Among the fastest-rising disks of year was the recent number 1 smash, "Hanky Panky," performed by Tommy James and the Shondells. The Roulette disking has led to the inevitable demand for their talents with regard to new recordings and personal appearances. Roulette has already released a follow-up single, "Say I Am," and an LP, named after the hit. In addition, the group is currently on a 1-week tour, which concludes July 26 when they make a 1-week stopover in Chicago. After the Chicago dates, the boys will make a promo trek through eastern and midwestern states.
Chad and Jeremy!
— their big new single!
"Distant Shores"
4-1582

Where the action is. On COLUMBIA RECORDS.
One of the most satisfying developments of recent years has been the growth of label affiliates of large film companies as record industry entities in their own right. There should be no doubt that parent film companies still view their label affiliates as extremely helpful in promoting film product through the exposure of music. But, even here there seems to be a greater maturity in enlisting the aid of record divisions, including the scoring of music and selection of themes that are more suitable for today's markets, and cross-promotion that helps both the film at the box-office of a theater and records at the cash-register of a retail outlet.

But, film-disk operations today are out there battling for the day-to-day dollar of the general record market, competing for the acceptance of discs that have no relationship to the film company itself, only, happily, to give a brighter financial stance to the entire corporate set-up.

Because these labels have enlarged their scope, they have been helpful in bringing to their benefactors a number of acts who, once they have achieved continuous disk success, have found their way into film product, sometimes as featured performers or as—in a major exploitation device—as special soundtrack voices or instrumental sounds. Thus, record personalities have found it easier to expand their exposure and further establish themselves as strong show business attractions.

The main point, however, is that these record divisions are now able to move in a manner consistent with the demands of the disk scene. They have erased the stigma of years-back when most label operations had to live down the exploitation of their resources in order to plug, in haphazard, unmusic business-like ways, product, its multi-million dollar cost notwithstanding—of the film company.

In their new modus-operandi, record companies in this area have been able to contribute mightily to the overall growth of the record industry, serving as an ever-eater outlet for the creativity of artists, writers and, very often, the field of independent producers.

The greater the success of film-disk companies, the greater will be their independence to blueprint their operations with the sole objective of selling disks, even if some of their disks involve home company film product. Operating under these conditions, they will, we are certain, continue to do the record industry proud—and their parents to boot!
1. THEY'RE COMING TO TAKE ME AWAY - NAPOLEON XIV-Warner Bros.-5831
2. WILD THING - THE TROGGS-Fantastic-1548
3. LIL' BUD THE HOOD - SAM THE SHAM & PHARAOHS-
4. PIED PIER - PETE'S JAM-1320
5. HANKY HANKY - TOMMY JAMES & SHONDELLS-
6. I SAW HER AGAIN - THE PARASITES-De-Lite-6041
7. MOTHER'S LITTLE HELPER - ROLLING STONES-London-6027
8. YOU'RE GONNA HAVE TO SAY - DUSTY SPRINGFIELD-Philips-40371
9. SUGAR PIE, HEARTBREAKER - LOUVIN'-SoulPro-Kato-2126
10. HIGH ON MUSICAL INN - PAUL REVERE & RAIDERS-
11. SWEET PEA - TOMMY ROE-ABC-10752
12. PAPERBACK WRITER - BEATLES-Capitol-5651
13. LITTLE GIRL - JIMI HENDRIX ELECTRIC PIGGY-SONIC SLEUTH-600
14. SUNNY - HERB ALPERT-40365
15. SOMEWHERE WHERE MY LOVE - RAY CONNIFF SINGERS-Columbia-
16. ALONG COMES MARY - THE ASSOCIATION-Vanguard-741
17. THIS DRESS SWINGS BOTH WAYS - HERMAN'S HERMS-MGM-13248
18. RED RUBBER BALL - MARCIA'S-RECORDS-32589
19. AIN'T TOO PROUD TO BEG - TEMPTATIONS-Gordy-7054
20. THE WORK SONG - HERB ALPERT & TULIANA BRASS-
21. LOVE LETTERS - ELVIS PRESLEY- RCA-8870
22. STRANGERS IN THE NIGHT - FRANK SINATRA-Scepter-1557
23. OVER UNDER SIDEWAYS DOWN - YARDBIRDS-Epic-10035
24. DAY TRIPPER - THE BEATLES-STANDELS-Tower-185
25. MUDDY WATERS - JOE COLEMAN-Mps-6618
26. I WANT YOU - BOB DYLAN-Columbia-4383
27. SEE YOU IN SEPTEMBER - RAY CHARLES-Atlantic-520
28. COOL JERK - DAVE AND WANDA-ABC-1324
29. PRETTY FLAMINGO - MANRED MANN-United Artists-
30. HAPPY SUMMER DAYS - RONNIE DOVE-Don't-205
31. DON'T BRING ME DOWN - THE BYRDS-Imperial-66175
32. YOU BETTER RUN - JOE HIBBARD-13238
33. SWEET DREAMS - MANNY MCLEAN-MLS-197

ALPHABETICAL TOP 100 (INCLUDING PUBLISHERS AND LICENSEES)
Breaking bigger than any record this week!
(From Spain via England)

Los Bravos

BLACK IS BLACK

#60002

Prod. and dir. by Ivor Raymonde
CHARTED FOR ACTION!
THE STAINED GLASS
has a sure-fire single that’s certain
to land right on the charts
"IF I NEEDED SOMEONE"
c/w "How Do You Expect Me" #8889

ACTION STATIONS
It’s already getting big air play
on these stations:
KDKA—Pittsburgh
WQXI—Atlanta
WOKY—Milwaukee
WRYT—Milwaukee
WFUN—Miami
WQAM—Miami
WKBW—Buffalo
WUBE—Cincinnati
WSAI—Cincinnati
WMAK—Nashville
WKDA—Nashville
WNDE—New Orleans
WBBF—Rochester
KBOX—Dallas
KLIF—Dallas
KFJZ—Fort Worth
Col, Epic Give Computer Designations To New Product

LAS VEGAS—New product from the Columbia and Epic labels has been announced, with 26-digit catalog numbers. Employing a basic, eight-digit system now in use at LP's, the new catalog numbers range from 00000001 to 00000090. An Epic release on Crossroads (LP-00000001) was unveiled at Epic's meet in Vegas.

An Epic release on Crossroads (LP-00000002) has been released. The first letter signifies the Epic label; the second digit signifies the number of the LP; the number one refers to the amount of LP's in a given set, while "00" states the number of LP's in the company's production (in this example, "0005" signifies mono, since it ends in an odd number; even numbered endings indicate a stereo version).

Crossroads

Mershaw Buys Gerber Dist. Of Syracuse

NEW YORK—Mershaw of America, Charlie Schlanger's rack operation in Albany, has purchased Gerber Distributing of Syracuse, Cash Box has learned. Schlanger, who will be moving to New York, will remain as operating head of the company, with no change in the distri-ute's.

Epic Records Announces New Levy Speech Opens Confab

LAS VEGAS—Len Levy, Epic Records' vice president, officially opened the label's 1966 national sales convention at the Desert Inn here on Monday morning, July 18. During his address, Levy said: "The new product, new ideas, and new merchandising techniques to be presented at this Convention will offer unquestionable proof of our tre- mendous progress in the industry. However," Levy continued, "no matter what we attempt to do as a manufacturer, the end result is a new beginning. We seek to achieve by the acquisition of artists, the design and development of new product lines, and you and your listeners.

"As the recording industry develops and grows, new and stimula-ting, I never cease to amaze by the yet untapped growth potential of the LP. Each time new find-ings are reported, our management team tries to outdo the previ-ous ones in their direct application to Epic and Okeh. Taking that application one step further, we try to foresee the progress which may come from which we are concerned, how your position and growth will (Continued on page 30)

Columbia Seeks 'Total Participation' At Vegas Confab

Gallagher Outlines 'TP,' New Merchandising Plans

LAS VEGAS—Total Participation" in the merchandising of LP and singles product was the broad theme of Columbia Records' national sales con-vention in Las Vegas last week. A summary of the label's plans for the future, outlined this approach in his opening ad-dress to the convention on Thursday (21). It was further explored by Stan Kavan, merchandising vp, and Tommy Noonan, director of national promotion for the Columbia and Date labels.

Gallagher stressed that teamwork was a crucial factor in the label's leadership in sales, and that "once you've achieved the philosophy, you must work twice as hard to stay there." He paid tribute to the label's support for the veterans, pointing out that each salesman is backed by approximately 70 Columbia-Singers (there are a total of 6,800 Columbia support personnel). The exec also brok out the participating Ed sales- men in bringing to the fore unknown disk acts such as the Pozo-Seing-ers (Joe Mansfield of Dallas), Simon & Garfunkel (Bud Walker of Coca Cola, Fla.), Jimmie Davis (Radio of Kansas City), Citing stastics, he mentioned that between the ages of 13 and 19 with $18 billion to spend (as they see fit), Columbia alone has accounted for 11% of this year's sales (Continued on page 34)

Regional Meets Bow New WB-Reprise L.P.'s

BURBANK—Warner Bros. and Reprise debuted 23 albums at a recent meeting of Reprise distributors at the company's offices. The meetings were held in Los Angeles, Chicago, Atlanta and New York.

New Epic-Okeh LP's

New Epic-Okeh LP's announced at the Epic Sales Convention last week included the following albums during the month of August. The albums to be released in September were, "Don't Say A Word" by Barry "Godfrey Cambridge" and "The Robber's Hit" by Bobby Vinton, "Live At The Copa" by Bobby Vinton, "Wine, Women, and Walker" by Charlie Walker, "Over Under Sideways Down" by the Yardbirds, and "New Vibrations" by the Vi-
### Cash Box — July 30, 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 JULY 20, 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>
</tr>
</thead>
<tbody>
<tr>
<td>45%</td>
<td>My Heart’s Symphony — Gary Lewis — Liberty</td>
<td>45%</td>
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<tr>
<td>43%</td>
<td>Land Of 1,000 Dances — Wilson Pickett — Atlantic</td>
<td>43%</td>
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<tr>
<td>40%</td>
<td>Wouldn’t It Be Nice — Beach Boys — Capitol</td>
<td>40%</td>
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<tr>
<td>39%</td>
<td>Wade In The Water — Ramsey Lewis — Cadet</td>
<td>85%</td>
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<tr>
<td>37%</td>
<td>Money Won’t Change You — James Brown — King</td>
<td>37%</td>
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<tr>
<td>35%</td>
<td>Blowin’ In The Wind — Stovia Wonder — Tamla</td>
<td>97%</td>
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<td>33%</td>
<td>Bring Back The Time — B. J. Thomas — Sceptor</td>
<td>57%</td>
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<tr>
<td>31%</td>
<td>Living Above Your Head — Jay &amp; Americans — United Artists</td>
<td>31%</td>
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<tr>
<td>30%</td>
<td>Open The Door To Your Heart — Darrell Banks — Revilot</td>
<td>76%</td>
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<tr>
<td>29%</td>
<td>Almost Persuaded — David Houston — Epic</td>
<td>60%</td>
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<td>28%</td>
<td>Angelica — Barry Mann — Capitol</td>
<td>44%</td>
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<td>27%</td>
<td>Guantanamera — Sandpipers — A &amp; M</td>
<td>49%</td>
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<td>25%</td>
<td>Alfie — Cher — Imperial</td>
<td>25%</td>
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<td>24%</td>
<td>A Million &amp; One — Dean Martin — Reprise</td>
<td>61%</td>
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<tr>
<td>23%</td>
<td>Philly Freeze — Alvin Cash — Mar-Vel-Ous</td>
<td>47%</td>
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<tr>
<td>22%</td>
<td>Make Me Belong To You — Barbara Lewis — Atlantic</td>
<td>51%</td>
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<tr>
<td>21%</td>
<td>Most Of All — Cowsills — Mercury</td>
<td>21%</td>
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<td>20%</td>
<td>Let’s Call It A Day, Girl — Razor’s Edge — Pow</td>
<td>66%</td>
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<td>19%</td>
<td>Born A Woman — Standy Posey — MGM</td>
<td>32%</td>
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<td>18%</td>
<td>The Tip Of My Fingers — Eddy Arnold — RCA</td>
<td>68%</td>
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<td>17%</td>
<td>United — Intruders — Gamble</td>
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<tr>
<td>16%</td>
<td>Bus Stop — Hollies — Imperial</td>
<td>41%</td>
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<tr>
<td>15%</td>
<td>Suspicion — Sidekicks — RCA Victor</td>
<td>55%</td>
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<tr>
<td>14%</td>
<td>Summertime — Billy Stewart — Choss</td>
<td>48%</td>
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<tr>
<td>13%</td>
<td>Petticoat White — Bobby Vinton — Epic</td>
<td>28%</td>
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<tr>
<td>12%</td>
<td>I Believe I’m Gonna Make It — Joe Tex — Dial</td>
<td>12%</td>
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<tr>
<td>11%</td>
<td>How Sweet It Is — Jr. Walker &amp; All Stars — Soul</td>
<td>11%</td>
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<tr>
<td>10%</td>
<td>Lonely Summer — Shades Of Blue — Impact</td>
<td>10%</td>
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#### LESS THAN 10% BUT MORE THAN 5%

<table>
<thead>
<tr>
<th>TOTAL % TO DATE</th>
<th>WORLD OF FANTASY</th>
<th>TOTAL % TO DATE</th>
<th>TOTAL % TO DATE</th>
</tr>
</thead>
<tbody>
<tr>
<td>34%</td>
<td>Five Steeptops (Windy C)</td>
<td>9%</td>
<td>Too Soon To Know — Ray Orbison (MGM)</td>
</tr>
<tr>
<td>24%</td>
<td>Sunshine Superman — Donovan (Epic)</td>
<td>8%</td>
<td>This Is My House — Moody Blues (London)</td>
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<tr>
<td>42%</td>
<td>Respectable Outsiders (Capitol)</td>
<td>8%</td>
<td>Look At Me Girl — Bobby Vee (Liberty)</td>
</tr>
<tr>
<td>9%</td>
<td>Working In A Cool Mine — Lee Dorsey (Amy)</td>
<td>8%</td>
<td>Who Do You Think You Are — Shindogs (Viva)</td>
</tr>
<tr>
<td>21%</td>
<td>Out Of This World Chiffons (Laurie)</td>
<td>21%</td>
<td>Dear Mrs. Applebee Flip Cartridge (London)</td>
</tr>
</tbody>
</table>
and then...

along comes

THE ASSOCIATION
singing...along comes mary

& eleven wild new songs

a great valiant effort with

a fantastic new sound

VALIANT RECORDS
MONO 5002 • STEREO 25002
NEW YORK

Lainie Kazan makes her return to New York, after a summer of TV tapings on the coast, when she opens a three-week stand at the Persian Room on the 27th. Lainie's second LP for MGM, to be simply titled "Lainie Kazan" will be released immediately prior to her opening.

Lark Eileen Fulton, who most housewives will recognize from her stint on the "As The World Turns" afternoon soap opera and who theatre goers will find familiar from her appearance in "Who's Afraid of Virginia Woolf!" is now making her club debut on a bill with Allen and Roosti at the Manor, Wildwood, N.J. The lark's disk services are currently being bid for.

Charley Green and Brian Stone are increasing their heavy load with their newly invelled group, the Daily Flash. The quartet, which was just discovered in Seattle, already has cut its first side for Green and Stone, and the resultant, "Queen Jane, Approximately" is already on the market.

The nationally franchised Halla- bao Club's, got its Astor Park location off to a flying start last week when the spot was opened by the Ventures, Myddle Class and Jesse Colin Young and the Youngbloods. Close to a thousand teens plucked down a dollar each to danes to the sounds of the three groups, which are all making large names for themselves locally... Chetah will be rocking for the next two weeks at the wild sounds of Mike St. Shaw and the Prophects, which had a tremendous success during its recent month at the Downtown, plus Curtis Knight and the Squires.

Al Altman's latest addition to the Metric staff writers, Bob Stone, has had his recently penned "We Can't Go On This Way" cut by Teddy and the Pandas, for Musicor. The Stone arranged deck is already making strides throughout the entire Northeast... Chad Mitchell does a solo concert at the Westbury Music Fair on the 29th... UA's Gordon Lightfoot, who is responsible for the authoring of a number of hit tunes, spends this week at the Cafe Au Go Go doing his songs and others. Lightfoot also is appearing at one of the Central Park concerts, which have proven so successful, and additionally has a new single, being released, with the title "Spin, Spinn."... The Pair Extraordinaire go into the Bitter End (27) for two weeks, coinciding with the release of their second LP for Liberty. The duo will also be the subject of a major label promotion while in Gotham.

The upper west side has a swinging new discotheque in Ungano's, which is working on a hit group policy with the Critics booked in for early August... Fran-Tell's Philip Dawn going all out with his latest effort "Tell Her," which he wrote, arranged and produced... Merrec's Jerry Ross has a groovy pair of sides in Jerry Butler's "Love (How Sweet It Is)" and Dee Dee Warwick's "I Want To Be With You."... Among the entertainers at the Columbia convention will be the Magicians, who will introduce debut act "Tell the World About You" and "I'd Like To Know."

CAPITOL BOOKING'S PROSPECTS

Capitol Booking's Ron Terry has added to his Manor booking of Allen and Roosti by placing Connie Francis at the spot for the week preceding Labor Day, through the holiday... Jerry Vale will co-host the "Mike Douglas Show" Aug. 29 thru Sept. 2.

The Kalin Twins have signed for management and recording with Chartbuster, and their releases will appear on one of the Amy/Mala labels. The pair's first session under the new affiliation is set for this week.

True Fabhercins continues at the Bitter End to complete a two week stand... Jill Sinclair has signed for the Camera label in a new flick, "The Swingers" a Sunset production for next season.

HOLLYWOOD:

It's easy to understand reviewers John Scott of the L.A. Times and Glenn Hawkins of the Herald-Examiner confusing the temps of the opening number that Eddie Fisher unveiled at the Grove. Scott described it as a "balled" and went on to label it further as an interesting departure for the RCA Victor artist. Hawkins depicted it as a "novelty (?)"--the question mark belongs to Hawkins—not us. The uncertainty stems from the fact that "Open A New Window" (from "Mame") was performed by Fisher as a ballad and by the Dick Stabile band as a rhythm tune. The resulting discord bordered on disaster and it's a tribute to Fisher's showmanship that he finally caught the tempo and stayed with it until the bitter end. Fisher had been quoted as saying his opening would include "a new image". But that elusive window must have been a shattering experience for him. Understand Fisher will be renewing talks on some feature film while he's in town for that three week stint at the Grove—possibly "Paint Your Wagon," "Gouffe Case" or "Big Brass Band". Al Schmitt, A&R exec at Victor's Sunset office, is currently questing material for Fisher's first date for the label in several years. Eddie, we understand... would like to cut "Mame"—certainly one of his most impressive numbers at the Grove.

ANN-MARGRET should be cutting an album session at Victor as you read this... With John Gary winging to the Flamingo in Vegas for his opening at the Flamingo, Gary then returns to L.A. for more filming on his TV summer show and another stint at the Grove next month.

A couple of weeks back we devoted some space here to a marvelous new tune entitled "Alfie" wondering who might be performing it in the film which opens across the nation next month. We are told it'll be sung by Cher over the credits at the conclusion of the feature. Incidentally, add Vickie Carr to the list of imprint artists who have cut the song. Our guess is that there should be a half a
Paula Wayne isn't going places...she's there!

Broadway's Golden Boy started the ball rolling for Paula.

Now, with her current stint at the Copa, she's reached the top rung.

You'll know why Paula deserves every bit of her success when you listen to her stellar performances on a new Columbia single.

It will leave you cheering for more!

“Never Less Than Yesterday”

“In the Name of Love” 4-3737

On COLUMBIA RECORDS®
Hundred "Alfie" versions by Oscar season in April. . . Recent film assignments include Lalo Schifrin who has been set to compose and conduct the music for 20th's "Way, Way Out." John Gabriel who has written the title song for "El Dorado" in collaboration with Nelson Riddle for Paramount, Ernie Freeman signed to score "The Cool Ones" for Warners and DeVito who's writing the music for Columbia's "It's What's Happening." Caeser's Palace, the new 25 million dollar complex, opens its doors to the public on Aug. 5 in Vegas — Andy Williams, Elaine Duane and a forty piece band will be the initial attractions with Tony Bennett, Jack Benny, John Davidson, Anthea Newley, Woody Allen and Pet Clark signed for subsequent appearances. The Ritz Bros. with United Artist's attractive thrush Louise Vienna will be the first entertainment unit in the hotel's lounge. . .

