E. Stueb, Jr., Tulsa, Oklahoma . . . Clayton C. Nemeroff, Chicago, Ill . . . Hal Zimmerman, Oceanside, N.Y. . . . John Van Wyck, N.Y. . . .
NAMA'S Walter Reed Speaks on Campus Vending to Conference

CHICAGO—Speaking before the National Association of College and University Food Services Conference, NAMA publicity director Walter W. Reed said:

"It may sound unbelievable, but between now and three o'clock the American public will drop more than 3 million coins into merchandise vending machines. Or, if you like, more than 10,000 nickels, dimes and quarters every 10 seconds around the clock.

"For the people in the automatic vending business the word 'change' has two special meanings. Change is of course the lifeblood of our business, since it takes 'change', or coins, to activate our dispensers.

"But 'change' also has a different meaning in the vending industry. Change has been the watchword of our growth ever since World War II. To us in the vending business, the last 20 years have brought changes in equipment, changes in the markets we serve, changes in the services we offer, and change in the opportunities for growing further.

"Twenty years ago, in 1946, the American consumer bought 600 million dollars' worth of goods from merchandise vending machines.

"This year, vending machines will dispense 4 billion dollars' worth of food and merchandise. That's almost seven times the volume of 20 years ago. For some years now, our sales have grown by almost 10 per cent every year.

"1946 is a good basis for comparison, because something important to food vending happened that year. It was in 1946 that the first prototype of today's coffee vending machines was invented. What you know today as automatic food service really had its beginning in 1946 when two engineers built a homemade coffee machine in an Army Air Corps hangar.

"It may seem incidental, but the coffee machine is directly responsible for all the developments in vended foods during the past 15 years.

"Coffee vending was of particular interest to personnel directors in factories and office installations. They had been looking for efficient answers to the problem of time lost in coffee breaks. Vending machines provided flexibility and speed, and—after some early trials and tribulations—a satisfactory product.

"If vending could help to solve problems in factories and offices, it was only natural that schools and other institutions would take a closer look too.

"Because your requirements are specialized, the adoption of vending on the campus, however, proceeded more slowly. Statistics are hard to find. Everybody's been so busy counting students, that nobody really kept track of vending machines on the campus. Seven years ago one of your own business publications did make a national survey. For 1957, College and University Business Magazine estimated that about 30,000 vending machines were located on your campuses, and that in 1957 they sold 5 million dollars worth of commodities.

"The growth of vending in colleges and universities is astounding. From 6 million dollars to 340 million would be a 55-fold increase in eight years. Or, to borrow from that well-known TV series, 'Get Smart,' would you believe 30-fold? Or 20-fold?"

Cash Box—July 2, 1966

Former Track Star Has Golf Ball Vendor

READING, PA.—Gene Venake, former world record holder in the mile run, has developed a golf ball vending machine named "Venake Vendor" which vends buckets of balls for pitch, putt and drive.

"Having been in the driving range business for more than twenty years, since I retired in 1943, I've noted a real need for a self-service golf ball vending machine in turf practice areas or bees, somewhat distant from the range service building or golf pro shop. The mechanical construction of this vendor is very simple, in that it has few moving parts. That makes it almost trouble-free. It will operate anywhere out of doors—you don't need any water or electrical connections. A screw driver and a few minutes time make it possible to adjust the mechanism to dispense up to twenty-four balls for a quarter, and the machine has a capacity of five thousand balls."

The vendor has two sets of locks, weighs 265 pounds and stands 43" high, 31" wide, 51" long and uses 14 gauge steel. It has an automotive paint finish and a two year parts guarantee.

KICK-IT
Coin Operated
TABLE SOCCER
Hottest Amusement Game in USA
FOR: BARS  •  CLUBS  •  ARCADES
and BOWLING ALLEYS

Completely Mechanical
Distribution Needed
For more information write:
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Part III—Coin Machine & Vending Section 79
MANUFACTURERS NEW EQUIPMENT
CUMTENTLY IN PRODUCTION

Manufacturers have not authorized prices where no price is shown.