Our "West Coast Girl of the Week" is 20 year old folk buff Oriel Smith, currently touring Europe in search of material for her next Hooven-Wynn produced LP. She should be winging back to her Van Nys home within a week or two.

George Pincus and his attractive secretary-wife Florence, among the many who jetted from N.Y. for the Columbia convention, in Vegas last week, should be visiting here by now —big surprise for the release of his title tune from the "Tarzan" series. . . .

Newest artist on the A&M roster is Tommy Boyce whose first release is titled "Sunday, Day Before Monday." Boyce is also under contract to Screen Gems Publishing and is set to write and produce the first "Moonkee" album with co-writer Bobby Hart. The team has already composed the title theme to the Screen-Gems TVer. . . Another new artist, signed to a three year contract by MGM Records, is Suzi Jane Hokum with Lee Hazlewood composing and producing her first single "Need All The Help I Can Get" b/w "Homew." Vet arranger-conductor Lew Douglas has made the switch from Chicago to town and can be reached at Bob Ross’ Music Service. He’ll be free fancing—already set to reunite with Jeni James, session planned for next month. . . . "In The Arms Of Love" from the Blake Edwards Prot. "What Did You Do In The War, Daddy" is Mancini-Livingston and Evans’ bid for the Academy award come April—already cut by Andy Williams (Columbia), Mancini (R.C.A. Victor) and Hal Fraizer (Reprise). . . White Whale’s recording stars the Turtles, celebrating their first anniversary this month, just closed an enormously successful engagement at the Whiskey A Go-Go and are jetting cast on a national tour—newest release is "Outside Chance." Warner's unveiled its fall release across the nation last week with an imaginative still film which ran 2 hours and 20 minutes but came off like a breeze thanks to three luscious N.A.U.G.H.T.Y. chicks from MGM story line and the creative efforts of writer Stan Cornyn and photographer Ed Thrasher. Mike Maitland also starred as a horn-rimmed Superman, which he is.

**Chicago:**

New revue at the Regal Theater spotlights Chuck Jackson, The Vibrations, Gladys Knight & the Pips, Roy Head, Tammi Terrell, The Five Blind Boys of Alabama and The Mantanones. Management will present a special talent show for local hopefuls on Wednesday evening (27) in addition to the regular feature. . . Erroll Garner, whose current Chi date marks his first nationwide engagement since the highly successful two-month concert tour of Europe, attracted a record breaking opening night crowd into London House. During this stint, MGM will release Garner’s new album "Campus Concert" which was recorded at Purdue University. . . Dick Williamson (WCFL) is bringing a lot of new local groups to the fore via the weekly Friday night hops held at the Ritz. Columbia, Paul & Rink in suburban Oak Park. . . The long awaited WBKB-TV production "Illinois Sings" will be telecast on Tuesday, August 30. Ten months in preparation, the special will showcase 17 musical numbers performed by various artists and groups including actor-singer Eddie Albert who will narrate as well as perform in the show. . . . Columbia’s Steve Lawrence taped an interview for WIND’s "Starview" series. . . . Bob Schimmel, promo man at Summit Dist., has been singing the praises of B. J. Thomas’ "Bible & Sue" (Hickory), which recently broke here; The Yardbirds’ "Over Under Sideways Down" (Epic)

**Oriel Smith**

**Turtles**

**Louise Vienna**

**Almost Persuaded**

David Houston

Almost Persuaded

B/O Record

Almost Persuaded

Ramblin’ Rose of Georgia

Touched by the Light

From a Jack

Tonight You Belong to Me

And More

LN 2412 (BN 2085)

Cash Box—July 30, 1966
WARNER BROS. RECORDS PLEDGES TO BRING YOU
MORE HITS
MORE OFTEN
BACKED BY A POWERFUL
ADVERTISING, PROMOTION
AND SALES CAMPAIGN
AND AN ARRAY OF ALBUMS
DESTINED FOR THE CHARTS!

Your Warner Bros. Distributor is waiting for your call!

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Little Milton 
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"Man Loves Two"

CHECKER 1149

COOKIN'

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WADÈ IN THE WATER
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Billy Stewart
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CHESS 1966

Etta James & Sugar Pie DeSanto
IN THE BASEMENT
CADET 5539

Little Joe Blue
DIRTY WORK GOING ON
CHECKER 1141

Kip Anderson
WITHOUT A WOMAN
CHECKER 1145

The Dells
THINKIN’ ABOUT YOU
CADET 5538

The Strangers
LAND OF MUSIC
*KR 0115

Cash McCALL
WHEN YOU WAKE UP
*THOMAS 307

Monk Higgins
WHO-DUN-IT
*St. LAWRENCE 1013

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WXYO-Detroit is the first radio outlet to receive the Metropolitan Detroit Junior Achievement Media Award. The award was presented to the outlet in recognition of its outstanding and continuing contribution to the cause of free enterprise and for its concern and active participation in the field of educating our youth in the principles of our nation’s business system. Under the direction of John Dew, public service director for the outlet, a series of announcements was aired assisting Junior Achievement in their goal with emphasis on Junior Achievement Week.

Danny Lafayete a request 2-weeks, (313).’m

certainly end records. sounds” (750 jays. Approximately 22 charge they’re played in the week.

Approximately 22 charge “London” the week.

The “Softball Softies” of WRAW-Reading, Pa., met their mark when they played “The King & His Court.” Approximately 2500 fans were in attendance to see the pros’ beat the die-hards. The final score was 3 to 1 with the “Softball Softies” on the lower end of the score chart.

WKLW-Louisville, Ky., is sending 750 singles and 750 albums in response to a request for “musical sounds” from Pte. John E. Reed who is stationed with the 474th Transportation Co. in Viet Nam. Reed was in charge of building a company day-room and appealed to the outlet for records. The station aired the request and received about 10,000 decks, all of which will be distributed to U.S. outfits stationed in Viet Nam.

Vince Paul of KHOW-Denver has, in 2-weeks, collected over 3,000 pounds of un-popped pop-corn . . . all because of a letter from a soldier in Viet Nam expressing a desire for this popular American “delicacy.”

The big man, Fat Daddy of WWIN-Baltimore, was there last Saturday (23) at the “WWIN Caravan Of Stars” at the Baltimore Civic Center. Otis Redding and Garnett Mimms were only two of the many performers appearing on the Caravan. Fat Daddy emceed the show along with some of the outlet’s other swingin’ spinners such as Hot Rod, Sid Johnson, Sam Beasley, Nelson Fischer, Larry Dean, Al Jefferson, Joe Parker, and Champ Biggles.

Vik Amren of WPPO-Providence, R.I., presented James Brown with one of the stations “I Do It!” sweatshirts when the songster stopped by for a visit. Brown seemed to like the gift so Amren silk-screened “James Brown” on it. Brown was in Providence for a one-night spectacular.

KNEW-Spokane as of July 16th became KJRB-Spokane. The outlet’s programming policy and staff has remained unchanged.

Jim Stagg who spins ‘em for WCFL-Chicago reports that he has been receiving thousands of entries for his “London Trip” contest. The winner of this trip (which has nothing whatsoever to do with LSD) will leave August 6th for a 6-day stay in London. A postcard entry is all that’s necessary.

Vet radio exec Bill Watson has joined Drake-Chemnutt, broadcasting consultants. Watson will serve as programming assistant to Bill Drake. Watson formerly hosted his own afternoon show over KMen-San Bernadino.

Following on the heels of the “Batman” craze, “The Green Hornet” will return to the air via ABC-TV this Fall. Al Hirt’s trumpet blasts the sounds of the show’s theme, “Flight Of The Bumblebee.” This tune has been associated with “The Green Hornet” since its beginning as a radio adventure series in 1936. Van Williams will play the title role.

WEAM-Arlington, Va., recently hosted a gala in the Washington Coliseum. Several thousand avid fans packed themselves into the hall to see the Rolling Stones, the McCoys, the Standells, and the Tradewinds. The big event was emceed by the outlet’s “Red Coat” Russ Wheeler. Other “Red Coats,” Richie Sher and Steve Wade assisted in the emcee chores.

Sputters: Al Kocki, radio news director of WXYO-Detroit, has been appointed to the Michigan State Citizens’ Committee (for the disbandment of organized crime within the state). Slim Garrel has been appointed vice/general manager of the National Science Network. Victor Sabatini has been added to the sales staff of KFWB-Hollywood . . . Ronnie Whitley has been promoted to news director of KRIQ-McAllen, Tex.

VITAL STATS: David Young has left KPPC-FM-Pasadena to head up a KG nightly pop-jazz program over KGLA-Hollywood. Sony O’Grady of KGSN-TV-Laredo, has joined the air staff of KRIQ-McAllen, Tex. . . . Formerly general manager of KDAY-Los Angeles, Norman Pouen, has joined the sales force of KFWB-Hollywood.

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Cash Box—July 30, 1966
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- **WINE, WOMEN & WALKER**
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    - The Man of the Little White Owl
    - Memory Valley
    - But It's a Heavy Time
    - She's Just Begged to See
    - A Broken Heart More Like You
    - I'm Gonna Live

- **BOBBY VINTON**
  - More of Bobby's greatest hits
  - Bobby Vinton
    - Live at the Copa

Cash Box—July 30, 1966
LIVIN' ABOVE YOUR HEAD (2:35) (Wippity, BMI—Sanders, Vance, Black)

LOOK AT ME—WHAT DO YOU SEE (2:23) (Unrat, BMI—Young)

JAY & AMERICANS (United Artists 50046)

Jaw and the Americans should quickly add another link to their long string of hits (the crew recently hit with "Crying") with this latest U.A. offering. The "A" side here, "Livin' Above Your Head," is a rhythmic, medium-paced, chorus-backed tale of rejection. "Things Didn't Go Your Way" is a slow-moving, bittersweet after-hours blueser.

MONEY WON'T CHANGE YOU PT. I (Dystone, BMI—Brown, Jones)

MONEY WON'T CHANGE YOU PT. II (Dystone, BMI—Brown, Jones)

JAMES BROWN (King 6048)

James Brown is already hitting with this latest King offering, "Money Won't Change You," which looks as if it could well be one of the vet pop-blues singer's biggest to date. The side is a pulsating, bluesy, danceable affair about a guy who appears to have serious problems with his gal. The coupler's a lively handclapper in the same bag as the top lid.

THE DANGLING CONVERSATION (2:35) (Charing Cross, BMI—Simons)

SIMON & GARFUNKEL (Columbia 43728)

Simon and Garfunkel haven't missed yet (they're currently coming off "I'm A Rocker" and this commercial Nejudie should also become a smash. The "A" side, "The Dangling Conversation," is an easy-going, gentle pop-folk ode which underscores some of life's everyday hypocrisies. "The Big Bright Green Pleasure Machine" is a rollicking, blues-soaked danceable rocker.

HOW SWEET IT IS (TO BE LOVED BY YOU) (2:58) (Jobete, BMI—Holland, Dozier, Holland)

NOTHING BUT SOUL (2:24) (Jobete, BMI—Holland, Dozier, Holland)

J.R. WALKER & ALL STARS (Soul 5042)

Jr. Walker and Co. are already jumping up the charts with this latest Soul offering, "How Sweet It Is (To Be Loved By You)," and there's no reason why the deck can't continue to zoom. The side is a pulsating, infectious jazz-blues pledge of devotion with an effective "cut-off" flavor. "Nothing But Soul" is a rhythmic, raucous sans-vocal stanzas.

ASHES TO ASHES (2:27) (Screen Gems—Columbia, BMI—Wine, Bayer)

YOU DON'T KNOW ABOUT LOVE (2:56) (Kenstreet, BMI—Stewart)

MINDBENDERS (Fontana 1555)

The Mindbenders could well duplicate their recent number smash of "A Groovy Kind Of Love" with this blue-ribbon follow-up labeled "Ashes To Ashes." The side's a rhythmic, medium-paced tearjerker about a love-sick guy singin' the blues 'cause his romance is headed for the rocks. "You Don't Know About Love" is a moody, low-key especially tender lament.

YOU BETTER TAKE IT EASY BABY (2:32) (South Mountain, BMI—Randazzo, Pike)

GONNA FIX YOU GOOD (EVERY TIME YOU'RE BAD) (2:30) (South Mountain, BMI—Randazzo, Pike)

LITTLE ANTHONY & IMPERIALS (Vee 1223)

Little Anthony and the Imperials should have no difficulty zigging up the charts 1-2-3 (they're currently comin' with "Better Use Your Head") with this top-flight newbie tagged "You Better Take It Easy." The tune's a slow-shufflin' blues-drenched ode about a fella who wants his gal to give him half a chance to prove himself in the romance dept. "Gonna Fix You Good (Every Time You're Bad)" is a quick-paced, warm-hearted little romp.

SAY I AM (WHAT I AM) (2:37) [Dundee, BMI—G.B. Tomco]

LOTS OF PRETTY GIRLS (2:13) [TM, BMI—Rush, Leks]

TOMMY JAMES & SHONDIELLS (Roulette 4695)

Right-off-the-bat Tommy James and the Shondells topped the charts with their initial Roulette release of "Paul Penny" and this blue-ribbon follow-up, "SAY I AM (What I Am)," should also go the hitsville route. The side is a twangy, medium-paced bluesy ode about a fella who'd do almost anything to get the girl of his dreams. Flip, "Lots Of Pretty Girls," is a low-key soulful thumbler.

TURN-DOWN DAY (2:29) [Northern, ASCAP—Blume]

BIG, LITTLE WOMAN (2:30) [Nomperor, BMI—Dawes, Dannemann]

CYRKLE (Columbia 43729)

The Cyrikle did real well with their initial blockbuster, "Red Rubber Ball," and this second edition, "Turn Down Day," should also become a tremendous money-maker. This one's an easy-going, rhythmic blueser about an unfortunate guy who's been given the romantic gate. "Big, Little Woman" is a pulsating, infectious good-natured romancer.

MORNING MEANS TOMORROW (3:02) [Honeycomb, ASCAP—Gedgers]

YOUNG IDEAS (2:55) [Geld-Uedell, ASCAP—Geld, Uedell]

JIMMIE RODGERS (Dot 1619)

Jimmie Rodgers should soar up the charts lickety-split with this excellent follow-up to his recent "It's Over" triumph. The "plug" lid here, "Morning Means Tomorrow," the tune is medium-paced, hauntingly lyrical lament about a guy who really wants to get back together with his ex-gal. "Young Ideas" is a lively, high-powered, chorus-backed affair which claims that kids should have their say.

CHERRY, CHERRY (2:37) (Tallyrand, BMI—Diamond)

I'LL COME RUNNING (2:30) (Tallyrand, BMI—Diamond)

NEIL DIAMOND (Bang 525)

Hot-on-the-heels of his reputation-establishing "Solitary Man" triumph, Neil Diamond comes up with another sure-fire blockbuster. This one called "Cherry, Cherry" and it's a lively, pulsating chorus-backed romancer with an infectious repeating riff. "I'll Come Running" is a hauntingly plaintive, slow-shufflin' tender ballad.

TORN CURTAIN (2:47) [Shamley, ASCAP—Addison, Livingston, Evans]

IVY (2:30) (Saturday, BMI—Lintor, Randell)

DICK ROMAN (Coral 42469)

Dick Roman can get back in his previous money-making ways with this impressive Henry Jerome-produced reading of the main-theme from the soon-to-bow "Torn Curtain" flick. The tune is a lacoic, slow-moving chorus-backed romancer impressively essayed by the songster. "Ivy" is a catchy, listenable pledge of devotion.

WHY CAN'T I (2:05) [Trippington, BMI—Barberis, Joyce]

PUCCI GIRL (2:14) [Trippington, BMI—Weinstein, Barberis, Joyce]

NEW ORDER (Warner Bros. 5536)

The New Order can quickly establish themselves with this potent Warner Bros. candidate called "Why Can't I." Cut is a fast-moving throbbingly bittersweet lacoic affair about a fella who can't understand why a certain special girl doesn't fall for him. "Pucci Girl" is a tender, slow-shuffling plaintive romancer.

AIN'T NOBODY HOME (2:25) (Rittenhouse, BMI—Ragovoy)

HOW COME MY BULL DOG DON'T BARK (2:45) (Rittenhouse, BMI—Ellison, Bell)

HOWARD TATE (Verve 10420)

Newcomer Howard Tate can create plenty of excitement in both the pop and R&B departments with this top-notch Verve outing called "Ain't Nobody Home." The tune is a medium-paced, funky, soulful lament about a fella who serves notice on his gal that he won't put up with her selfish ways anymore. "How Come My Bull Dog Don't Bark" is a raunchy, tradition-oriented blues rocker.
THE "5" STAIRSTEPS

WORLD OF FANTASY

Zooming right out of this world!

Exclusively on WINDY C #602
**Record Reviews**

- **Best Bets**
  - BILLY JOE ROYAL (Columbia 47340)
    - CAMPFIRE GIRLS (2:19) (Lowry, BMI—Weller) Billy Joe Royal makes his second foray into a dium-paced, happy sounding ditty that puts down this unsavoury girl. Loads of appeal in the groovy sound here.

  - LAVERN BAKER (Brunswick 55297)
    - BATMAN TO THE RESCUE (2:36) [Raleigh, BMI—Chase] Lavern Baker should get loads of play with this wild, swingy tune in the modern, camp bag. The lark does her usual toe-tapping, filled, bodied vocal job on this outing.

  - MAYFIELD SINGERS (Mayfield 7712)
    - I'VE BEEN TRYING (2:44) [Cortom, BMI—Mayfield] The Mayfield sound should stir up reaction to this moving, blues drenched, melodic romance. The pretty vocal effort and the lush orch backings give the side a tone of potential.

- **Little Milton**
  - MAN LOVES TWO (2:59) [Flebe, BMI—Crooby, Branch] Little Milton should have this deck moving both pop and R&B with his groovy, blue drenched, shoozing reading of this tale of the eternal triangle.

- **The Charades**
  - THE KEY TO MY HAPPINESS (2:14) [Duchess, BMI—Maxwell] Hard driving, hard driving R&B sound coupled with a smooth, melody filled, rhythm that resolved itself in affairs. Highly different sound could make lots of noise.

- **The Legend**
  - KEEP ME IN MY HEART (2:15) [Army, BMI—Bryant, Smith] Appleby, BMI—Maxwell] Very well with this groovy, lyrical updating of this years old buddy Holly Holliday track. Loads of appeal for the teens packed in here.

- **Hernie Madness**
  - BIKE DIAMOND (Bang 529)
    - BIKECHIN (2:49) [Web IV, BMI—Haber] Medium-paced infectious summer tune could make lots of noise and sales marks for Berrie Madness. The beach tune should keep the teens' attention.

- **The Daydreams**
  - EASY BABY (2:52) [Tree, BMI—Johnson, Clay, Smith, Jones, Cheek] Groovy, rhythmic infectious outing could make lots of noise for the Daydreams in both the pop and R&B markets. Watch this smooth outing closely.

- **Tony Dean**
  - TONY DEAN (Marlbury 892)
    - MY GROUP HAS TOO MANY CAVITIES (2:09) [Mirby, White Cliff, BMI—Hatcher] Haply go lucky novelty take off on the TV commercial classic could get lots of attention. The cute vocal and instrumental backing hail deck.

- **Secret Police**
  - Secret Police (2:35)
    - JUST FOR FUN (2:08) [Mirby, White Cliff, BMI—Hatcher] Interesting tune for a backer.
**Best Bets**

**JAYBEES** (RCA Victor 8904)
- I'M A LONER (2:14) [Valando, ASCAP—Hill, Nichols] The Jaybees could go a long way with this rocking, lyrically danceable teen-slanted entry. The gospel sounds should get lots of spinning.
- DO YOU THINK I'M IN LOVE (2:13) [Valando, ASCAP—Kay, Nichols] Thumping, melodic teen romancer.

**CHARLES CHRISTY (HBR 473)
- IN THE ARMS OF A GIRL (2:40) [Anshanbar, Wubber, BMI—Smith, May] Charles Christy could make a name for himself with this sweet, moving melody teen-slanted ode to the glories of love. Easy listening throughout the side.

**STARBUCK** (Valiant 774)
- I WHO HAVE NOTHING (2:18) [Milky Way, Trio, Cotillion, BMI—Linder, Stoller] Potent reading of this stately ballad.
- LET YOUR HAIR HANG LONG (2:20) [Sherman, De-Voron, BMI—Guren, Keith] Lowkey, fun-filled rocker.

**ALL THE MARBLES** (Oliver 2004)
- IT TAKES A LITTLE LOVELIGHT (2:54) [Captain Marvel, BMI—Haber] Soft, pretty rock charm.
- I'M GONNA LOCK YOU UP (2:20) [Captain Marvel, BMI—Haber] Raunchy, rhythmic teen item.

**JUDY LYNN** (Muscotel 1192)

**UDO JERGENS** (Warner Brothers 5837)

**FRANKIE RANDALL** (RCA Victor 47-8905)

**HENRY THE IX** (Showcase 9810)
- DON'T TAKE ME BACK OVER YOUR SHOULDER (2:34) [Barmour BMI—Deduced] Henry The IX can create plenty of sales and airplay interest with this top-flight take-off on the current Napoleon XIV chart-topper.

**DICK GLASS** (RCA Victor 8898)
- EXTREME BALLAD (2:37) [Morning, BMI—Wolfe, Glass] Here's a pretty session that could launch Dick Glass right into the national spotlight. A pretty, soft romance done up nicely, this one may make it.

**KeITH EVELY** (Tangi-Ting 121)

**ERROLL GARNER** (MGM 15547)
- AFFINITY (2:50) [Octave, ASCAP — Garner] Medium paced bossa nova romp by the vet 88'er.

**B+ REVIEWS**

**KIT KATS** (Jamie 1321)
- WON'T FIND BETTER THAN ME (2:30) [Dandelion, BMI—C. Housman, C. Stewart] Hard driving rock accompaniment to a high-keyed ballad.

**LIL' WALLY AND HARMONY BOYS** (3:33) [ASCAP — K. Gravenhorst] Slow rock ballad.

**ERROLL GARNER** (MGM 15547)
- AFFINITY (2:50) [Octave, ASCAP — Garner] Medium paced bossa nova romp by the vet 88'er.

**HALL FRAZIER** (Reprise 4098)
- IN THE ARMS OF LOVE (2:19) [Twin Chris, ASCAP — Lombardo] Wiretapping spoof concerns a fellow who seems rather pleased to be locked up in the funny farm. Watch it closely.

**FRANCOIS DESSOYET AND THE LIGHTCUTTERS** (Television 2099)

**MILL EVANS** (Constellation 66297)
- I'M IN MISERY (2:03) [Me- tric, BMI—Smith, Hutchings, McCarty] Soft, mid-tempo teen bluesy.

**BRIMSTONES** (World Pacific 77834)
- COLD HEARTED WOMAN (2:15) [Metric, BMI—Smith, Hutchings, McCarty] Another bluesier, but more lively.

**TORNADOES** (Date 1519)

**DAVID CLAYTON THOMAS** (Tower 263)
- BRAIN WASHED (3:10) [ASCAP — D. Thomas, R. Cates] Strong, pounding, wailing rock, Dylan-esque protest song.

**CYNTHIA** (Berry 1097)
- HEAVENLY LOVE (Ponderosa, BMI—Carl Spenser, Robert Spencer) Up-tempo best number by this now an almost chattel-lyeady, vocal.

**OVERTONES** (Ajax 174)
- SALLY PUT YOUR RED DRESS ON (2:12) [Westchester, BMI — Sabatino] Frantic "scream" workout.

**RAY CHARLES** (Command 4085)

**NAI BONET** (Karate 532)
- JELLY-BELLY 2:22 (RW, ASCAP — Wilson, Bonet) Dance-oriented farm, cashing in on well-known beer commercial and belly dancing.

**PHIL & FRANTICS** (Rameo 1970)
- I MUST RUN (2:40) [Renda, BMI—Kelsey, Musil] Soft, sad-sounding bluesy.

**WHAT'S HAPPENING** (2:12) [Renda, BMI—Kelsey, Musil] Wild, frenetic workout.

---

**Cash Box** July 30, 1966
FOLLOW THE LEADER... Crispian St. Peters and his brand new Smash Album...

THE PIED PIPER

by CRISPION ST. PETERS

Plus Many More Wonderful Tunes

JAMIE
JLP 3027 MONO & STEREO

Tremendous sales action... chart blazer headed for top ten

"SWEET DREAMS"

by TOMMY McLAIN
MSL 197

The Fabulously Talented KIT-KATS with an "OUT OF SIGHT SOUND" "THAT'S THE WAY"

Jamie 1321
### The Monkees mean big money

not peanuts

---

#### This is a Pair but not the Pair coming soon...

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#### Cash Box—July 30, 1966

<table>
<thead>
<tr>
<th>TOP 50 IN R&amp;B LOCATIONS</th>
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<tbody>
<tr>
<td>1</td>
<td>HANKY PANKY</td>
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<td>I LOVE YOU 1000 TIMES</td>
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<td>LET ME BE GOOD TO YOU</td>
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<td>GOOD TIME CHARLIE</td>
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<td>TAKE THIS HEART OF MINE</td>
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<td>LET'S GO GET STONED</td>
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<td>OPEN THE DOOR TO YOUR HEART</td>
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<td>TEENAGER'S PRAYER</td>
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<td>HAYANA MOON</td>
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<td>11</td>
<td>WHEN YOU WAKE UP</td>
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<tr>
<td>12</td>
<td>TRAINS AND BOATS AND PLANES</td>
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<td>13</td>
<td>I'LL LOVE YOU FOREVER</td>
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<td>14</td>
<td>IT'S AN UPHILL CLimb TO THE BOTTOM</td>
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<td>15</td>
<td>NEIGHBOR, NEIGHBOR</td>
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<td>16</td>
<td>WADE IN THE WATER</td>
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<td>HOT SHOT</td>
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<td>BLOWING' IN THE WIND</td>
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<td>19</td>
<td>WARM AND TENDER LOVE</td>
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<td>AIN'T TOO PROUD TO BEG</td>
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<td>21</td>
<td>PHILLY FREEZE</td>
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<td>22</td>
<td>WITHOUT A SONG</td>
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<td>23</td>
<td>HOLD ON I'M COMING</td>
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<td>24</td>
<td>UNITED</td>
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<td>25</td>
<td>SUDDENLY</td>
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<td>26</td>
<td>THAT NEW GIRL</td>
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<td>27</td>
<td>THAT'S ENOUGH</td>
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<td>28</td>
<td>WHEN A MAN LOVES A WOMAN</td>
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<td>29</td>
<td>LOVE ATTACK</td>
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<td>30</td>
<td>SHADOW OF YOUR SMILE</td>
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<td>31</td>
<td>I GUESS I'LL ALWAYS LOVE YOU</td>
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<td>32</td>
<td>SWEET DREAMS</td>
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<td>33</td>
<td>WORLD OF FANTASY</td>
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<td>34</td>
<td>LAND OF 1,000 DANCES</td>
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<td>35</td>
<td>YOU'RE A GOOD THING</td>
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<td>36</td>
<td>COOL JERK</td>
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<td>37</td>
<td>MONEY WONT CHANGE YOU</td>
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<td>38</td>
<td>BABY I LOVE YOU</td>
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<td>39</td>
<td>DIRTY WORK GOING ON</td>
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<td>40</td>
<td>GO GO TRAIN</td>
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<td>41</td>
<td>THE RIGHT TRACK</td>
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<td>42</td>
<td>HOW SWEET IT IS</td>
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<td>43</td>
<td>MAKE ME BELONG TO YOU</td>
</tr>
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<td>44</td>
<td>BABY IT'S OVER</td>
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<td>45</td>
<td>WORKING IN THE COAL MINE</td>
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<td>46</td>
<td>IN THE BASEMENT</td>
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<td>47</td>
<td>WHO DONE IT</td>
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<tr>
<td>48</td>
<td>COUNT DOWN</td>
</tr>
<tr>
<td>49</td>
<td>MY BACK SCRATCHER</td>
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<tr>
<td>50</td>
<td>SUMMERTIME</td>
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</tbody>
</table>
we repeat...

A ONE IN A MILLION HIT BY VICTOR DANA

“A MILLION AND ONE”
The Monkees

**Everybody Is Going Ape For The Monkees**

LET ME TELL YOU BABE
Hart Cole (Capitol 5683)

ALFIE
Colie Black (Capitol 5647)

I REMEMBER MAMA
Judy Miller (Capitol 5871)

UPTIGHT
Honey Wilson (Capitol 5673)

YOU'VE GOT POSSIBILITIES
Paper Lion (Capitol 5653)

IN THE ARMS OF LOVE
Andy Williams (Columbia 43737)

WHO'S AFRAID
Frank D'Rose (Columbia 43733)

IT'LL TAKE A LITTLE TIME
Jerry Vale (Columbia 43894)

MOTHERS & DAUGHTERS
Joe Stevens & His Sextet (Command 4044)

YOU DON'T NEED ME ANYMORE
Pat Boone (Dot 16905)

PASS ME BY
Glenn Miller (Epic 10018)

HEY, GOOD LOOKING
Bill Black's Combo (Hi 2106)

PUT IT BACK
Lee Thompson (Hickory 1403)

JUST LET ME CRY
Jimmy McCracklin (Imperial 66160)

WE CAN MAKE IT
Ruby & The Romantics (Rapp 759)

WE NEED A LITTLE CHRISTMAS
Julius LaRosa (MGM 13543)

AFFINIDAD
Earl Garner (MGM 13547)

EVERYBODY LOVES SOMEBODY
Sarah Vaughan (Mercury 72588)

DARK SHADOWS AND EMPTY HALLWAYS
Chad Mitchell Trio (Mercury 72591)

LET IT BE ME
Arthur Prysock (Old Town 1916)

I LOVE YOUR LOVIN' WAYS
Nina Simone (Philips 40359)

MAYBE BABY
Sensational Singers (Philips 40385)

BREAK HER HEART
Brook Benton (RCA Victor 6279)

BORN FREE
Peter Nero (RCA Victor 8892)

PUT YOURSELF IN MY PLACE
Buddy Greco (Reprise 0493)

THE WONDER OF YOU
Kenny Smith (Reprise 0483)

NOBODY NEEDS YOUR LOVE MORE THAN I DO
Tammy Grimes (Reprise 0487)

IT'S BEEN SUCH A LONG WAY HOME
Garrett Morris (Vee Jay 1222)

I'M YOUR HOOCHIE COOCHIE MAN
Jimmy Smith (Verve 10426)

I GOT TO LOVE SOMEBODY'S BABY
Johnny Taylor (Sno 192)

WISH ME A RAINBOW
Astral Gilberts (Verve 10414)

DIRTY DOG
Kei Winding (Verve 10407)

WE'RE GOING UFOING/MAME
Jimmy Dunante (Warner Bros. 5823)

MOST OF ALL
Connie Stevens (Warner Bros. 5834)

NEW ADDITIONS TO TOP 100

LAND OF 1,000 DANCES
Wilson Pickstain (Atlantic 1143)

MY HEART'S SYMPOPHY
Gerry Lewis (Liberty 50788)

MONEY WON'T CHANGE YOU
James Brown (King 5048)

HOW SWEET IT IS
Mr. Walker (Soul 50014)

ALFIE
Chie (Imperial 64192)

WHO DONE IT
Mano Higuel (St. Lawrence 1013)

TO SHOW I LOVE YOU
Peter & Gordon (Capitol 5644)

LET'S CALL IT A DAY, GIRL
Razor's Edge (Paw 101)

UNITED
Intruders (Gamblin 201)

YOU MAKE ME FEEL SO GOOD
McCorys (Bang)

SUSPICION
Jalapeno (RCA Victor 8864)

DRIVE MY CAR
Bob Kuban & The In Man (Musicland 20001)

GEORGIA ROSE
Tony Bennett (Columbia 43715)

EL PITO
Joe Cuba (Tico 470)

Phil Spector/ Jeff Barry Pact

NEW YORK—Jeff Barry and Phillips Records' topper Phil Spector have entered into an agreement whereby Barry assumes production reins for that firm, which enables Specter to devote all of his time to the making of motion pictures. The pact, which is non-exclusive, permits Barry to continue as an independent producer for other labels and artists.

Barry has just completed his first session with the Ronettes for Phillips, in New York. The sides, which are scheduled to be released soon, were written by him. Barry also penned "Hanky Panky."

New Sheet Music Notation Scheduled For Criterion

HOLLYWOOD—With the release of Nancy Sinatra's new Reprise record of two Lee Hazlewood songs, "Put- 
day's Child" and "Hutchinson Jall," Mickey Goldsen's Criterion Music will incorporate into sheet music the "a-b-c-implitude system" of guitar notation. This new style of copy will add letters of each note of melody so that any guitarist can read it. This is being done in recognition of the guitar's importance in today's music market. Since only actual notes are used in conjunction with their corresponding letters, this system may be useful in guitar training.
forced by demand to release

“SAY I AM”

B/W

“LOTS OF PRETTY GIRLS”

TOMMY JAMES

and the Shondells

ROULETTE 4695

FROM THEIR SMASH HIT LP

HANKY PANKY

70,000 SINGLES IN N.Y.

ALREADY A HIT IN LOS ANGELES, CLEVELAND

50,000 LP’S

BREAKING ACROSS THE COUNTRY

EL PITO I’LL NEVER GO BACK TO GEORGIA

FROM THE ALBUM “ESTAMOS HACIENDO ALGO BIEN!”

WOULD YOU BELIEVE...

WE MUST BE DOING SOMETHING RIGHT

JOE CUBA SEXTET
Gallagher Outlines 'Total Participation'

(Continued from page 7)  

Gallagher also announced plans for Columbia's fall-winter newspaper supplement merchandising program during the label's national sales convention in Las Vegas. The supplement is part of the company's consumer-oriented record advertising campaign in history.

Following announcement of the 1966 supplement, Gallagher reviewed the success of the label's previous newspaper supplements. "In 1963, we started in a modest way by placing our supplement in the leading newspapers in New York, Chicago and Los Angeles. We reached 26 million consumers. In 1964, we enlarged the program, based on our 1963 success, to include 20 markets. We reached 60 million consumers. Last year's story is fresh in your minds. The supplement went to 23 markets, and we reached 82 million consumers. We found out that one out of every two families kept our supplement for two weeks or longer; we also found that one out of every four bought one or more albums listed in the supplement. In fact, we found that we did in excess of 3 million dollars in incremental business in those markets in which the supplement appeared."

Reaching 135 Million  

Looking ahead, Gallagher stated: "This year we intend not only to repeat our success, but to improve upon it significantly. Our 1966 supplement will go to 30 markets. In addition, we will use two newspapers in selected major cities to give us a consumer reach of 60 million potential readers. And just to make certain that every market gets its share of incremental sales, we will be running full-page advertising and a saturation radio campaign merchandising our program to saturate the United States and reach 135 million consumers."

Gallagher indicated that other phases of Columbia Records' newspaper supplement merchandising program would be revealed at a later date.

Gallagher Outlines 'Total Participation'

(Continued from page 7)  

- Stressing the magnitude of this year's convention theme, Total Participation (see separate story), Gal- lagher told the salesmen, "This is what we call Total Participation marketing."

Kavan & Merchandising  

The importance of Total Participation in merchandising was stressed by Stan Kavan, vice president of M erchandising, in his address. "Total Participation must be complete and total to achieve full, satisfying results. One product alone, one level, Total Participation means understanding the needs and desires of the customer and using every skill to fulfill those needs and desires. And at the local level, it means employing all available merchandising techniques and know-how to achieve complete follow-through."

"The Columbia catalog," he continued, "is not a fixed thing. To remain great, a catalog needs to be fed and groomed continually. We do this in the same way a good-recipe book is kept up-to-date, constant and through constant attention." Kavan then introduced five of Columbia's most important merchandising activities: Bruce Lundvall, product manager of pop albums; Charles Burr, product manager of managers and special products; Peter Muñoz, product manager of Masters; Kevin Goldstein, director of advertising and sales promotion; and Joe Norton, director of sales promotion material and pop albums merchandising.

Merchandising techniques for pop albums were presented by Bruce Lundvall. During his presentation Lundvall commented: "Ours is a business seemingly preoccupied with creating new ideas and concepts and telling the public to accept them. For record people, the idea may be as new as a new song, or a new way of combining both. Every week—every day, in fact—we bring more new products, more new ideas, to market for the pure pleasure and satisfaction they can name. Some albums are pre-tested with singles that have attained a medium success. Others are pre-sold by singles that have steamed their way to the top of the charts."

Lundvall went on to discuss Columbia's successful "Greatest Hits" merchandising program. "A total 'Great- est Hits' merchandising program on a grand scale," he stated, "has never been tried before, to our knowledge. Judging from the sale of 'Greatest Hits' albums—many of which register a sales increase as a 33 1/3 release over the same period in 1965—our idea was not only new, but re- latory success."

Show & Special Products  

In discussing show and special products (Continued on page 32)
Flip Cartridge

DEAR MRS. APPLEBEE

produced by Hugo & Luigi

#306

A DIVISION OF LONDON RECORDS, INC.

Freddy Scott

POW CITY

A Brad Shapiro, Steve Alaimo Production

#16004

MARLIN RECORDS

THE LONDON GROUP
Epic Launches Vinton Cover Girl Contest

LAS VEGAS—A Bobby Vinton Cover Girl Contest and, its related major promotion campaign were announced at general session of the Epic Records national sales convention in Las Vegas by Sol Rahimoff, Epic’s director of merchandising, and Saul Saget, manager of advertising and sales promotion.

The contest is part of a massive campaign designed to promote Vinton’s entire catalog of LP’s. The contest, which begins on August 15 and continues through October 5, is one of the most extensive programs ever launched by Epic to stimulate the sale of any particular series of LP’s.

The Prizes

The Grand-Prize winner, in addition to being featured on the cover of Bobby Vinton’s next Epic album, will fly to New York via TWA Starstream Jet for an all-expense-paid weekend for two. Highlighting this weekend will be a dinner date with Bobby Vinton at the Copacabana and a complete wardrobe of Irvington Place fashions. In addition to the Grand Prize, Epic is offering 510 other prizes: The Second-Prize winner will receive a $2,000 scholarship to the school of her choice; the Third-, Fourth-, and Fifth-Prize winners will each receive a handsome Columbia 360 Stereo System, and the next 15 winners will receive Masterwork AM/FM Shortwave Portable Transistor Radios. The 500 remaining finalists will be awarded a copy of the Bobby Vinton Cover Girl album, upon its release.

Entry blanks for the contest will be available free of charge from local Epic dealers throughout the country.

In a product tie-in Epic is releasing two new Vinton albums to spearhead the all-out Bobby Vinton campaign. The albums, which are being released simultaneously, are “More of Bobby’s Greatest Hits” and “Bobby Vinton Live at the Copa.”

Epic has launched an extensive nationwide advertising and merchandising campaign to promote the Bobby Vinton Cover Girl Contest and Vinton’s two new LP’s. National advertising will reach millions of readers in the September issues of Seventeen, Teen, Co-Ed, and Teen Set magazines.

Epic has also prepared ad mats for local dealer use. The label has also prepared two separate one-national radio spots (one for each LP) which promote the new albums and the contest.

To facilitate advertising and merchandising of the contest, Vinton’s entire album catalog, Epic has developed for distributor use two versatile display kits. One kit contains a quantity of contest entry blanks and fan photo discographies, as well as an attractive entry contest dispenser for the entry blanks and discographies which calls attention to both the contest and the new Bobby Vinton albums. The kit also contains four special printed album covers, and two large streamers suitable for use in windows or on walls. The other kit contains a big, colorful, window-display centerpiece and two handy, two-color dispenser kits.

Window Display Contest

In conjunction with the Bobby Vinton Cover Girl Contest and the total Vinton promotion campaign, Epic also unveiled a Bobby Vinton Dealer Window Display Contest, which also starts August 15. Both the dealer and his Epic Records salesman are eligible for major cash awards. For judging purposes in the contest, Epic has divided the country into four geographical regions.

Following are the prizes to be awarded in each region: 1st Prize, $100 in cash to the winning dealer and his Epic Records salesman; 2nd Prize, $50 in cash to the winning dealer and his Epic Records salesman.

In addition, the best of the four regional winners will receive a national award of $200 to both the dealer and his Epic Records salesman. Thus, the national winning dealer and salesman will each receive a total of $300.