Prices shown are last prices f.o.b. factory.
Young Men in the Trade: Stories From Wurlitzer's File

PENSACOLA.—"My dad's history is too long to put down here," said Albert Blalock, "Dad," to Fletcher A. Blalock, a Wurlitzer phonograph distributor since Wurlitzer made its first juke.
The beginning of the story goes back a little way when Fletcher started with very little capital. Eventually he became one of the largest

ALBERT BLALOCK
operators in the South. He progressed to a distributorship, all the while training someone to accept pass on management. "So many businessmen forget that the day will come when they want to take it a little easy... and still retain an interest in the business they worked so hard to build. Too many discover that there is no one to take over for them... or at least no one to whom they are willing to entrust their life's work," said Blalock.
He trained his sons and later, his son-in-law, Robert E. Potts, Albert later moved to Dothan, Alabama, where he bought and operated

SAMMY CROCKETT

at a route, sold it, and went in with his father in F.A.B. Distributing Company, Inc., the Wurlitzer distributorship in Pensacola.

Today, Fletcher A. Blalock, is still the guiding hand behind the two businesses. Fletcher, E. is 35 and has sixteen years experience in the business. At age 19, he joined his father in F.A.B. Distributing Company in New Orleans as a mechanic trainee. Later, he became shop foreman and subsequently a salesman, then manager of the branch office in Atlanta. In 1959, he bought a route in Pensacola, Florida, built it up and added to it, then incorporated its holdings with his father's in the same area and Blalock Music Company was formed with Fletcher E. Blalock as manager.

Robert E. Potts is engaged in the route operation of the family business and a most active participant in its overall management. The most recent addition to Blalock Music Company's staff is another son-in-law of Fletcher A. Blalock. This young man is Sammy L. Crockett, who has been with the firm, engaged in the operation of the route, for about a year. Sammy is a native of Dothan, Alabama. But Fletcher A. Blalock, one of the deans of coin-operated music in the South, is still the astute coordinator and is reaping the benefits of his earlier decision to train the young men in the trade.

In 1956, another 15 year old started in the coin machine—Lon R. McKee, son of Marshall R. McKee of Northwest Sales Company of Oregon, Wurlitzer distributor. When he started, Lon began by cleaning phonographs and all types of games. He learned how to completely service them, graduated to managing a route, and is now Marshall's top salesman. This rounded knowledge did not come easy and Lon says there were a few cut fingers from time beginning and knowledge. But he had the encouragement of his father, a veteran of 15 years in the business. Marshall has said, "When I'm away, I have no worries about the business; Lon has learned every facet of it and loves every minute of it.

This business gave me a college education; it has educated my brother who received his M.D. this year from the University of Iowa and is providing a college education for another brother who just completed his freshman year at Grinnell College. To sum up my feelings, I would say that the coin machine business has an excellent future in store for any young man who is willing to put forth the necessary effort.

This quote is taken from a letter written by Warren Sandler, President of Sandler Vending Company of Minneapolis, Minnesota. He is 22 years old, an eight year veteran of the coin machine business. His father, Irving Sandler, is chairman of the board and treasurer of the renamed company formerly known as the Sandler Distributing Company.

"Try" grew up in the business and has hundreds of friends among location owners and operators in North and South Dakota, Iowa, Western Wisconsin and Minnesota. Warren graduated from Grinnell College, where he was a 3-letter man, and entered the U.S. Army. He is present as a Reserve officer, vice-president of the Minneapolis chapter of the Reserve Officers Association, married and the father of four children.

At the 1960 M.O.A. Show, veterans of the trade were introduced to another young man who had chosen to make the coin machine business his profession. He is Russell Townsend, now vice-president of United, Inc., Wurlitzer distributor in Milwaukee, Wisconsin. Russ is Harry Jacobs, Jr.'s son-in-law. "He joined the distributorship to learn and work and the fact that after just eight months he was elevated to general manager and vice president is conclusive proof that he is able to do both," said Jacobs.
Russ believes that "the many, many good things about the business are taken for granted by those whose livelihood it has been for years."
MOA Washington Staff Departs for the Capitol

CHICAGO—Music Operators of America's Legislative Committee members departed for Washington, D.C., Wednesday, June 22, to keep on top of the proposed copyright law, a monumen
tal activity in the National Capitol. The action was made possible by the fact that the Legislative Committee has representatives on the House Judiciary Committee.

Fred Granger, executive vice pres. and chairman of the Legislative Committee, advised last week that the Legislative Committee will confer with members of the Sub-Committee of the House Judiciary Committee.

MOA Legislative Committee members include: Lou Casola, chairman; John A. Wallace, pres. of MOA; Nicholas E. Allen, legislative counsel; Fred Granger, George A. Miller, Jim Tolkan, L. H. Cannon, Harry Stoddard, Clint Pierce, Les Montooth, and Henry Leyster.