Total Participation

(Continued from page 30)

Ads have been scheduled for varied publications, plays the Saturday Music of Vogue, Schwann Long Playing Record Catalog, McCall’s, The American Record Guide, Elegant, High Fidelity, Evergreen Review and HiFi Stereo Review.

In introducing the label, Len Levy, vice president of Epic said: “We believe that this campaign to introduce and promote the Crossroads Records that is an act of the recent and titling and inventive overtaken by any record company. We are confident that the label will emerge, as one of the most successful medium-priced classical lines in the industry.

New Columbia LP’s

(Continued from page 7)


The Latin pair being offered are Javier Sotelo’s “Te Necesito” and Linda Vera’s “La Neva Vox Tropical.”

The Masterworks package is highlighted by documentary two- disk set titled “Edward R. Murrow—A Reporter Remembers—Volume One.” The classical balance of the offerings includes a seven disk set of “Beethoven: The Nine Symphonies” by Eugene Ormandy and the Philadelphia Orchestra; the New York Philharmonic under Berstein with “Mahler: Symphony No. 7;” another set by the same group with “The Moldau and Other Favorites;” E. Parker’s “Holiday For Harpsi- chord;” The Cleveland Orchestra under the baton of George Szell offers “Two Favorite Suites;” “André Kostelanetz and His Orchestra” and “Our 50th Anniversary of the Decca.”

A new addition to the Columbia Legacy Series is a two-disc plus book set marking the 50th Anniversary of the Columbia LP’s, “The Irish Uprising, 1916-1922.”

Also along with the release of the LP’s the company is placing four very large tapes and five smaller cards on the market. The subject matter of the tapes, which included both pop and classical material, has been selected from previously released Columbia LP’s.

32

Cash Box—July 30, 1966
If you think Double Shot killed 'em

Their new single has just opened fire!

included in their hit album
MGS 27083/SRS 67083

SHE DRIVES ME OUT OF MY MIND

LOWERY MUSIC CO. INC. (BMI)
B/W YOU GOTTA HAVE FAITH • SMASH SINGLE S-2050
LYRISONG PUBLISHING CO. (BMI)

the Swingin' Medallions
Columbia Cartridge Players

We're on Service at

LONG

ATTENTION, ALL SOUTHEAST DISTRIBUTORS AND DEE SAYS, HERE'S A BEST SELLER FOR THIS AREA.

"STUBBORN KIND OF FELLOW" by the photons

Are you people... Big in Kansas City, Memphis, and Mobile, breaking in other markets in '66.

Personal Management: 1-917-432-6716

ORDER FROM: Unique Records
P.O. Box 5296
New York, N.Y. 10027
PHO: 1-701-432-6716

Gallagher Discusses Columbia Cartridge Plans

"overpropagandized" and that the pipeline to the consumer has been overburdened with too many releases that were unsuccessful on records alone which cannot be expected to sell in tape cartridge form.

He said that the dealer in tapes to date, has been this programmed. The only cartridges that the dealer should expect to sell in the future will be by top names or will feature top musical works.

In answering Columbia's commit- mell, Gallagher advised that the label insists on a return on invest ment. However, a result, Columbia's tape cartridges will carry the $9.95 (pop) and $6.95 (orch) prices. These prices are intended to retail. The retailers will work on a 38% margin.

"It is necessary for a manufac turer to control his product in an unforeseen, developing market," Gal lager went on, "Columbia will dis tribute its tape cartridges through Col umbia distributors and sub-distribu tors (rack-jobbers and one-stops)."

Columbia's 'Total Participation'

(Continued from page 32)

new divider cards "which draw the attention of the customer with all-time best-selling titles—titles which have sold millions of records. As a new concept, this feature is not included with the program. Other cards now reads, for example, 'If you like tape, you will like . . . ' Thus, each title exposes the consumer to other albums he may have overlooked. We've also developed a "World's Favorite Music" display kit that is another special result, as well as Ommandy and Bernstein brown bin mats which might lead to a number of stores are made on impulse, and consumers buy what they see."

Munves also showed the salesmen a number of specially designed display ads and mats. Two ad mats have been created for special, low-priced basic-library sets. One of these sells sets of basic symphonies and ballets, and the other, smaller in size, sells six sets of favorites concerts. In addition, the label has developed a handy vest-pocket price list of all the low-priced Masterworks sets to aid salesmen. As Columbia Masterworks merchandising aids include a special Or chestra poster, showing the seven-record set of Beethoven's Nine Symphonies performed by Ormandy and the Philadelphia Orchestra, arranged as well as the third edition of "The Sound of Genius" sampler record.

No plans, however, to syndicate the highly successful weekly "Sound of Genius" radio program to major classical markets throughout the country.

Ad Program Aids

Alvin Goldstein described how Col umbia's advertising program aids the salesman in presenting the product. He added that Columbia, "to perform certain parts of the marketing job with greater economic efficiency, must be accomplished through other means. Advertising's job, purely and simply, is to overcome consumer hesi tances or failings on how well the product presents itself to the right time to the right people at the right cost. Advertising is only one of the many operating factors to the ultimate objective of a sale. There is at least some evidence that must be blended with advertising to consummate a sale. The most im portant of these factors is Product. If the product is not presentable, its appearance, its timeliness, the perception of it, it will not succeed to the ultimate objective of a sale. There are at least some steps, however, that must be blended with advertising to consummate a sale."

Gouldstein further commented that in five major areas—advertising was working for salesmen. "In magazines we carefully evaluate and select from literally hundreds of publications those that reach the right people at the right time at the right cost. We have tremendously increased our use of radio and will continue to do so. We also know how and when sound and audience meet, action results. Every week, continuous trade advertising is running, making calls for you on key buying inluences, and trade advertising to retailers. In newspapers and supplement s, Columbia has long been the number one name in Sunday sections, every day in every sec tion of newspapers and magazines in which Columbia has been again the innovator, with increased testing, regional use and network advertising exposure on every audience participation show."

Norton Concludes

Joe Norton concluded the presen tation with a presentation on the Total Participation concept. He stated: "Cartridge sales are contingent on the consumer's demand for purchase is mandatory for any Total Participation concept. A look at how Columbia will help you and your dealer to motivate and capture the consumer's demand for purchase." Norton then introduced the "new Columbia cartridge display, a hanging mobile, handsome sketches of Columbia's leading artists, and the new Columbia cartridge display, a hanging mobile, handsome sketches of Columbia's leading artists, and the new Columbia cartridge display, a hanging mobile, handsome sketches of Columbia's leading artists, which Columbia has again been the innovator, with increased testing, regional use and network advertising exposure on every audience participation show."

We're on Service at

LONG

Cash Box—July 30, 1966
An EXPLOSION From HOUSTON, TEXAS

A NATIONAL HIT!

"YOU’RE GONNA MISS ME"

THE 13th FLOOR ELEVATORS

IA 107

OWNED and DISTRIBUTED BY:

INTERNATIONAL ARTISTS RECORDS

1005 Americana Bldg. Houston, Texas, (713) CA-8-1244
"Have you heard the new record Sam Montel has?"

"No."

"Would you like to?"

"I don't have time."

"It's a solid smash in New Orleans after about a week."

"I don't have time."

"It's by THE GREEK FOUNTAINS."

"What's it?"

"THE GREEK FOUNTAINS."

"What is it, a restaurant?"

"No, it's a record."

"Oh, I thought you said THE GREEK FOUNTAINS."

"I did, it's called 'I CAN'T GET AWAY.'"

"What is?"

"The new GREEK FOUNTAIN record Sam Montel has."

"This is incredibly confusing."

"It's called 'I CAN'T GET AWAY.' Listen."

"Hey, that's good. I'll buy some."

"Buy some what?"

"That Greek whatever it is."

"Oh."

Montel/Michelle #976
P. O. Box 2306
Baton Rouge, Louisiana
A Solid Sales Breakout in New Orleans!!!
A check list of best selling pop albums other than those appearing on the CASH BOX Top 100 Album Chart, Feature is designed to cal all 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.

LIBERTY

Marin Denny
Quiet Village
3122 7122
Jan & Dean
Ride The Wild Surf
3368 7368
Jan & Dean
Little Old Lady From Pasadena
3377 7377
Bobby Vee
30 Big Hits Of The 60's
3385 7385
Jan & Dean
Command Performance
3403 7403
Gary Lewis
This Diamond Ring
3408 7408
Gary Lewis
Jan & Dean Golden Hits Volume 2
3417 7417
Gary Lewis
Everybody Loves A Clown
3428 7428
T-Bones
No Matter What Shape
3439 7439
SO Guitars
50 Guitars Go South Of The Border
13005 14005
SO Guitars
Love Songs From South Of The Border
13035 14035
Ventures
Walk-Don't Run
2003 8003
Ventures
The Ventures Play Telsar
2019 8019
Ventures
Walk-Don't Run, 2
2031 8031
Ventures
The Ventures Knock Me Out
2033 8033
Ventures
The Ventures On Stage
2035 8035
Ventures
Ventures A Go-Go
2037 8037
Ventures
Where The Action Is
2040 8040
Ventures
Play Guitar With The Ventures, Vol. 1
16501 17501
Ventures
Play Guitar With The Ventures, Vol. 2
16502 17502

LONDON

Rolling Stones
12/55
L-3402 PS402
Mantovani
Incomparable Mantovani
L-3392 PS392
Mantovani
Mantovani Sound
L-3419 PS419
Mantovani
The Rolling Stones
L-3375
Marianne Faithfull
Marianne Faithfull
L-3432 PS423
Roland Shaw
Themes From James Bond Thrillers
L-3412 PS412
Mantovani
Moon River & Other Themes
L-3261 PS249
Mantovani
Exodus & Great Film Themes
L-3231 PS224
Frank Chacksfield
Ebb Tide
L-3322 PS322
Frank Chacksfield
The Very Great Hits Of
L-3441 PS441
Frank Chacksfield
Country & Western Hits
L-3436 PS436
Will Glave
The Big Polka Band Hits
L-3344 PS344
Bachelors
Marie
L-3435 PS345
Ronald Caroli
Film Encores
L-3117 PS164
Anton Karas
Third Man Theme
L-1560 SP44071
Stanley Black
Broadway Spectacular
L-1117
David Whitfield
Cara Mia
L-3294
Vera Lynn
Vera Lynn's Golden Hits
L-3295 PS295
Newly-Original East
Stop The World
AM-58001 AM58001
Mantovani
Film Encores
L-1700 PS124
Bachelors
No Arms Can Ever Hold You
L-3418 PS241
Stanley Black
Music Of A People
L-3409 SP44060
Ronnie Aldrich
That Al-fired Feeling
L-3046
Will Glave
The Polka King
L-1685 PS118
Mantovani
Strav Rhymes With bees, Vol 1
L-3287 PS289
Lousier Trio
Edmundo Ros
L-1612 PS114
Frank Chacksfield
The New Ebb Tide
L-3291 SP44053

LONDON (con't)

Grenadier Guards
Marches Of Sousa
L-1229 PS139
Stanley Black
Cuban Moonlight
L-1166 PS137
Bachelors
Presenting The Bachelors
L-3353 PS353
Stanley Black
Spain
L-3313 PS4016
Stanley Black
Film Spectacular
L-3291 PS4025

LONDON GROUP

Them
They
PA-61005 PS71005
Bill Black's Combo
More Solid And Reechy
HL-12023 SHL32023
Tom Jones
It's Not Unusual
PA-61004 PS71004
Fortunes
The Fortunes
PR-73002 PRS33002
Bill Black's Combo
Bill Black's Greatest Hits
HL-12021 SHL32021
Bill Black's Combo
Mr. Beat
HL-12027 SHL32027
Ace Cannon
Nashville Hits
HL-12028 SHL32028
Wille Mitchell
Hold It
HL-12021 SHL32021
Bill Black's Combo
Solid And Reechy
HL-12003 SHL32003
"Tuff" Sax
HL-12007 SHL32007
Bill Black's Combo
The Unbreakable Sound Of The Bill
HL-12009 SHL32009
Ace Cannon
Aces Hi
HL-12016 SHL32016

MAINSTREAM

Morgana King
With A Taste Of Honey
56015 6015
Jerry Goldsmith
A Patch Of Blue
56068 6068
Original Sound Track
The Collector
56053 6053
Maurie Jarre
Original Sound Track

Carmen McRae
Women Talk Live At The Village Gate
56065 6065
Billie Holiday
Lighten Hopkins
56036 6036
Chas Tery, Bob
Brookmeyer Quinet
56040 6040
Eddie Heywood
Begin The Beguine
56001 6001
Wild Bill Davison, etc.
56032 6032
Carmen McRae
Second To None
56062 6062
Fellini-Orisinal
Juliet Of The Spilts
56007 6007
Sound Track
The Power Of Positive Swing
56054 6054
Clark Terry, Bob
Prez
56012 6012
Brookmeyer Quinet
Oud Artistry Of John Berberian
56047 6047
Jelly Roll Morton
Miss Margarita
56032 6032
Mortega King
Color Him Wild
56031 6031
Johnny Mandell-
Harper
56078 6078
Original Sound Track
Track
Clark Terry
Mumbles's
56066 6066
Piccioni-Original
The Mumford Of Truth
56057 6057
Sound Track
Piccioni-Original
The Tenp Victim
56071 6071

See page 19
A Mancini composition.
A Ventures hit.
This month marks the seventh anniversary of the passing of Billie Holiday. Even though the definition of a jazz star remains a very nebulous thing, Billie's acceptance as undisputed champion is virtually uncontested. That's not all; it's a legend that's been grown since her death; Billie's name remains in her own time. Too often we're prone to forget the great ones of the past, in deference to the talent of the present moment. Today, as a token repayment for all the great music, I, as a legacy, shall concern ourselves with Lady Day, as Billie Holiday came to be known. We're fortunate to have an abundance of recorded works by Billie Holiday. You can find her on an era from 1925 to 1938. Admittedly, some of what she recorded in the twilight of her career left something to be desired, but in the light of comparison, even her lesser-best efforts dwarfed everything of what was being recorded by other so-called jazz singers. She had an indefinable quality which was never approached by any other female singer. The fact that no other female singer has had the temerity to try to imitate Billie Holiday is eloquent testimony to her greatness.

Always Recorded with the Best

The major portion of Billie's recordings can be found on three labels: Columbia, Brunswick, and Verve, and in that chronological order. The sides she did for Columbia covered the period 1924 to 1930, and on these recordings she surprised herself with performances of notables as Benny Goodman, Teddy Wilson, Ben Webster, Bunny Bergian, Lester Young, Buck Clayton, Roy Eldridge, and countless others of that high caliber. One thing was for sure: Billie Holiday never went into the studio as a starlet with any ambitions of being a star. The sides, as a rule, were made up of a few albums, and each album contains an illustrated brochure, complete with many valuable photographs and all the pertinent information concerning each recording. There is reason to believe that Columbia has a sufficiency of sides to make up another volume.

From the mid-twenties to the very early thirties, we have many excellent things that Lady Day did for Decca. Most of these recordings were done with large orchestrations, although there were some done in a small group setting. The Decca recordings included such legendary Holiday songs as "Love Man," "No More," "God Bless the Child," "Crazy He Calls Me," "You're My Thrill," and something for Decca Billie did some wonderful things as "Don't Blame Me," Armstrong evidenced by her talents that was so completely right that it defies description.

The last affiliation, with the exception of two albums that she did for Columbia (her last two albums), was with Norman Granz and his Clef label, now Verve. There are those who say that these are the best she did, in spite of a lessening of that particular work. She did excel early in her singing career. In the absence of that pure sound there was a much more pronounced feeling of mechanical delivery. Again, as always, Miss Holiday recovered in the company of the top jazz musicians of the moment. Some of the Verve things were recorded in cooperation with the Jon Hendricks. It was recorded in the studio. She recorded many of the things with which she was identified, things like "Strange Fruit," "Sometimes Spring," "My Man," and also performed a song I thought it should be lent themselves so well to the Holiday approach.

Reprint of Eulogy

This writer had the privilege of writing the following for a program in 1959 Randall's Island Jazz Festival:

Don't Explain

Today I was told "Goodbye, Lady, and Thank You." As I sat in the chapel where Billie Holiday lay in state, I saw many friends who came to pay their last respects to Lady Day. I didn't hear much and asked so little in return. It was obvious that these were not the seekers who came to see the Billie Holiday who was vilified by a cruel world, the one who was a heavy burden to her death's door. Instead, these were mourners from every walk of life, rich and poor, Negro and white, men and women, coming to say something in the small way the many of us have done in the thrilling moments that she, Lady, had given so generously.

It has been said that Billie Holiday's voice was like a piece of rare silk, with a tattered edge, and so it was filled with the emotion and the poignancy that she breathed into every lyric. There was a tenderness in the sincerity that made you feel that she was singing her song, and not just someone else's, or whatever, just for you, and you alone. It was as though she wanted you to share her happy moments and to help her endure her sad times. Those who enjoyed the privilege of watching the Lady work knew it to be magic she possessed; how, when it was time for her set, no matter how low she felt, she became an articulate and plaintive teller of stories. There is a certain indefinable something that separates the great from the near great, and this quality, the one that you will, was Billie Holiday's heritage.

Much has been written about Billie Holiday's life, but always with the taint of sensationalism, so that for the many, her voice was merely a source for tabloid exploitation. This I reject vehemently! What about Billie, the singer, Billie the warm, Billie the love kind of person? If you suppose that the chances were that she attained that pinnacle of greatness that made her the peerless performer without all these other qualities, then I think you should reconsider your inner beauty with which she was blessed? Billie Holiday was a beautiful person and a great artist, perhaps the greatest we shall know in her idiom; I choose to respect and generate her memory for this, and for this alone.

To sympathize is not to condone, to be sure; but sympathy and understanding were once the things she had. Unquestionably, she received little of either. She had her insecurities and her excesses, none will deny that, yet she was a mortal, even as you and I, and she fell prey to that same plague as all. How many times, over the years, must she have asked herself, "What's the use?" From her early childhood on, even as an established star, the indignities that fell upon her must have taxed her restraint. Her experiences while traveling as featured vocalist with many bands, both Negro and White, have been recounted so often in the newspapers, as have her encounters with the law. However, one incident of a more recent vintage took place in a large Midwestern city where Billie was performing, and I think it should be made known while. She was out having supper, her dressing room was illegally entered, her purse was stolen, and her expensive wardrobe slashed in fruitless and fruitless search for evidence that would result in her arrest. This hostile attitude was Billie's welcome wherever she went, wherever she worked. Is it any wonder she despised, and asked, "What's the use?"

We should consider ourselves privileged to have known Billie Holiday, to have sung, from her hand, at both live and recorded. We should consider ourselves even more privileged to have known Billie Holiday, the Lady, and I, for one, shall be eternally grateful for her legacy, a library of her recorded efforts, which I shall treasure as one of my most cherished, as Lady Day, and . . . don't explain.
Andy Williams sings of things like love... and another of his memorable singles is headed for record history!

“In the Arms of Love”

“The Many Faces of Love”

Where the action is.

On COLUMBIA RECORDS®
THE 3RD CONSECUTIVE HIT FROM THIS GREAT NEW ARTIST FROM THE CURRENT CHART ALBUM

CHRIS MONTEZ
THERE WILL NEVER BE ANOTHER YOU

B/W
YOU CAN HURT THE ONE YOU LOVE

A&M 810
Chuck Kaye To Helm Moss, Alpert Music Firms

HOLLYWOOD—Jerry Moss, co-owner with Herb Alpert of Almo Music Corp. (ASCAP) — Irving Music, Inc. (EMI) has announced the appointment of Chuck Kaye as general manager of these firms. Kaye's experience in the music publishing field will be utilized on a global basis. He will be totally responsible for the signing of writers, acquisition of copyrights and catalogs, as well as placing and promoting the companies' material on all fronts. Kaye, a seven-year veteran in the music industry, was most recently west coast director for Screen Gems Music. He has also held important positions with the Colpix-Dimension and Philles labels. Among the many assignments of his new post will be the continuation of the global concept of Almo and Irving as already begun with an affiliate firm in England, Rondor Music Ltd.

Phonograph, FM Radio Sales Up

WASHINGTON, D.C. — Distributor sales of records and phonographs showed substantial gains in May as compared to May 1965, according to a report by the Electronic Industries Association's Marketing Services Department. The biggest advances were in FM radios and console phonographs, the only decline was in sales of automobile radios.

Capitol & Pickwick In Ten-Year Pact

NEW YORK—Capitol Records' entire non-vocal recording album catalog will become available for economy-priced release by Pickwick International, as a result of a ten-year agreement announced last week (21) by Capitol president Alan W. Livingston and Cy Leslie, president of Pickwick.

Under the agreement, which becomes effective immediately, Pickwick will have access to recordings by such pop artists as Nat King Cole, Dean Martin, Peggy Lee, Al Martino, Judy Garland, Tennessee Ernie Ford, the Louvin Brothers, Ray Anthony, etc. The agreement also gives Pickwick access to Capitol's classical catalog, including artists like Leonard Bernstein, Nathan Milstein, William Steinberg, Carmen Dragon, the Roger Wagner Chorale, the Hollywood Bowl Symphony and others.

The Capitol recordings will be issued on the Pickwick/33 and Hilltop labels, and album jackets will bear the legend, "By arrangement with Capitol Records." Commenting on the new agreement, Leslie stated:

"The continuing addition of so much fine material to our Pickwick/33 and Hilltop lines will increase our sales potential dramatically for the months and years ahead. Artists and rights to Capitol masters of such top-name artists as Nat Cole and Judy Garland give Pickwick a broad marketing appeal in this highly competitive field and insure that Pickwick will play an even more aggressive role in economy-price marketing throughout the United States and Canada."

Leslie also stated that Pickwick licensing agreements now in effect with many other record companies will continue and will be enhanced by the Capitol agreement.

Also W. Livingston, Capitol's president, commented:

"Since entering into our first licensing agreement with Pickwick a year ago, we have watched that firm's progress with great care and interest. Our high respect for Pickwick's merchandising acumen has grown rapidly with the success of each Pickwick release. Thus, we approach our new relationship with Pickwick in a spirit of great confidence and enthusiasm."

Capitol entered into a limited licensing agreement with Pickwick in March, 1965. Since that time, 15 pop and 15 classical Capitol recordings have been issued on the Pickwick/33 label, and one Capitol C&W recording has been issued on the Hilltop label. Under the new agreement, Pickwick is issuing, this month, six pop and 15 classical Capitol recordings on the pickwick/33 label and four Capitol country recordings on the Hilltop label. As a result of the agreement, in the new Pickwick releases include Nat King Cole, Al Martino, Judy Garland, Marie Travers, as well as the artists from the albums among the pop albums, and Leonard Pennario, Nathan Milstein and Rodolf Firkusny among the classics.

Consolidated Foods To Acquire United Artists

NEW YORK—Consolidated Foods, the giant, Chicago-based food company whose interests include such well-known consumer products as Sara Lee and Pop-Soda, last week completed steps to merge with the United Artists Corp.

Directors of both boards approved the merger agreement in the principle whereby 0.69% of a share of Consolidated would be exchanged for each share of common stock of UA. This is equivalent to a purchase price of $33.55 a share for UA which has 8,605,433 shares outstanding, $47% a share for Consolidated which has 4,217,966 shares outstanding.

Based on the current profit performance of the two companies, the earnings rate of the surviving corporation, Consolidated Foods, approximates $3 a share, with a sales volume in excess of $1 billion.

UA reported net income last year totaling $12.8 million from revenues of $193.7 million. Robert S. Benjamin, chairman, and Arthur B. Krim, president of the world-wide flick-TV-disk-publishing empire, said UA would continue as autonomous, wholly owned subsidiary of Consolidated, operated by the present UA management team.

Capitol-backed artist, Al Martino, is shown with Probol's (WIlliam E. House) "Capitol Records Model 200" phonograph.

SURE SHOTS

Land of 1,000 Dances

WILSON PICKETT Atlantic 2348 •

My Heart's Symphony

GARY LEWIS Liberty 55896 •

Money Won't Change You

JAMES BROWN King 6048 •

How Sweet It Is

Jr. Walker & All Stars Soul 35024 •

Alfie

CHER Imperial 66192 •

Who Done It

Monk Higgins St. Lawrence 1013 •

Make Me Belong To You

Barbara Lewis Atlantic 2346

Goldmark Named To Big-3 Staff

NEW YORK—In a move to boost his professional staff for a further push into the current music market, Arnold Maxin, v.p. and general manager of Big-3 Music (Robbins-Fest-Miller), named "Goldie" Goldmark as the firm's coordinator of pop talent. Goldmark is a 27-year veteran of the music industry who has overserved the publishing scene, record production and pop artist relations. He first made his mark in the field as a West Coast exec for Lou Levy's Duchess Music and the Leeds organization. Then he went on to head the Shell-Shali-Mar Sequence music combine and, most recently, handled the music publishing interests of the ABC network.

R&B Expansion For Mercury

Brings Junior Parker To Label

CHICAGO—Another important artist acquisition further strengthening Mercury Records as a rhythm & blues talent power was announced this week by Irwin H. Steelberg, executive vice president. With the expiration of his present contract with Duke Records, and the expiration of his contract with the Pickwick/33 label, Junior Parker joins the Mercury roster on August 8th in a long-term pact.
EXPERE RIA

ELVIS PRESLEY

THE ANIMALS

DAVIDE FOLLOVER — FASHION

THE KINGS

NORMA WILLS

SITTING ON MY SOFA

THE KINGS

REPRISE

THE MANY FACED LOVE OF WILLIAM COLUMBIA

PETTICOAT WHITE (SUMMER SKY BLUE)

BOBBY VINTON

I'M PIC NICK COLUMBIA

BANG BANG BANG LAST NIGHT

CHAD & JEREMY COLUMBIA

WALL STREET COLUMBIA

AUSTEN PRISON COLUMBIA

IT KENDRA REMINDS ME OF ME

ROBBY ROBBY EPIC

IT'S BEEN SUCH A LONG WAY HOME COLUMBIA

UNITED ARTISTS Records Inc./Rittenhouse

DON'T DRINK THE WATER

NELSON SIDES

COLUMBIA

YOU'RE NOT IN THE NAZI MACHINE

DAVIDE FOLLOVER — FASHION

RAY CHARLES

PRIMROSE COLUMBIA

PRIVATE WILSON WHITE

RHYTHM AND BLUES COLUMBIA

NORMA WILLS

WALTER WILLS

SOMEONE TO CARE

THE FORTUNATE ORCHESTRA PRESS COLUMBIA

1653 Broadway, New York, N. Y.

HERB ALPERT

JUDITTA BRASS

NEW YORK — "Showboat" sights and sounds still a delight to encounter.

LOS ANGELES — Eddie Fisher's decision to follow a new highway, whistle a new song and "Open a New Door," was gathered in a unison of approval by the audience of the Los Angeles Civic Light Opera at theu opening night appearance at the Grove was a cunning and, on the whole, winning concep-

tual phosphorus from the Broadway stage (South Pacific) has been successfully transferred. It also included three tunes gleamed from 3 Bedknock Place and the score was said to be warmed to the occasion with a stirr

COLUMBIA 1619

A NEXT

SAN DIO & BILLY REPRISE

SHOS' ARE SO FAR OUT, SHE'S IN

AL KING WITH THE KING'S MEN

BOBBY ROBBY

-- EPIC

BANG! BANG! BANG!

GOODY TWO SHOES

COLUMBIA

IT'S BEEN SUCH A LONG WAY HOME

UNIVERSAL ARTISTS

DON'T DRINK THE WATER

RITTENHOUSE

YOU'RE NOT IN THE NAZI MACHINE

DAVIDE FOLLOVER — FASHION

RAY CHARLES

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ABC Records Signs Alan Copeland Singers

NEW YORK — The Alan Copeland Singers have signed an exclusive record-contract with ABC Records, according to Bob Thiele, the disc's A&R director. Negotiations were finalized through Richard O. Linke who is Alan Copeland's manager. One of the first albums to be released is by the Alan Copeland Singers is "Basic Black." Due early in August, the package is the first recording made by Count Basie and a trio of vocal groups.

SHOWBOAT: SIGHTS & SOUNDS

STILL A DELIGHT TO ENCOUNTER

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SHOWBOAT: SIGHTS & SOUNDS

STILL A DELIGHT TO ENCOUNTER
The great title song by Bacharach and David from Paramount Pictures' sensational 'ALFIE' is now duplicating its fabulous London success. Already, eight top stars have recorded it, in addition to the Sonny Rollins' original sound track album—and the word is out "Watch 'ALFIE' go all the way!"

Published by Famous Music Corp.
Nancy Wilson, Beatles On Capitol Tape Release

HOLLYWOOD—Five pop packages and a pair of classical albums are scheduled for release on 4-5, Lp tapes July 25th by Capitol.

Boschwurz's "Jussis Solennis" conducted by Otto Klemperer and Carl Orff's "Carmina Burana" conducted by Rafael Frühbeck de Burgos are the two classical releases. "Yesterday" yesterday's title is in the gold record winner top the pop list, which also includes Nancy Wilson's "Tender Loving Care," and Guy Lombardo's "Broadway." The Unforgettable Nat Cole Sings the Great Songs" and "Carrington Hall Concert One Buck Owens And His Buckaroos.

All five pop packages on the Capitol label will be released simultaneously with the two reles of Angel classics.

PUBLICITY-BOOKING PHOTOS
8 x 10 HI-GLOSS BLACK & WHITE
$25 for $9.50 • $50 for $10.50 • $100 for $13.95
Low prices for one pose include 72 hour rush service, return postage paid, copy negatve, and your name, agency mark, etc., on each photo. To order, send payment to United Artists, 6730 Long Drive, Houston, Texas 77017. All 1 x 1 proofs are free. All other negatives are $1.50 each. Orders over $25.00 are shipped in approvedpositon, with check or money order. Satisfaction guaranteed or money back.

4 Angel Releases Set

HOLLYWOOD—Highlighting Angel Records four album release for August is a new recording of Carl Orff's "Carmina Burana," by the New Philharmonia Chorus and Orchestra under Rafael Frühbeck de Burgos. Featured in the performance with the young conductor, soprano Lucia Popp, tenor Gerhard Unger, baritone John Noble and bass Raymond Wolansky. Elisabeth Schwarzkopf is represented by a new recording of Richard Strauss's "Four Last Songs," and Otto Klemperer conducts the New Philharmonia Chorus and Orchestra in a performance of Beethoven's "Choral Fantasy." Soloists in the latter are Marga Hofmann, Waldemar Kmentt, Elisabeth Söderström and Marti Talvola. Flutist Elaine Shaffer returns to Max Bygraves with a second volume of Bach's Flute Sonatas, in which the accompanists are George Malcolm (harpsichord) and Ambros Guantlett (viola da gamba).

More Mace Classics Due

NEW YORK—Stanley Greenberg, executive producer of Scepter, will journey to Newcastle, England on September 5 in order to record a "minimum of 8" classical studio albums with the Northern Sinfonia Orchestra. The recordings (which are to be contemporary, romantic, and baroque works) will be released in the fall, under Mace's subsidy for his company.

Later this year, Mace will release a recording by the Munich Chamber Orchestra featuring the "Symphony No. 3, Op. 29" by Edser and the "Con certo Per Violin And Strings" by Stadtmann. This album is one of a group acquired by Scepter's international director, Joe Zieg, while he was on his recent trip to Europe.

Both orchestras will tour the U.S. and Canada soon. The Munich Chamber Orchestra will tour from November 5 to November 15 of this year, ending their stay with a performance at New York's Philharmonic Hall. Arrangements are currently being completed for a 1967 tour by the Northern Sinfonia Orchestra.

ALBUM PLANS

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

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

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

AUDIO FIDELITY
1 on 6 on all catalog with the exception of the First Compartment Series. Expiration date August 31.

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

DIAMOND
Buy 5-get-one-free on all Ronnie Dove Lps thru Sept. 30.

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

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

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

GNP CRESCENDO
15 albums free with purchase of 100 Lps' $3.79 and $4.79 retail. Indefinitely.

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

LIBERTY-DOLTON
Special terms through distributors on all product.

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

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

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

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

PHILIPS
Dealer incentive: programs, 10% discount on all new and catalog product. 20% discount plan for Connoisseur line. All new and catalog classical product is running a 20% plan discount.

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

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

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

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

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

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

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

VEE JAY
10% discount on Lps.'

Plumb Prexy Of L.A. NARAS

HANOVER, N.H.—The National Academy of Recording Arts and Sciences (NARAS) has given Dartmouth College a full summer music scholarship program for this summer's Hopkins Center Congregation of the Arts. Dartmouth's Congregation of the Arts is now in its fourth year. It brings together visiting composers, an 80-piece symphony orchestra, a 33-member Equity repertory theatre company, and a number of artists in residence for an eight-week series of concerts, plays, and exhibitions. According to Warner Bently, Hopkins Center director, this is the first year that NARAS has provided such a scholarship to the Dartmouth summer program.

NARAS Scholarship To Dartmouth

HOLLYWOOD—The Board of Governors of the Los Angeles chapter of NARAS has elected Neity Plumb as new chapter president. Plumb, who heads pop A&R productions for RCA Victor on the West Coast, succeeds retiring president Dave Peit of Liberty who remains on the board. Both also serve as trustees on the National board of NARAS. Plumb's term of office is one year.

The governors also elected conductor-arranger Lou Busch as first vice and RCA's Al Snith as second vice. Stan Cornyn of Warner Bros.' Reprise was re-elected to his second term as chapter secretary, and Rafael O. Valentin of Columbia Records was re-elected as treasurer.
THE BEST OF THE BEST OF—Various Artists RCA Victor LPM-3632
RCA Victor has dipped into its extensive catalog of "Best Of" LPs to gather these twelve outstanding efforts on the part of a dozen top artists. Among the easy to remember tunes are Harry Belafonte's "Jamaica Farewell," Al Hirt's "Java" and Henry Mancini's everpopular "Peter Gunn." This package could become an oft played item for folks who want only the very best.

BAREFOOTIN'—Robert Parker—Nola 1001
Robert Parker burst upon the Top 100 with his single outing of "Barefootin'" and has now gone the LP follow-up route with this potent package of Robert Parker's some particularly good new items. Parker's readings of such tunes as "I Can't Help Myself," "I've Been Lovin' You Too Long" and "In The Midnight Hour" give the ditties new life, while his self-penned "The Scratch" is another goody. Both rock and R&B devotees should get happy digging this outing.

HEFTI IN GOTHAM CITY—Neal Hefti—RCA Victor LPM/LSP 3621
After scoring well with his recent Band- man package, Neal Hefti remains in that same bag for this musical camp-out. There's lots of fun as the orchestra goes along at a merry pace throughout the length and breadth of Gotham City, hitting all the spots along the way. Among the highlights of the set are "Gotham City Municipal Swing Band" and "Tugboat Square," in addition to "Honorable Batman."

JOHN FRED AND HIS PLAYBOYS—Paula LP/LPSP 2181
John Fred and his Playboys should garner a host of fans with this soul-filled groove set that combines fine R&B and pop sounds into that ever so popular sound that is currently making for so many hits. The aggregation puts down especially fine sounds on "Play With Fire," "Don't Fight It" and Fred's self-penned "Wrong To Me." This package as a whole looks dynamic leader and vocalist should soon be making a national name for itself based on this set.

A TIME FOR SINGING—Original Cast—Warner Bros. 1639
"Time For Singing," based on "How Green Was My Valley," failed to find green pastures on Broadway, closing shortly after its Main Stem debut. It is, indeed, a singing musical, by John Morris & Gerald Freedman with some 20 numbers, most with an appropriate folkish tinge, others straight out of Schubert Row. The score is greatly enhanced by excellent singing, including the voices of John Wallis, Ivor Emmanuel, Tessie O'Shea and others. A time-for-singing is not one of today's great attributes these days, so musical comedy buff's should be grateful that this cast LP was marketed.

BASIE'S BEATLE BAG—Count Basie & His Orchestra—Verve V-853
This meeting of the great Count Basie Orches- tra and the tunes of the Fab Four makes for an LP that should be on the shelves of fans of both groups and pop and jazz lovers as well. Basie takes such outstanding Lennon-McCartney items as "Do You Want To Know A Secret," "All My Loving" and "I Wanna Be Your Man." and does his special magic with them. Bill Henderson's vocal on "Yesterday" is a pleasure to listen to. Big things should happen to this disk.

LETS GO COUNTRY—Wilburn Brothers—Decca DL 7474/7475
Recently voted the most popular country vocal group, Teddy and Doyle Wilburn have proved that popularity with hit after hit decor- rating the chart, including their current chart "I Can't Keep Hangin' On." Kicking off this package with their recent smash, "Someone Bring Me That Exit Sign," the boys offer a passel of proven winners and newies, with a touch of blues permeated throughout the set. Other goodies here include "Is It Really Over?" and "It Keeps Right On A-Hurtin.'"

WILDEST ORGAN IN TOWN—Billy Preston—Capitol T/ST 2532
Billy Preston has turned his attention to hard driving sounds album around, this debut LP by organ master Billy Preston. Preston has chosen from among the top tunes of recent times to gather this album pulsating group that he reads into his personally perfected R&B style. Among the top items are "In The Midnight Hour," "(I Can't Get No) Satisfaction" and "A Hard Day's Night." This set already showing sales action should move up in the charts.

MICKIE FINN'S—Original TV Cast—Dunhill D/LP 50095
Musical stylings dating back to the beginning of the century are but a few of the scores of one of TV's newest entries, "Mickie Finn's," which is already back in the record field as well. Featuring the performers from the show, including Don Van Peltz, Spider Murphy, Darnell, Sydney Boye, and Owen Leinhard, the session is a wild and raucous dance performance that should see good lots of action. Tracks include "Side By Side" and "Alley Cat.

THIS PROPERTY IS CONDEMNED—Original Soundtrack—Verve V/V6—8664
Kenyon Hopkins' latest film soundtrack offers a vivid evocation of the music of one of TV's newest entries, "This Property Is Conde- mened." The film, which stars Natalie Wood, Robert Redford and Charles Bronson, is a woody portrait of smalltown Southern life in the early '30's, the score faithfully under- scores all of the film's many moods. Highlighting the LP is Mary Badham's vocal on "With Me A Rainbow," penned by Livingston and Evans, as well as "Drug Store" and "1930 Victoria."

FRANKIE YANKOVICO & HIS YANKS' GREATEST HITS—Columbia CL 2487/CS 9287
Some of the biggest polka hits of all time have been collected into one package by Frankie Yanks, who are sure to stir up an excellent response to this LP. Listing back into past decades, the orkester has come up with lively, robust selection with such bubbly dance-able tunes as "Beer Barrel Polka and "Pennsylvania Polka," among others. Should be an excellent catalog item.

GOIN' TOWN AND COUNTRY—Billy Edd Wheeler—Rapp K/KS 3479
Billy Edd Wheeler, a country-folk balladeer with a penchant for excellence, has once again added another tasteful package to his loyal following. From America to pure country, Wheeler's performance is loaded with exuberance and charm, and spiced with a generous dash of down-to-earth wit. Among the hits is the score of the recent popular giant, "Sounds Of Silence," in addition to self- penned "Lonesome, Lovesick Puppy Dog."
Epic Offers New Sales Incentive Program

LAS VEGAS—A new Epic sales incentive program was introduced by Abbott Hoffman, director of sales, and Victor Linn, director of administration, at the label's sales confab in Las Vegas last week.

In the program, entitled the “Hot 100,” a distributor earns points based on his performance in the sale of records during the 100 days between July 21 and Oct. 28.

Each distributor will be assigned a sales goal in each of three categories: Crossroads albums (see separate story), Epic and Okeh LP’s, and Epic and Okeh singles. In each of the categories, a distributor will begin to earn points once he has attained a specified percentage of his assigned objective. In order that the size of an individual organization does not determine the winner, all distributors will participate equally on the basis of a market-share index, compiled through electronic data processing. This marks the second time computers have been used in Epic’s sales incentive program. The label’s recently completed “DeVille Run” saw the introduction of computers in a record company’s sales program.

While distributors are competing for points on a national level in the “Hot 100,” they will also be involved in a regional competition. The final results of this competition will mean more valuable prize points for the winners.

The country has been divided into four sales regions. Each distributor will be in competition with the other distributors in his region only. At the conclusion of the “Hot 100,” the top distributor in each region will earn a large prize bonus point. The second distributor in each region will also earn an additional quantity of prize points.

In addition, each total region will be in competition with the other three regions. In order to maintain a fair and equitable policy, since each region does not have the same number of markets, that region which exceeds 100% of its dollar quota will be declared the winner.