Rosen Issues New Film Catalogue for Audio-Visual Units; 750 Flicks

PHILADELPHIA—The first published film catalogue for the coin operated audio-visual field was issued this week by David Rosen, Inc. The catalogue, with a two color front cover, lists more than 750 film subjects "suitable for every type of coin operated movie-music machine on the market today," Rosen said. The cover identifies the book as the "Filmo
theque-Discotheque Film Catalogue." David Rosen, who heads the distributing firm bearing his name, said the "Filmo
theque-Discotheque" name is intended to identify the concept of audio-visual machines.

Rosen is the exclusive United States distributor for the Cinéjukebox, a "new" look created for the combina
tion 2-in-1 movies and music machine he brought here from Milan, Italy.

The film catalogue lists the selection and the artist, type of music and a synopsis of each subject. Film subjects are chaptered according to their point of origin with separate sections for films produced in Italy, France, England, the Middle East and the United States.

Rosen said the film subjects are available for sale or rental to all operators and distributors of audio-
visual units of all makes. "I have no desire to keep this valuable library for myself," he said. "They are available for anyone who needs them. This initial catalogue is intended to impress the industry that the Filmo
theque-Discotheque concept has made great strides, that there is a wealth of material and enthusiasm for audio-visuals."

The catalogue is free for the asking, said Rosen, who requested that all inquiries be made in writing on company letterheads.

PROFILE ON FRED POLLAK OF ROWE

(Continued from P. 75)

say, "Here—sell this." We believe in merchandising and the programs we have plan to prove this very short
tly. We have to give the distributor the tools to sell the machine and the op
erator the tools to make money from it.

Q. Specifically?
A. Well, I don't want to say anything new, but we already have four ideas and every one of them is great.

Q. How do you start a promotion pro
gram; do you just get a pot of coffee and a pack of cigaretties and sit down with the men, or what?
A. No, I believe in planning. That's my forte. Start from a plan and then apply it. We have creative people, without creativity an idea is no good. For instance, we find that it is pretty of having a professional sales meeting. Not just a bunch of executives getting up and making speeches and boring everybody to death. We hire a profession

al industrial entertainment organi
zation; we work out an industrial show

—the last sales meeting was held in the Lambs Club in New York and the show was so good that we had offers to put it on Broadway—take three of the songs and change the words a lit
ttle bit. We also have a distributor ad
dvisory council, the big—no, I won't say big—the key distributors in each area; we test our promotion ideas on them and on the public.

Q. Who do you mean by "public"?
A. We'll pick an operator who he'll work with us and try out our ideas at loca
tions to see how the customers react to them. After all, we're trying not only to create sales for the unit but to see
more dimes, quarters and half-dollars go into the machines. Our theory is
and I'm paraphrasing somebody here—our sale doesn't stop at the distributor. Our whole theme, our thinking is to produce the revenue that will keep an operator happy and keep Rowe on

locations. We want to make people very proud of what we do, and I think we're doing it. This industry has had a shot of new blood and more people are beginning to think it's a good in
dustry to come into. I've been invited to appear at New York University and discuss the business to students. That's a sign of progress.

Q. What has been your most success
ful machine so far?
A. The last one we've had on the mar
ket, I always say that and that's the way we do business. We don't just "come out" with a machine. We plan

twelve to fifteen months ahead of time. Our most successful machine is going to be the one we bring out next.

Q. You came up with the idea of wall-box locations. What's the progress on that? Do you have any word from op
erators or distributors?
A. Well, it's not going to be an over
night deal; it's a long pull going to take some time. Most of the progress has been on a local level. But it's go
ing to happen. The operator has to present it as a business proposition: that it's going to make money for a
restaurant. Like water dripping on ice; takes a while, but it gets through. No
body's going to turn down money. The people you have to catch are the chains like Hilton. I don't say it'll hap
pen today but I guarantee you it'll hap
pen. Maybe a different cabinet, but it'll be there. So will Rowe.

Q. So you're satisfied with the progress of Rowe?
A. I won't be satisfied until we have fifty per cent of the market. It's a very exciting experience, being with Rowe. It's going to become the most impor
tant name in the industry.
WANT

SAMPLE D.L.'S FOR PROMOTION. WE PRODUCE all types of records—Pop, R&B, Country, Dixieland, and others. Let us bid on your Firm/1.