NORMAN WEISER

NEW YORK—Norman Weiser has been appointed to the position of vp and manager of UAMC’s West Coast companies operations. The appointment was announced by Murray Deutch, executive vp and general manager of MCM. In his new post Weiser will coordinate and supervise the music companies and film music composers on the West Coast.

Columbia Team Creates Convention Presentation

LAS VEGAS—For the 6th year in a row Columbia Records has created its own product presentation for its national sales convention, according to an announcement by Stanley J. Kavan, vice president of merchandising. The Columbia presentations have, in the past, been recognized by many other large business firms who use audio-visual aids in sales meetings of conventions.

The 1969 convention presentation was worked on by the following Columbia team: Robert Cato, director, art and design, who conceived and created the visual. Maida Schwartz, manager, administration, art and design, who was the visual coordinator; Robert Hughes, music editor, pop A&R, who served as audio coordinator; Ray Moore, recording engineer, who was the engineering technician; Don Doughty, product manager, merchandising, who was the coordinator; and Jack Wiedemann, director, administration, A&R, who was the production coordinator.

The seven hours of visual presentation, a combination of slides, color film, and still photographs, were produced entirely by Columbia’s creative group. The 1966 convention presentation was divided into three separate visual components: a filmstrip, running over two hours, for the August September product; the Cellophane process, which creates animation through the use of still photographs and drawings, employed for the merchandising support speeches; and color film, especially shot by Cato to introduce the new Columbia 8-track stereo tape cartridges.

George A. Leanner Dies

CHICAGO—George A. Leanner, age 85, president of Leanner Record Co., died of a heart attack in his home, Monday, June 16. He was a brother of Al Benson, a prominent radio and television personality on Chicago radio. Benson’s family name is Arthur K. Leanner.

Among the other survivors were the wife, a daughter, Mrs. Dr. Leanner Chavis, an attorney; another brother, Edwll; and a sister Sadie Bell.

Funeral services were conducted Wednesday by a doctor of Leanner, a head of Air- burn Park Methodist Church. Burial was in Lincoln Cemetery.

Epic Names Winners Of ‘DeVille Run’ Contest

LAS VEGAS—A Cadillac DeVille was the appropriate first prize award, as 18 distributors, the Buffalo distrb, in Epic Records’ “DeVille Run” sales incentive program. Announcement of contest winners was made by Len Levy, vp and general manager of Epic’s national sales confab in Las Vegas last week.

The “DeVille Run,” launched on Jan. 1, was a “road race” in which a distributor earned points, up to two miles, based on his performance in the sale of records during the race.

In order that the size of an individual organization did not determine the winner, all distributors participated equally on the basis of a market-share index compiled through electronic data processing. This marks the first time computers were used in any record label’s sales program.

To maintain excitement throughout the “DeVille Run” program, status reports, in the form of maps, were mailed to distributors twice a week. These reports ended the last week of June. Thus, some of these distributors would be a surprise.

OUTRAGEOUS!

THE FAMOUS LION

Al Lion, ‘Goin To Chicago’

NEW YORK—Having just completed his seventh consecutive recording session for Blue Note, Al Lion is off to Chicago to join Liberty proxy Al Bennett and Blue Note national sales manager, Bernie Block. They will meet in a series of conferences to be held at the Sheraton-Chicago Hotel, July 20 through July 25.

New Tape Recorder Section Formed By General Electric

UTICA, N.Y.—Formation of a new business section to manufacture and market audio tape recorders was announced by William W. Keller, president, and Edward S. Chamberlin, general manager of General Electric’s Radio Products Department.

Lynch also announced two key promotions to fill positions created by the expansion of his department. John S. Chamberlin has been named manager of the new tape recorder business section. Charles W. Kepler, former sales manager of the radio receiver departments, replaces Chamberlin as the department’s marketing manager.

Lynch will have the responsibility for the new tape recorder business, one of the fastest growing segments of G.E.’s radio products division. The new operation will be located at Chagrin Falls, Ohio.

The company’s Audio Products Department, Decatur, Illinois will continue to manufacture and market tape recorders with suggested retail prices above $100.00.

A MOVING NEW GOSPEL LP!

BROTHER JOE MAY

“My Own Fault” 177 3rd Ave., Nashville, Tenn. 615-242-2215 Nashboro LP 7031

OUTRAGEOUS!

THE FAMOUS LION

New At ABC

New York based group, The Soundreels, has just signed an exclusive contract with ABC Records, a subsidiary of Decca Records, with a first release. The group consists of: Tony Thompson, Ralph De Palma, Jim Trajes and H. J. Boyle.
ROY DRUSKY IN A NEW DIMENSION—Mercury MG 21063/SH 69612
Undoubtedly a leading name among country songsters, Roy Drusky has built an audience for a good many of his single and album releases, including this new Mercury package. The warm, easy-going Drusky style is set to a dozen charming tunes, including the songster's former charter, "Rainbows And Roses," and his current hit, "The World Is Round." Other excellent grooves include "You Don't Know Me" and "Crying Time."

ALEXYS—Dot DLP 3713/25713
The young daughter of country songstress Bonnie Guitar, Alexys Guitar makes an exciting debut on the recording scene with this Dot package. As both a writer and performer the young lady displays a wide range of talent, running a gamut from jazz- to folk- to pop-oriented material. An impressive amount of versatility comes across as she lets loose with such items as "A Broken Piece Of Crystal" and "Kansas City," as well as "Miss Misfortune."

WOMAN TO WOMAN—Cleo Laine—Fontana MGP 27553/SRF 67522
After building a following for herself via her British TV and night club appearances, Cleo Laine can expect to bolster that following as she steps into the American record market. Showcasing a fascinating jazz-oriented vocal style, and a smoky interpretation of lyric content, the lark gives out with a golden helping of evergreens that should attract plenty of admirers. Great grooves in "I Cover The Waterfront" and "Biddin' My Time."

JAZZ PICKS
OUT OF THIS WORLD—Three Sounds—Blue Note 4187
The latest offering by the Three Sounds, this one includes such blue ribbon tracks as "Girl Of My Dreams," "Sanctified Sue," "I'll Be Around," and "You Make Me Feel So Young." Piano, bass, and drums played by George Freeman, Andrew Simpkins, and Bill Dewey respectively, this package is good, easy listening jazz and is sure to be sought after by the jazz buff.

DREAMS AND EXPLORATIONS—Don Friedman Quartet with Attila Zoller—Riverside 4S5
This package features Attila Zoller on guitar backed by Don Friedman, piano; Dick Knis, bass; and Dick Birk, drums. It is an offering of free moving, improvisational jazz as evidenced by "Episodes" which has no written notes, "Israel," "Exploration," and "Blizzard" are blue ribbon efforts. As its name implies, this album delves into the realm of "Dreams And Explorations" and should be readily received by jazzophiles.

JAZZ BEST BETS
A CHANGE IS GONNA COME—Brother Jack McDuff—Atlantic 1483
On this album Brother Jack McDuff reaches way down into the blues bag, searching for the roots of jazz. This is McDuff’s first album for Atlantic although he is well known to both European and American jazzophiles, having appeared at "The Golden Circle" in Sweden and the Antilles Jazz Festival. "No More The Third Man Theme." Front to back good music fans should dig this offering.

AIN'T THAT A GROOV—Bill Larkin & Delegates—World Pacific 1445
That special touch brought out by Bill Larkin and the Delegates, rhythmic and easy to listen to, is especially apparent on this album (the group's third). "Don't Mess With Bill," a high light of this album, is a tune from the Motown bag done recently by Martha and the Vandellas. "Soul Sister," "Where Did The Blues Go," "Wil- low Weep For Me," and the title song are among the other outstanding tracks. Sure to be a fast moving item.

CLASSICAL PICKS
BACH ON THE PEDAL HARPSCORD—E. Power Biggs—Columbia ML-6204/MS-6804
Well known organist, E. Power Biggs, playing Bach organ music on a harpsichord equipped with pedals (making it a cross with an organ.) This is not "harpistic" as at first sight to the Bach purist, because Bach, himself, had three similar instruments in his home, on which he is reputed to have practiced his organ music (rather than pay someone to pump the local church organ.) Please listening to those who enjoy the harpsichord.

MOZART—SYMPHONIES NOS. 29 & 33—Klemperer—Angel S-36329
A delightful offering of two of the great Viennese composer's master works as masterfully conducted by Otto Klemperer (guiding the New Philharmonia Orchestra), The "Symphony No. 33 In B Flat Major, K-319" is deserving of special note in that it is one of the few Mozart symphonies to be published before his death. This one is a sure fire pleaser for Mozart enthusiasts and for those who are, in general, classically inclined.
Never let it be said that Eddy Arnold would allow such a trivial item as airline travel to keep him from his appointed rounds. At Eddy's insistence, a special plane was chartered a Lear Jet for a weekend of concerts, and, needless to say, the effort wasn't in vain. Accompanied by Don Bowman and the Stoneham Family, the Victor singer performed at the Convention Hall in Ashbury Park, N.J. and racked up a gross of $20,000 plus. Immedi-ately afterward, it was back into the Lear Jet and over to Minot, North Dakota for the State Fair, which ran from July 17-20. Following the State Fair, Eddy began to rest up for his appearance at the Casper Wyoming Fair and Rodeo on Aug. 5 & 6.

Warner Mack called to tell us that he just returned home to Nashville from his latest swing on the road. However, the rest period was short-lived as he was almost immediately off again. Warner packed up the wife and kids and headed for Alexandria, Va., where the family will be vacationing while he's doing shows in the D.C. and Maryland area. Some more vacation. His latest deck single, due for release soon, is called "It Takes A Lot Of Money." (Amen to that.)

Some of the biggest names in Country Music will have their "day in the sun" in the Roy-O-Del Records' sponsored one of the year's biggest bashes Aug. 13 at Dinner Key Aid, in Miami, Fla. Two shows, will feature Carl Smith, Webb Pierce, Faron Young, and a special appearance by Zuma Jean, Don Gibson, Roy Drusky, Bob Luman, Willie Nelson, Wade Ray, Skeeter Davis, Leon Strickland, Howard Crockett, Charlie Louvin, Don Bowman and Bill Carlisle.

Just in will have 20 working days for the Johnny Wright-Kitty Wells show and will include a swing through an extensive promotional package, which also features Ruby Wright, Bill Phillips and the Tennessee Mountain Boys. Starting on July 30 at Pratt, Kan., the tour will include stops at Blue Earth, Iowa, a major historical downfall, this meeting will be with their fans in Waterloo, Neb., and will be relaid to return home to Nashville and a 10-day break.

COUNTRY ROUNDUP

GETTING A DOLLAR'S WORTH—Country music fans, like Suan ("Susan") A. Abrams start young, and to help keep them going in the right direction, Johnny Wright, Jr., will offer them with free copies of his latest single, "It, "Stop Thinking About" his current stand at Palisades Amusement Park in N. J. The Pollie "I'm A Mountain Dew" group is free, are broadcast 'live' every Thur., 4:30 p.m. at WJRZ-Newark, N.J.

Palisades show, Dollarstormed down into Clear Springs, Md., (21) and will fly on to the Beach Auditorium in Chesapeake Beach, Md., where he appeared with Warner Mack. Sunday, some day I'll play the WVVA Jamboree, and round out the week with an appearance (24) at the Wil- lise Hall Community Center in Laurel, Md.

The songster is now reviewing material for a soon-to-come recording session in Nashville.

Nashville booking agent Buddy Lee has found that the best way to book return engagements is to book acts that break attendance records. Two recent appearances which he co-ordinated for Hank Williams Jr. at the Cheatin' Hearts resulted in that magnificent return bookings. His recent record for Richland, Pa. (set by Sam- my Raye some 18 years ago) was topped by Hank, Jr., on July 26, with 6,000 people packed into the city's annual Fireman's Festival. The next day, 10,000 braved temperatures which caused several to faint from the heat to see the act. Shorty Long's Ontelaunee Park in New Tripoli, Pa., breaking the record there. Thus, one weekend made 16,000 Wil- liams fans happy, but no more so than Lee, who gladly accepted the in- vitation for Williams and Company to re-appear in Richland on July 27 and in New Tripoli on Sept. 11.

Seems we overlooked a recent birthday. Belated congratulations are in order for chart-keeping newcomer Jeannie Seely, who celebrated on July 4.

Guitarist "Little" Jimmy Dempsey, who has already got 7 instrumental LPs on market, has just lashed yet his first vocal effort, "We Gotta Stick To-gether" f/k/a 'Fooling Myself' is due for release in the future.

Ridge-Tannen Music chief Paul Tannen has named Dan O'Hearn as its associate professional manager. Wil- liam Haggard has been given the country catalog as well as working on the Ridge material. Ridge has "If You Were Mine Mary" in Eddy Ar- nold's "My World" LP, as well as the new song by John Tilton, single, "No Love At All."
THE COUNTRY REVIEWS

BULLSEYE
BLUE SIDE OF LONESOME (2:41) [Gladd BMJ—Payne]
IT HURTS SO MUCH (To See You Go) (2:09)
[Acclaim BMJ—Warren, Guitar, Reeves]
JIM REEVES (RCA Victor 8992)
The fantastic success story of the late Jim Reeves certainly should be propagated by his many thousands of followers via this captivating item called "Blue Side Of Lonesome." A tender, heartfelt ballad done up in the winsome Reeves manner, the lid is a guaranteed zoomer, which should get plenty of action also. "It Hurts So Much (To See You Go)" is another excellent blueser.

ROOM IN YOUR HEART (2:22) [Marson, BMJ—Long, James]
HOW MANY TIMES CAN A MAN BE A FOOL (2:21)
Marson, BMJ—Smith, James
SONNY JAMES (Capitol 3602)
Sonny James recently zoomed back into the No. 1 slot with his "Take Good Care Of Her" smashmore, and should be right back up near the top with this effort dubbed "Room In Your Heart." Side is a sweet, heartwarming waltz with a real fine sound. "How Many Times Can A Man Be A Fool" is a lowdown tear-tugger.

THE COMPANY YOU KEEP (2:02)
[Combine, BMJ—Parton, Owens]
THE LIES JUST CAN'T BE TRUE (2:15)
[Needleshit, BMJ—R. X. Philips]
BILL PHILIPS (Decca 31996)
Just off his "Put It Off Until Tomorrow" smash, Bill Philips should soon be reported on the charts with either or both sides of this double-barreled offering. "The Company You Keep" is a sweet, shuffling tale of a big brother's advice to his younger sister. "The Lies Just Can't Be True" is a tender, mid-tempo ballad, also with lots of appeal.

ANYTIME (2:40) [Hill & Range BMJ—Lawson]
TYING THE LEAVES (3:25)
[Starbys BMJ—Arm: York]
KENNY ROBERTS (Starbys 769)
Champion yodeller Kenny Roberts may well re-establish himself in the big country sales picture with this top-notch outing. Side to watch. "Anytime" is an easy-going, light revamping of the years-back Eddy Arnold smash. Undercut, "Tying The Leaves," is a supersweet, waltztime version of the oldie.

Newcomer Pick
CONSTANTLY (2:15) [Vanjo BMJ—Gray, Loui]
WHAT KIND OF GIRL DO YOU THINK I AM (2:35)
[Canyon SESAC—Fort]
BILLIE REA BROWN (Topic 8024)
Here's a very well done effort by Billie Rea Brown that could easily launch the lark into national prominence. Top side, "Constantly," is a swaying, haunting heart-tugger with a highly effective sound and an exceptional vocal job. Also effective, "What Kind Of Girl Do You Think I Am," is a feelingful, plaintive tearjerker. Deserves a listen.

PEGGY PAXTON (Paula 241)
(B+) THE DAY AFTER FOREVER (2:05) [Decide, BMJ—Kesler] Peggy Paxton could well make a name for herself with this blues-filled, tear-drenched tale of a love affair that came to an unexpected end.
(B) BILLY BABY (1:36) [Sudia, Varia, BMJ—Taylor] Flip is a cute, lively romance with a strong pop flavor.

SHIRLEE HUNTER (Mercury 72999)
(B+) THE LAST PLACE YOU GO (2:19) [Tahleerock, BMJ—Self] Shirlee Hunter stands a chance to score big with this blues-filled, melancholy tale of a girl who feels her man slipping away from her.
(B) CRYIN' AND I'M ONLY HALF WAY HOME (1:51) [Newkeys, BMJ—Hall] This side is also a tear-drenched item, nicely done by the lark.

GENE MOLES (Moarit 210)
(B+) DURANGO (1:40) [Double-neck, BMJ—Moles] Gene Moles could attract lots of attention from spinners with this loping, Western-flavored instrumental. Very attractive item.
(B+) SCOTTISH GUITAR (2:18) [Double-neck, BMJ—Moles] Equally attractive is this infectious updating of the highland folk standard, "Loch Lomond."
WINNING DISTRIBS—During the RCA Victor distributor convention held in Bermuda, the winners in the firm's "Welcome To The Wide World Of Country Music" program were announced. Top sellers, shown above, include (top row, left to right) A. J. Shuffer, the Eastern Co., Cambridge, Mass.; A. W. Smith, McLachlan, Appliances, Knoxville; Dave Pearce, Victor Distrib. Corp., Los Angeles; Clyde Ball, Dulaney's, Oklahoma City; Ray Clark, Victor and Camden merchandising manager; Steve Sholes, pop A&R division vice; Wallis Toles, Fidelity Electric, Seattle; and Art Kay, Radio-TV Corp., Honolulu; (bottom row, left to right) Louis Speer, Commercial Distributors, Portland, Me.; Ralph Woodard, Sidles Co., Omaha; Bill Whitcher, Art Jones & Co., Houston; Peter Stocke, Taylor Electric, Milwaukee; Bob Decker, Interstate Supply, St. Louis; and Charlie Smith, McDonald Bros., Memphis. Not shown is Jerry Weiner, Ohio Appliances, Cincinnati. First prize, a Ford Bronco equipped with a stereo unit, was awarded to Pete Stocke.

A Great Comeback by a Great Artist
A Two Sided Hit With Air Play In 46 States
"Your Special Day"

b/w
"Just Count The Tears I'm Gone"

THE CASH BOX
BULLSEYE

YOUR SPECIAL DAY
(Happy Birthday Mom) (2:56) [D&B, BMI—Lorrie]
JUST COUNT THE TEARS I'M GONE (2:50) (Gary S. Paxton, BMI—Paxton)
MYRNA LORRIE (Gaitley 115)

Absent from the recording scene for quite a spell, Myrna Lorrie can churn up plenty of action with this lid titled "Your Special Day (Happy Birthday Mom)." Tune is a sentimental, warmhearted single-talking which should attract lots of attention. "Just Count The Tears I'm Gone" is a twangy tale of a gal who's had enough. Also effective.

MYRNA LORRIE
(Gaitley 115)

Thank You D.J.'s and Music Directors for your
tremendous acceptance

Gaitley Records,
6153 Lexington Ave., Hollywood, Calif.

Farris, to the label's staff.

Star day Sets Nashville Distrib Meet
NASHVILLE—Star day Records will be staging a distributor sales meeting, a first in Nashville, this week (29 & 30). The meeting will be hosted by label prezzy Don Pierce and will comprise two days of both business and pleasure, carefully planned for Star day distributors.

Traveling by chartered bus, the group will first be taken to the Governor's office at the State Capitol, where they will officially be welcomed to Tennessee. Following a tour of Music City's Record Row, including Columbia's new studio facilities, the entourage will then proceed to the mayor's office for further official recognition. After a brief stop at the Star day offices, they will then journey out to the label's cottage studio, located near by Hendersonville. An afternoon of fishing, boating, water-skiing and golfing at Bluegrass Yacht & Country Club will serve as a preamble to the evening festivities which will center around the Star day Movie Ranch at Five Coves. The evening will feature an outdoor Bar-B-Q and a jamboree featuring Star day artists.

Afterwards the group will return to the label studios where they will participate in a 'live' recording session.

Saturday (30) activities will include a sales seminar at the Star day offices where new product and details of the label's annual spectacular, 'Country Music Goes To Town' sales plan will be introduced. The evening festivities will be highlighted by a "Saturday Night At The Opry," where the party will see a live on-stage show, and meet personally with many Opry stars.

Foster To Build New Nashville Studios
NASHVILLE — Monument prezzy Fred Foster has announced that the firm is about to begin construction on a 3000 sq. ft. ultra-modern recording studio, to be located at 110 17th Ave., No., Nashville. He also announced the appointment of two prominent sound engineers, Mort Thomason and Bob Paxton, to supervise the installation of all electrical wiring, and the recording equipment.
Little Tony (left) has been an idol of Italian teenagers since he rocketed to fame with his 1961 San Remo song, "24 Thousand Kisses." Subsequent hits have included "Quando Vedrai La Mia Ragazza," "Non Aspetta Nessuno," and "Ogni Mattina." Little Tony is currently in the Italian charts with "Ridera" and visited London recently to record an English version titled "Let Her Go." The picture shows him during a recording session in the studios of Pye Records with writer, producer Tony Hatch, who penned the English lyrics. Little Tony records for Durium Records of Italy.
Larry UtteLL, President of Amy Mala was in Britain recently for talks with EMI Records with whom they have a long term contract. Amy Mala's roster begins with some of the most successful records recently with "A Love Story" by Patti Smith, "In My Life" by The Beatles and "Hey Jude" by The Beatles. Six incomparable recordings made by Toscanni with the NBC Symphony Orchestra in Carnegie Hall during the last year of his life are being re-issued on three LP's by RCA on their low-priced Victoria label, retailing at 21/6. They include Dvorak's "New World Symphony," Rossini's "Overture To William Tell," Respighi's "Roman Trilogy Of Rome," Mussorgsky's "Pictures At An Exhibition," and Tchaikovsky's "Four Seasons." These records have been specially re-processed in electronic stereo and are available in both mono and stereo.

American publisher Harry Goodman of Regent Music (US) arrived in London for talks with Frank Fenter, general manager of his London company, Jewel Music. Goodman reported that wealth of material with him including the McAlister & Vale compilation "Baby You've Got It!" which has been recorded by British group the Action released on Parlophone and an American group "Forbidden Fruit" recorded by the Nashville Teens on Decca. Goodman, who has published many hits from Francis Day & Hunter contract writer Jerry Lordan including "Apopheos" and "Scarlet O'Hara" recently acquired the Los Reed compilation "To Make A Big Man Cry," which has been recorded by Tom Jones, Adam Faith, P. J. Proby and Bobby Solo. During his visit he also negotiated for several more Leo Reed compositions. Whilst in Europe Goodman also visited Milan, Stockholm, Paris and Geneva.

Shirley Bassey is back in London's West End for a one-woman show at the Prince of Wales Theatre. At the same time her new record company, United Artists is releasing her first album for the label "I've Got a Song For You" and a new single scheduled for August containing an Italian song with lyrics by Hal David called "Who Could Love You?" with Shirley a song penned especially for her by A1 Stilman, Bassey's future plans include gala performances in Cannes, San Remo and Venice and a color film for television "Shirley Bassey In Paradise." She is due to return on a seven-week visit to the Sahara Hotel, Las Vegas, appears on the Andy Williams and Dean Martin television shows, plays club dates in Puerto Rico and on a woman concert at the Carnegie Hall, New York in May 1967.

Jonathan King's latest single is a Bob Dylan composition "Just Like A Woman" produced by Ken Jones and Joe Roncoroni of Marquis Enterprises to be simultaneously released by Decca in Britain and Parrot in the U.S.A. It is just a year ago since King had his big smash "Everyone's Gone To The Moon." At the time that this story was written, Mathew & Mathie, last seen at London's Talk of the Town ministry just over a year ago is back in Britain for another cabaret season at the same venue. Mathew & Mathie live in London in November 1965 for his first BBC TV commentator and to headline in ATV's "Sunday Night At The Palladium." To coincide with his current visit EMI is releasing his latest album "The Shadow Of Your Smile." Both albums are on the Fontana label.

A reciprocal management deal was set up in London this week linking L.M.A. Ltd. producer Ken Baker with French label Philips. Baker has produced recently Nathan Joseph, Trixie Atlantic Records in this country with American impresario Arthur H. Gorson of New York. Each will represent the others interest in their respective territories.

The recording of "Can't Help Myself (Unconditional Love)" issued by Pye on the Kama Sutra label which is also published by Robbins. The Lovin' Spoonful is currently in the British E.P. charts with "Did You Ever Have To Make Up Your Mind" and plans to return to Britain in the autumn for p.a.'s. Other numbers handled by Robbins Music include the Bachelors "Can I Trust You?" (Decca), "No-one With You" by Frank Ifield (Columbia) and "Hi Lili" by the Alan Price Set on Decca.

Cyril Shane of Shapiro Bernstein still in the charts with Cilla Black's "Don't Ask Me Why" produced by Ken Jones and Joe Roncoroni of Marquis Enterprises in Sweden, the Hit Stars have their first British release on Decca with "Sunny Girl" published by Robbins Music who have British rights to all their material. The group attracted considerable attention when they appeared here recently with American group the Lovin' Spoonful who also have a new single released recently "That's A Long Time" issued by Pye on the Kama Sutra label which is also published by Robbins. The Lovin' Spoonful is currently in the British E.P. charts with "Did You Ever Have To Make Up Your Mind" and plans to return to Britain in the autumn for p.a.'s. Other numbers handled by Robbins Music include the Bachelors "Can I Trust You?" (Decca), "No-one With You" by Frank Ifield (Columbia) and "Hi Lili" by the Alan Price Set on Decca.

CONTEST TOPPERS.—The European Songc workshop contest held in the Belgian seaside resort of Knokke was won this year by Great Britain. The team which took the top prize is the group attracted considerable attention when they appeared here recently with American group the Lovin' Spoonful who also have a new single released recently "That's A Long Time" issued by Pye on the Kama Sutra label which is also published by Robbins. The Lovin' Spoonful is currently in the British E.P. charts with "Did You Ever Have To Make Up Your Mind" and plans to return to Britain in the autumn for p.a.'s. Other numbers handled by Robbins Music include the Bachelors "Can I Trust You?" (Decca), "No-one With You" by Frank Ifield (Columbia) and "Hi Lili" by the Alan Price Set on Decca.

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GREAT BRITAIN (Continued). "Mene Si Tu Reveries" by Otis Redding was the latest single to come out of the American Top 100 and "Let Me Be Good To You" by Carla Thomas. Trini Lopez in Britain filming "The Dirty Dozen" was joined this week by his manager Don Costa. They will cut a single and L.P. in Pye's recording studio. Trini's latest single is the Burt Bacharach/Hal David title song from "Made In Paradise" released on Pye.

"Discotheque 66" is the title of a new series of r & b recordings by EMI specifically for the British market. Material will be drawn from the American L.A. recordings, and the label will form part of the new Parlophone subsidiary. Two issues are Bobby Sheen's "Dr. Love" and buddy Preston's "In The Midnight Hour." Cockeye singer Tommie Bruce has cut his first single for Mitch Murray Productions—a new version of "Speedy Gonzales" entitled "Monster Gonzales" with vocals by Raye Raye for release on RCA. Quickies: Decca Records issue original cast album "Come Spy With Me" London's latest musical starring Danny La Rue. . . . . . . . Eddy Arnold's latest album of Western songs "Cattle Call" released by RCA. . . . . . . . Beatles L.P. "Revolver" for release at the beginning of August contains 11 Lennon/McCartney compositions and three by George Harrison. All four Beatles are featured as lead singers.
Orietta Berti (Golden Gondola) & Rossano (Silver) Win Venice's 2nd Int'l Light Music Show

VENICE—The 2nd edition of the International Light Music Show in Venice, taking place in the beautiful San Martino, ended in victory for Orietta Berti (Phonogram), awarded the Golden Gondola, and Rossano (RIFl), who was presented the Silver Gondola for his song of "Ca C'est Venise." The contest was put under the spotlight by a national TV transmission. First, second, and third night performances were held, with the last night's performance of the "Palazzo Del Cinema" at 21,000 spectators.

The last night, June 29, took part in the open air on a stage built in Piazzale Aliprandi, where was scenaried of this unique "Piazzas" appeared on the scene of millions and millions of TV audiences all over Europe, being the final night of the Festival let's sit in all the nations in Europe via "Eurovision".

Opened an eighties young newcomers Italian artists presented twelve new songs devoted to Venice, while the Italian bel canto singer Rossano (RIFl) presented a third night's "Terzata" song by Mina (RIFl), "Finalmente Libera," sung by Ornella Vanoni (Rivco). (continued on page 61

German Labels, Artists Seek Higher Royalties From Radio & Television

MUNICH—The conference tables are busy as the German recording industry and the GVL, the royalty collection agency for artists, background singers, musicians and conductors, are fighting to have to raise the royalties now collected from the radio and television transmissions for the second half of the year, in accordance of recorded material in Germany.

Until now, the broadcasters have paid about 2.4 million German Marks ($600,000) per year royalties on the rights but the GVL and record industry are now asking for a yearly payment of 24 million marks (6 million dollars) which is 10 times the amount now paid. Although the broadcasters have already made an offer of 7 million marks, the GVL and recording industry are not satisfied and the fight is still going strong.

As a result of this fight, Hamburg radio has already stopped broadcast records and several of the other free radio stations in Germany will stop pushing the pops and other records releases on the 1st of August. (See complete story in Germany sec.)

Plan Cannes Festival Of Music

LONDON—Plans are in hand for the first "Marche Internationale de la Musique," (MIDEM) to be held at the Palais de Festival in Cannes, after 49, from January 30 to February 4, 1967. The idea behind the event, which is being organized by the MIF, is to provide an international meeting point for music men from all over the world. As MIDEM will immediately follow the San Remo contest it is expected that many record companies, music publishers, indies, producers, composers and artists will attend both events. Facilities available at the Palais de Festival will include conference rooms, demonstration auditions, record playing booths, closed circuit TV, etc. Every effort, it's understood, will be made to provide ideal conditions in ideal surroundings in which music men may buy, sell, compare products, hear new records and generally exchange ideas.

Mixed Press Reaction To German Song Contest

MUNICH—Mixed press reaction greeted the end of the 6th annual German Pop Music Festival competition held recently in Baden-Baden.

The main reason for complaints was the lack of innovation in the material and some of the tunes from the jury from the over 400 entries for the preliminary rounds. The press felt that real "quality" artists, especially the headlines like Caterina Va- lente, Peter Alexander and others had been overlooked and that many of the 18 entries entered in the preliminary semi-finals were not suitable for a festival representing Ger- man pop music.

The last talk of the "hit" songs was also mentioned by several journalists. On the plus side of the picture, the top prize of 10,000 marks and several of the tunes and artists on hand were complimented. One music critic was strongly considering having two artists, one (continued on page 61

Shirley Bassey Back In London Town: A Triumph

LONDON—The rapturous welcome Shirley Bassey received at her recent opening night of her one- woman show, "Shirley Bassey Entertains at London's Prince of Wales Theatre," was eclipsed by the standing ovation which followed her long act.

Long after the final curtain had fallen on the flower strewn stage, the audience was clamouring for more and the safety curtain had to be lowered before they would leave the theatre. The performer, looking fabulous in a glittering gown, was at the top of her form. Her act, varied and well-balanced, was brilli- antly laced with satirical asides, and the opening music, "Get, Get, A Song For You," the title of her first album for United Artists, to her closing songs, "The Party's Over" and "Have Dinner, Have Gently," were also her latest TV single, "Don't Take The Lovers From The World." (continued on page 61)

CCGC Promotes Low-Priced Phonio To Holland Teeners

HOLLAND—Holland's CCGC (Committee for Collective Record-Publicity, sponsored by record companies and dealers, under the management of Piet Beushuizen, artist and critic, former public relations man for Philips' Phonographic In- dustries) has started a big promotion for a cheap "young record player," intended to boost record sales in the teener field. This phono sells for under Hfl. 50 (about $14) and was advertised nationwide in newspapers and music magazines just after school exams ended and before holidays began. Dealers expect to sell many thousands of this cleverly conceived sales promotion item. CCGC also organised the yearly "Grand Prix du Disque" (popular and classical).

L. G. Wood, executive vice chairman of EMI Records, signs a renewal of a long-term contract between EMI and ABC Records of America. The contract gives EMI exclusive rights to distribute repertoire from the ABC, Columbia and CGGC catalogs and to sell phonographic labels in the United Kingdom and certain other territories. With Wood at the signing were (left to right) Mr. Beushuizen, Johannes GVL, EMI marketing director Geoffrey Bridge, Larry Newton, ABC Records' president, Daver Berger, of ABC Records, and Rex Oldfield, general manager of EMI's popular repertoire division dealing with non-EMI repertoire. Newton flew to London specially to discuss with top executives of EMI Records the contract renewal.

L. G. Wood said, at the conclusion of the deal, "I am delighted that EMI's happy and fruitful association with ABC over so many years is to continue for a long time, and it is obvious that Larry Newton's plans are going to produce many more top sellers."
Bovema's Capitol-chef Roel Kruyze launched the label's big campaign "Summer sound '66" with the release of the Beach Boys' new album "Pet Sounds." In fact, this "semi-U.S." release of the group's best seller "Wouldn't It Be Nice," the title song and top chart "Sloop John B," which is also the second hit of their current chart climax "Good Times." Mr. Kruyze's Master Voice release Bert Weesdon's "Kick Off," tune for all Wardrobe shows in the country. This Second release of Bert's hit single was accompanied on the flip side by special sales letters and attractive posters.

VARA-TV recently aired a Gregorian chant: "Mail On The Mountain," on its television program to push its "Sacha Distel & Olympia," album.

Greetje Kauffeld, whose Columbia album "Sunday Melody" hit the market last week, looks very much a top Beatles-worshipper by the looks of her album. The cover of this bill on this Holland Festival-jazz program was singer Abbey Lincoln.

AVRO's Radio and TV also announced a new project on the radio. This is a special article on the careers of Jacques and Josse Hollande. I-Ia-La did a tv show on Thursday the 14th. Gramophonehouse's Imperial label produced these singles of the stars.

Further new early July releases by Bovema are a.o. Nancy Wilson's "A Touch Of Today," Capitol. The Sounds - "Hey Hey Hey" - "Early Morning." (Capitol Voice) Sings "20 Tickets," "Jimmy Shand & His Band" (Parlophone), the "Cézanne's Cheri's Go'n Home" (Stateside) and the Ventures new album, featuring Jimi Hendrix's "Paint It Black" and "Rolling Stones." (Decca).

Bovema's label chief Rien Heemans reported this week's release of the last Manfred Mann single "You Give Me Somebody To Love/Polona Ivy" and also exists enhanced reactions to Ross McManus new item "Stop Your Playin' Around," a follow-up with hit potentials for "Fatty Girl," which, as Heemans also stressed, did very well on this chart.

Bovema's Imperial-label unveiled initial recordings by new artists: the Eurlaans, a band with a bandleader's sound and one of the label's latest local discoveries, and Ball, band with a great, funny and funny lyrics going on in "Opa's Beat" and "Waar...!" A big seller in Eastern parts of the country and Germany will be Die Boot and smaller stars (Braniff's-in-the-High (Frank Sinatra-Reprise) (Decca).

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Sweden

The $64,000 question is back in Swedish TV since about three weeks—well, it is actually only $6200—as top price here, which means SW. Kronor 10,000—British pop music fans like something about Swedish TV. Do you know a lot of things about. A couple of weeks ago, there was an expert on this subject, however, the third question he got was to tell the name of Herman's Hermits before the group adopted its present name, he missed. Another British pop music expert, Orjan Hamrin, debated last Saturday night, and so far, he had no problems with the first four questions on the subject. This type of quiz-program has never been particularly popular among the teen agers before (it has been on Swedish TV three or four times before), but with this type of pop music knowledge schedule, it looks like something also the teenagers will be watching. The first questions last Saturday dealt with Beatles, Rolling Stones, Elton John and Herman's Hermits, and none of the questions gave Hamrin any problems.

The Avalons is a group released on the Oiga label, their debut record being "Corinna in I Love You For Ever". On Nashville, the Telstares has "Spanish Eyes"/"Juliet's Theme". Latest EMI releases include Lee Hazlewood on MGM with "Sand/I'll Move Around", Marvin Gaye in Motown with "Take This Heart Of Mine"/"Need Your Lovin'", the Temptations on the same label with "You'll Lose A Precious Love"/"When The Rain Begins To Fall" and Syndicate of Sound, on State with "Hey! Little Girl". Also on Statewide, with "Rumba Banana"/"Fun". On Columbia the Straynemen have done "Crying In The Rain"/"On My Mind" and finally, there is a local EP with Thorsten Bergman on HMV and another EP on Odeon with the quartet Fyra Shilling (Four Shillings). The LP releases from EMI include "Pet Sounds" with the Beach Boys on Columbia, "Randy Newman's" and "Garland James" are seen in LP. Shibuya has "Picking Pisa/Miyazaki". On July 15 Japanese pop originals "Lei's Sing From Heart" by Gou Bachus, with vocals by Ehara, are released with Japanese lyrics by Koichi Fujii will be put in the market at the same time. Due to the announcement made by Nikko Victor, the top five SP sold most in June were "I'm Right Now" by the "Mamas & Papas" ("Carmen Dreamin") (Mamas & Papas), "Tiffany" (Pee Wee), "The Ballad of the Green Berets" (Barry Sadler) and "To Be Young Is Splendid" (Peggy March).
We were invited to attend a cocktail-party, hosted by Discos Chantelle (of the Cassio Municip organization) for the first hearing of the tape of the winning song of the “Second National Festival Of Popular Music,” recently held in R.J.

This time, we received the interpreters wearing the same chanting, tuxa, together with one of the authors, singer-composer Gilberto Gil with Joao Gilberto Lins, both from Barreto, Maranhão. De Lima, Director of “Cassio Municip” and of the newspaper Shopping News, together with all the companies’ crew—Nanior Cury, Miltono Cama, Braz Barion, the runners-up Reinaldo and Pinto, and the record business, representatives of press, radio and TV. The single will be released next week and, if all goes according to plan, it is bound to become a national (and maybe even an international) hit.

Francisco da Silva, of the promo dept. of Irmãos Vitale, keeps us informed about the most active of the city’s night-life—teen-romantic Rollandy Cardoso, is cutting an album for Discos Copacabana (of the same organization) in which includes “Por Favor Vê Embora,” penned by Hamilton de Holanda and, besides the expected Roberto and Erasmo Carlos, “Vocé Zangada E Feia.” Ten hit numbers recorded by the 19 year-old_singleitated in the charts, both by Johnny Rivers (RCA) and by the Jet Blacks (Chantelle). Another “Gasparizinho” (based on the%%%%%%%%%%%%%%

M箟rmulo

The latest news from the Discos RGE releases are as follows: a disc bow in the local charts comes with a newspaper from metropolitan, who is also composer and singer—luiz Alberto—who cut two numbers not of his own with “Pelo Desaparecido” b/w “Dom Tristezas.” Excellent young composer and also singer of the “Unsamba” hit, is a song of his compositions. “Men Refrões” backed with strong number, now appearing in a single as “Amor de Nada” and “Fortes de Extase.” RGE released a “double-click” for the teen-crowd, with a live recording of Les Gamblers presenting the “Monkey” in “Monkey Fever;” “Monkey Tonky,” “Monkeying Business” (Lives MPM) a good album for that type of disc, and record of the very good Manfredo Fest Trio (Manfredo, piano; Matias, bass; Reitor, drums). A “shopping” release is a 7” disc, backed with a variant of “Samba do Samba,” a composition of Villa-Lobos adapted specially by Manfredo Fest. This disc, besides a selection of sambas with Maria Thome (6’s minutes), has a special 15-year-old’s new and of the same disc, “Amor de Nada” “Tristezas Ne Mar,” the number that was disqualified in the recent “Excelsior/ Robin Hood” competition.

More records of the “Second Festival of Popular Music” all released by RGE; “Chora Céu” and “Mensagen,” sung by Claudia; “Isao” (coupled with “Tarde, Noite”) comes with a newspaper from metropolitan, who is also composer and singer—luiz Alberto—who cut two numbers not of his own with “Pelo Desaparecido” b/w “Dom Tristezas.” Excellent young composer and also singer of the “Unsamba” hit, is a song of his compositions. “Men Refrões” backed with strong number, now appearing in a single as “Amor de Nada” and “Fortes de Extase.” RGE released a “double-click” for the teen-crowd, with a live recording of Les Gamblers presenting the “Monkey” in “Monkey Fever;” “Monkey Tonky,” “Monkeying Business” (Lives MPM) a good album for that type of disc, and record of the very good Manfredo Fest Trio (Manfredo, piano; Matias, bass; Reitor, drums). A “shopping” release is a 7” disc, backed with a variant of “Samba do Samba,” a composition of Villa-Lobos adapted specially by Manfredo Fest. This disc, besides a selection of sambas with Maria Thome (6’s minutes), has a special 15-year-old’s new and of the same disc, “Amor de Nada” “Tristezas Ne Mar,” the number that was disqualified in the recent “Excelsior/ Robin Hood” competition.