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SORRY—
but we underestimated the demand for
HULA-HULA—
WE'RE ALL SOLD OUT!

However . . .
we suggest you wait for the
SENSATIONAL 1-PLAYER
KICKER
COMING SOON!

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CHICAGO DYNAMIC INDUSTRIES, INC.
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Thanks to you—we are the fastest growing parts supplier on all coin machine and billiard supplies in America. This is due to the fact that we work harder to give you quality merchandise at the lowest quantity price with the fastest available service.

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Sincerely yours,
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DYNABALL COMPANY
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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!

Many exclusive features make service a breeze. When used on counter, the Wall-Ette can be serviced from back without disturbing customers.

Most compact of all wallboxes. Smallest in depth and height. With handy above-table mounting, salt, pepper, sugar can be stored underneath.

Winking waitress call-to-service light she can’t ignore.

30° Stereo Round* Sound offers the finest play-promoting remote stereo reproduction available.

*U. S. Patent No. 3,153,120
Here’s why!


The video jukebox is proving the most provocative new idea in audio-visual entertainment throughout the world and among the knowing go-ers in America. Now Color-Sonics makes it the most profitable for you.

Here’s why!

Color-Sonics Gives You—and your Audience—The Performers Americans Want... the Performance Americans Demand!

Here at last is the first machine of its kind created and manufactured in America to highest American performance standards—starring exclusively the greatest names in American Show Business in continuous productions.

Here is the Machine That Lets You Drop in a Film Cartridge as Easily as a Record

Here is a trouble-free, low-cost 26-selection machine that goes through any standard door. And the first priced low enough to assure profitable return on good replacements—almost half the price of more complicated, bulky machines.

Naturally, it incorporates every proven device for maximum performance—including fast pick up and play of the proven Fairchild projector.

The Color-Sonics exclusive automatic continuous loop cartridge requires no rewind, plus automatic reject in case of breakage—with no expensive downtime. Solid state amplifier, and off the shelf components for trouble free servicing.

Color-Sonics Brings You America’s Top Performers

Stars who literally need no introduction—entertainers Americans love—and want to see—again and again! They’ll want them over and over—singing and swinging in hi-fidelity color and sound—dancing and romancing on a giant-sized screen.

Color-Sonics starts you off with a full barrage of 26 film cartridges produced at Paramount Studios in Hollywood—a full theatre of entertainment with the same kind of stars who made the jukebox yesterday’s favorite American entertainment—ready to rack up coins from today’s TV-trained generation!

Put Color-Sonics Where the Action Is

And get the lion’s share of the action! Put it in cocktail lounges, theatres, hotels. Bars and grills, terminals, coffee shops. Discotheques, key clubs, arcades. Wherever spirited people gather to wait for the next plane or show—or spend hour after hour enjoying themselves.

Just Who Is Color-Sonics?

The manufacturing arm is The National Company*, for more than half a century, leader in the development of wide dynamic range equipment and fully synthesized receivers for precise frequencies...for many years an important supplier of such precision equipment to the Armed Forces.

The film production arm is Official Films®, producers and syndicators of many of TV’s top specials and award-winning series—who Hollywood-based facilities, including name directors, choreographers and cameramen, assure you that every Color-Sonics performance represents finest film production values.

Get into the picture...and let Color-Sonics make music for you. For full information, call or write today! Several distributor territories available.

COLOR-SONICS INC.
122 East 42nd Street, New York, N.Y.
Telephone 212 986-7660

Epic Records' star Bobby Vinton helps introduce the new pride of the Rock-Ola Manufacturing Corp., the GP/Imperial Model 433 phono, a stereo-mono unit with 160 selections in both 45 and 33 1/3 speeds. The company is going all-out to promote its new entry. The unit in the photo displays four different Vinton cover sleeves. This week, Epic will release his new single, "Petticoat White." Bobby's current LP is called "Country Boy."
WE'RE HAVING A HIT WAVE.
And these singles are sizzling on the charts!
“Red Rubber Ball” - The Cyrkle
“I Am a Rock” - Simon and Garfunkel
“Somewhere, My Love” - Ray Conniff
“Hungry” - Paul Revere and The Raiders
“Everybody Loves a Nut” - Johnny Cash
“I Love Onions” - Susan Christie
“I Want You” - Bob Dylan
Where the chart fever is. On COLUMBIA RECORDS ♠