Local RCA Victor is making an extra special promotion of U.S. chanter-copos and belt such things as the “Om Sou Eu” of the recently released “double-click” by this artist, the hit number “Eve of Destruction” by the Mamas & the Papas’ “Dunhil” recording, here presented by RCA Victor.

From the promo room of CBS do Brasil we receive news items as follows: a 7” disc released by the recently released “double-click” by this artist, the hit number “Eve of Destruction” by the Mamas & the Papas’ “Dunhil” recording, here presented by RCA Victor.

We received a visit from talented Maestro Mario Albanese who, together with equally gifted Maestro Ciro Pereira, is responsible for all the “publicity” as well as the production of the entire project. A musical event was definitely the highlight of Alano’s career. After having had an excellent reception in the United States, where it was already played by the most important musical clubs of the city, the new project was described as a “masterpiece of musical talent” —“Diário de Sao Paulo” and “Shopping News” dedicated

CASH BOX-BRAZIL

Brazil's Top Twelve LP's

This Week

1 Rubber Soul—The Beatles/Odeon
2 Jovem Guarda—Roberto Carlos/CBS
3 Help!—The Beatles/Odeon
4 Isto E Renato—Reus & Seus Blue Caps/CBS
5 Quando O Amor Te Chama—Aznagalo Rayol/Olapacabana
6 Pede Passagem—Nara Leão/Philips
7 Whipped Cream & Other Delights—Herb Alpert's Tijuana Brass/A&M
8 Canta Para Enamorados—Carlos Alberto/CBS
9 Michelle—Billy Vaughn/Dot (RGE)
10 South Of The Border—Herb Alpert's Tijuana Brass/Philips (Odeon)
11 Session With Gary Lewis—Gary Lewis/RCA Victor
12 Ventura A Go Go—The Ventures/RCA Victor

Today's Dubbocompacts

This Week

1 Jovem Guarda—Roberto Carlos/CBS
2 Help!—The Beatles/CBS
3 Isto E Renato—Reus & Seus Blue Caps/CBS
4 El Presidente—Herb Alpert's Tijuana Brass/Philmill (Odeon)
5 Whipped Cream & Other Delights—Herb Alpert's Tijuana Brass/A&M
6 You Like Me Too Much—The Beatles/Odeon

Brazil (Continued).
Andrik, a singer born in Holland, signed a contract with Capitol Records. Andrik has traveled around the world singing in six different languages. Before signing with Capitol, Andrik was known for his Kapp kettle bubbling. On the Motown scene, Hal has high hopes for the great Steve Wonder on report. "Brown in the Wind." Steve was part of the Supreme show in Toronto. Good music outputs as well as the format stations are going for the "Wind" side by Stevie. "Born Free," the latest by Roger Williams, has been released by Andrik. The RCA catalog is "Summertime." It will be a long "hit" summer at Phonodisc right across Canada.

Without a doubt, the hottest single in many a moon in Canada is the Warner Brothers smash. "They're Coming To Take Me Away." A1 catalog, The XIV, Stations with American record sources were on the thing from the very production. "Brown in the Wind," as it is often stylized as an hour, as the demand for the side from young and old alike was strong. Armand Beaudin at Bathwell in Winnipeg anticipates tremendous sales action on the outing, and his market is but one of the many who have completely flipped for the novelty. Bob McArdle, Music Director at CHUM, devoted his entire Tele- gram column to the publication. "Put Yourself In My Place" and another of the new releases, "Make Me One Of All," Shelby Flint could well revieve the chart repeater, "Cast Your Fate To The Wind" on the merit of her new reading of it on Valiant.

The A1 catalog, "Sweetheart," released at CKLG, Vancouver was a shade premature. He'll remain at St. Thomas' CHLO. says Peggy. Appointment to the Russ Simpson spot on the coast outlet will be also held by the Stew. "Spontanous Thirst and One." Some strong possibilities would have to be Buddy Greco's latest on Reprise, "Put Yourself In My Place" and another of the new releases, "Make Me One Of All," Shelby Flint could well revieve the chart repeater, "Cast Your Fate To The Wind" on the merit of her new reading of it on Valiant.

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The A1 catalog, "Sweetheart," released at CKLG, Vancouver was a shade premature. He'll remain at St. Thomas' CHLO. says Peggy. Appointment to the Russ Simpson spot on the coast outlet will be also held by the Stew. "Spontanous Thirst and One." Some strong possibilities would have to be Buddy Greco's latest on Reprise, "Put Yourself In My Place" and another of the new releases, "Make Me One Of All," Shelby Flint could well revieve the chart repeater, "Cast Your Fate To The Wind" on the merit of her new reading of it on Valiant.
GERMANY

Last week, we reported about the royalty fight between the recording industry and the recording industry. Some of the facts stated were wrong, so here is the correct information. The total income to the recording industry and an organization known as GVL which collects performing fees for artists, background singers, musicians, and conductors in and short, all artists not covered by GEMA which collects mechanical and synchronization fees for records issued by GEMA for a yearly sum of 24 million German marks, (about 6 million dollars) by the use of industrial recordings and tapes for broadcasting purposes. This sum is 10 times the amount now paid. The broadcasting industry which is non-commercial for the most part as every house owning a radio set must pay fees, has now threatened that those who refuse to meet these demands and now plans to send 10% at the most of the amount of records that now are broadcasting over the airwaves. This terrific loss of airplay will not cut out many pollard deejay shows but will also tremendously limit the amount of promotion possibilities for new recordings. As reported in “The Billboard” magazine, the British royalty fight looks like the rest of the radio stations will follow suit on August 1st. Although artists, musicians, background singers, conductors, etc. are paid for their work through royalties and one time fees, an extra sum is paid each year by GVL to these parties according to income received for their work during the year. The more that you make, the more you pay. It’s an unhappy situation for all parties concerned and of course, GEMA is now interested as the lack of airplay will cut down on composer’s royalties as well. No solution has been reached at present, but some solution must be reached or both parties will be in dire difficulties. The public wants to hear records and the industry needs radio promotion to move its product. Radio and TV have never played the important role here that they have in the U.S.A. due mostly to the limited amount of space allotted to Pop/Music. A factor that must be figured in with the calculation of record promotion. Now, the juke boxes and the discotheques will be the main promotion factors of pop records and it will be harder than ever to keep a hit a hit. This situation is similar to the BMI-ASCAP radio fight which also involved Europe with the radio stations a few years ago, but the major difference is that the fight this time is for royalties for people already paid for their work and not for authors who only receive money for performances and no money for writing the songs.

W. Peters had a public relations for the Popular label.

Phillips records has put out a special report and publicity for the Horst Jankowski catalogue of LP’s on Mercury. Phillips is giving a big push to the records and is using advertising campaigns to promote them.

George Ehrke the Export manager of Ariola records reports that he just visited with Robert Oepke the managing director of Negratt Records in Holland, and when Ariola general manager Dr. Werner Vogel reported that Ariola is moving well in Canada, Switzerland’s top star Peter Hinnen just toured the country and the country has an allotted budget of 25,000 marks for the promotion of his records including Best, C & W and of course his famous Swiss yodeling show.

The Peels are matching saleswise for Ariola-Hansa with the 100,000 sales mark passed. The record “Jasmin Banana” by the group is number 1 in Germany, Austria and Switzerland.

Rolf Budde reports that he’s got a stock of goodies rolling saleswise including “Mister Write-On-Meat” and “Rolling Stones/Duela” by Mr. Hardon. Dylan, “Green Grass” from Gary Lewis and “The 32nd Of May” from Trini Lopez. Local hits by Billy Mo, Dorthe, Thomas Fritsch & the Gentlemen with “Sure Gonna Miss Her” complete the “push” picture for this month from the production point of view.

Holger Voss from Peer Music is busy promoting “L.S.D.” by the Pretty Things which is moving nicely.

The employees of Polydor have an own test of the 12 entries of the German Pop Music Festival and found that it’s listeners preferred the number 3 winner of the festival.

Belgium’s Best Sellers

FLEMISH
1 Strangers In The Night (Frank Sinatra/Reprise/Vedette)
2 Monday, Monday (The Papa’s and the Mama’s/RCA)
3 La Poupée Qui Fait Non (Michel Polnareff/Palette/World)
4 Pied Piper (Crispin St. Peters/Decca)
5 Paint It Black (The Rolling Stones/Decca)
6 Strangers In The Night (Bert Kaempfert/Polydor/Vedette)
7 Just A Beautiful Day (Karin Verhulst and Beechwood)
8 Sunny Afternoon (The Kinks/Vogue)
9 Merry Cherie (Udo Jurgens/Vogue/Fonor)
10 Spanish Eyes (Al Martino/Capitol/Bellinda)

WALLOON
1 La Poupée Qui Fait Non (Michel Polnareff/ Palette/World)
2 Strangers In The Night (Frank Sinatra/Reprise/Vedette/Prima vera)
3 Deux Amis (Ray Harris/Phillips/Mercury)
4 Le Cinema (Shella/Phillips)
5 Chevaux Longs Et Idees Courtes (Johnny Halliday/Philips/Prima vera)
6 Inez & The Fortunates (Johnny Halliday/Philips/Primmavera)

POLYDOR is extremely happy about the results of their artists in the German Baden-Baden Song Contest. Among them are the winner, Wenneke Myhre and also Roy Black whose record “Slooph John B” has been very popular in Germany and has been played in the songs charts. Roy Black’s new record “Slooph John B” is on the charts. Also Roy Black’s new song “Beiss Dich” has been a big hit and is in the top 10. The song “A Man’s Man” by James Brown, and John Williams’ “La Chanson De Lara,” from the movie “Spartacus” in Zuhavo,” becoming a popular song is also “Hie” by the Righteous Brothers.

Aydmore and Beechwood reported that they possess the rights on “I Am A Rock” by Simon and Garfunkel and on “(I Want On Est Ensemble”, by France Gall.

Genevieve Grad recorded her first release for the Barclay label. This first one is very well accepted in Belgium. Barclay also releases this week a new Monty record, “Mon Ile De Beaute.” Jacqueline Boyer is now a member of the Berli lover club. For her new disc, she made her first record. Among the four songs on this one, we mention “Ton Tour Viendra” as a very good result for making the French version of “Slooph John B,” by The Beach Boys.

Vogue had four of the five team singers in the European Song Contest, in Knokke, on the Belgian coast. They are: Pascal Danel, Liz Sarian, Gerard Langalay, Genevieve Cognet. Liz Sarian became an extremely big success during this Knokke festivity. “Strangers In The Night,” is here, like in every other country, the biggest number one hit of the last year. Generally speaking, The Frank Sinatra version is, of course, on the top, but also the instrumental version by composer Bert Kaempfert, sells very good. “Mini-Mini Jupe” is also becoming a hit. It’s also a very good “Grab You Darlin’” to the hits.

Aute released among others, two records with a lot of hit chances. “Eve—Not Love,” by the Five Americas and “Lara’s Theme,” of the “Dr. Zhivago” film.

Change in the Decca house, in Brussels: There now is a department of Artist-promoting. Jacques Verdoo is the head of it. He handles contracts and also offers artists to the Belgium artists. In the department of promotion, press and radio, we find: Flemisch department, Werner Huys; Vinod and French department, Marc Danval. Public relations, receptions and the like: Ludo Langlotz.

Business is (here), during the two-month summer holiday, very quiet, as in every country. Next time, you’ll find a full report and pictures about the important European Song Contest, held in Knokke, a nice little place on the Belgian coast.

GERMANY—JUKE-BOX-RADIO-SALES FAVORITES

(Courtesy “Automatic Music"

This Last Weeks
Week Week On Chart
1 3 3 Paperback Writer—The Beatles—Odeon—Rolf Budde Music
2 3 3 Paper Black—The Rolling Stones—Decca—Hans Gerig Music
3 3 3 Monday, Monday—The Mamas & The Papas—RCA Victor
4 3 3 Beiss Dich Gleich In Jeden Apfel—Wenneke Myhre—Polydor
5 3 3 Beiss Dich Gleich In Jeden Apfel—Wenneke Myhre—Polydor
6 3 3 Beiss Dich Gleich In Jeden Apfel—Wenneke Myhre—Polydor
7 3 3 Slop John B—The Beach Boys—Capitol—Francis Day & Hunter
8 3 3 Strangers In The Night—Frank Sinatra—Reprise—Hans Gerig Music
9 3 3 Slop John B—The Beach Boys—Capitol—Francis Day & Hunter
10 3 3 Slop John B—The Beach Boys—Capitol—Francis Day & Hunter

GERMANY—BEST SELLERS OVER THE PAST 8 WEEKS

(Courtesy “Music"

This Last Weeks
Week Week On Chart
1 3 3 Paperback Writer—The Beatles—Odeon—Rolf Budde Music
2 3 3 Paper Black—The Rolling Stones—Decca—Hans Gerig Music
3 3 3 Monday, Monday—The Mamas & The Papas—RCA Victor
4 3 3 Beiss Dich Gleich In Jeden Apfel—Wenneke Myhre—Polydor
5 3 3 Beiss Dich Gleich In Jeden Apfel—Wenneke Myhre—Polydor
6 3 3 Slop John B—The Beach Boys—Capitol—Francis Day & Hunter
7 3 3 Strangers In The Night—Frank Sinatra—Reprise—Hans Gerig Music
8 3 3 Slop John B—The Beach Boys—Capitol—Francis Day & Hunter
9 3 3 Slop John B—The Beach Boys—Capitol—Francis Day & Hunter
10 3 3 Slop John B—The Beach Boys—Capitol—Francis Day & Hunter

GERMANY (Continued)

the festival “Irgend Jemand Liebt Auch Dich” by Roy Black which got 1,487 postcards ahead of the number one winner “Beiss Dich Gleich In Jeden Apfel” sung by Wenneke Myhre which picked up 1,082 votes. Both are on Polydor. The number 2 song at the festival “Nur Wem Du Bei Mir Blut” finished 3rd as sung by Elisa Gabbani on Hans which picked up 497 votes. By the way, all 3 of the above mentioned waxings are now in charts here and moving well saleswise.
argentino's best sellers

this week

1. Tino Rossi
2. Oreste Ferrer
3. Victor de la Serna
4. Miguel Acevedo
5. Miguel Acevedo

last week

1. Tino Rossi
2. Oreste Ferrer
3. Victor de la Serna
4. Miguel Acevedo
5. Miguel Acevedo

argentina's top 100 labels

This is Alex's Top 100 Labels

1. Liberty
2. Decca
3. Columbia
4. RCA Victor
5. Decca
6. Columbia
7. RCA Victor
8. Columbia
9. RCA Victor
10. Columbia

argentina's best sellers

1. La Banda Borrah (Korn) Los Wawance (Odeon Pops)
2. Enrique Lynch (Disc Jockey) Alegres Cantores (CBS)
3. Sergio Endrigo (Disc Jockey) Los Cuentos de los Niños (Odeon Pops)
4. Miguel Acevedo (Disc Jockey) Los Cuentos de los Niños (Odeon Pops)
5. Miguel Acevedo (Disc Jockey) Los Cuentos de los Niños (Odeon Pops)

venice festival

(Continued from page 55)

"Girotondo Interno Al Mondo," sung by Sergio Endrigo, (Ponit Catra), 
"Blue Spanish Eyes," sung by Milva (Fonit Catra), 
"Perdomo," sung by Caterina Caselli (Cord), 
"Fra Noi," sung by Iva Zanicchi (RI福), 
"L'albero," (Cord), 
"La Riepposta Al Righezza Dellla Via Ginza," sung by Giorgio Gaber (RI福), 
"Prima Tu," sung by Fred Bongusto (Ponit Catra), 
"Naomi," sung by Gina Paoli (Cord), 
"Ritorni Con Il Sole," sung by Orietta 
"Dopo," sung by Placido Borradori (Disc Fanti), 
"Dolce," sung by Bruno Lauzi (Artis- 
"Serafina," sung by Ravelo (Mafia), 
"Serafina," sung by Ravelo (Mafia),

There was also a fine performance by the recording artist who sang the songs of the period for the first time before the European and Italian public from the stage of Venice. Salome, a girl originally from Spain by Zardo Records, and assigned for the Italian territory to Arston Records. Alfredo Rossa, owner and president of Arston, was particularly interested in this artist and decided to promote her in Italy. Salome presented a song called "Da Quel Di". Les Surfs presented "Va Dova" which was sung by Ponce, the song made in Venice, presented 

The show was organized by Gianni Roversi. The conclusion of the event took part on a special boat cruise on the Venetian lagoon, where artists were invited for a dinner party.

German Pop Music Festival

On page 55:

Foreign and one local artist each entry next year in order to give the songs a "global" appeal. It was felt that several of the entries were greatly helped by the artists presenting the tunes and several of the songs were hurt badly by the artists. The festival is represented as a contest of composers and lyric writers and not of artists.

Cash Box—July 30, 1966—International Section

ARGENTINA (Continued)

Mirefroinf that artist Chacho Santa Cruz has recorded a new single, after the success of his album with poems and songs. The new one contains "Claveles Mendoza" and "Vergen De La Carrodilla," two songs devoted to the Western province of Mendoza. There is also a single by Los Cuatro Planetas: "Negro Ballarin" and "La Cancion del Liruera."
Oh, you may locate a few. But it's hard to buy used Seeburg phonographs in quantity. Most are still on location, earning top money. And they bring top money in trade-ins, too.
It is a rare day when anyone has anything nice to say about the coin machine industry. Various politicians and governments have made careers out of saying nasty things about it and passing biased laws, based on ignorance, against it. After all the years of bad feeling and bad press leveled against the industry, it has this past week gotten some real, honest good press. More, it has gotten exciting, detailed, no-nonsense press. An article in the August issue of Esquire magazine called "Mother Is A Pinball Machine" is the best lay analysis of pinball games and the coin machine industry ever written.

It occupies three large pages of the issue, with a photo and title page in four colors. Written by Tom Buckley, it features liberal quotes from Bally publicity director Herb Jones, chief engineer Joe Lally and chief designer Ted Zale (see story on News Page), plus several scenes set in longtime operator Phil Gould’s Newark, New Jersey arcade location.

It is exciting, throbbing journalism and will impress as many people in the trade as it will the mass audience that Esquire reaches. The article would not have been possible without the open-minded editorial policy of Esquire magazine, a journal with popularity, prestige and a mind of its own.

Of all the thousands of articles and picture stories written about coin machines, "Mother" is one of the few that successfully translates and makes plain the mystique of pinball playing. It examines the purpose of playing, the methods of playing and the people who play. It evokes the sounds of an arcade and makes the reader feel as though he has his hand on the plunger.

It disposes of the "gambling" syndrome by pointing out that the introduction of the flipper made the pinball game unquestionably one of skill; it disposes of the old goblins of "shadowy influences" in the industry by treating them as ugly, unproven rumors should be treated—dismissed summarily. Buckley’s review of the legislative and political axings of pinballs and the reasons behind them are as devastating as they are accurate.

Esquire’s circulation will bring the article to the attention of thousands of people who would otherwise not know or care about the coin machine industry. We hope a copy of the August issue will find it’s way to the Governor’s mansion and City Hall and to every desk in Washington.

Buckley’s article does not plead a case; it stands up and talks plain. We urge every operator, distributor and manufacturer to get a copy of the article, read it and rejoice.

We offer a round of applause to Herb Jones and Phil Gould for speaking for the industry as manufacturer and operator; Jones’ polished prose and Gould’s blunt savvy make up a good deal of the article; though they use different language they say the same thing: "This industry is mine and I’m proud of it."

And we offer a tipping of the hat and a low bow to Tom Buckley and Esquire for giving the public an exciting and truthful view of the pinball game.
Esquire Article Lauds Pinballs; Jones Letters to Author & Gould Quotes Featured; Seen to Up Image

CHICAGO—Esquire, one of the most popular and prestigious American magazines, has published an article on the pinball in general and Bally Manufacturing Co. in particular in its August issue. “Pinball Maker Is A Ball Pin Machine” by free-lance writer Tom Buckley, the piece goes into the history of the game from its original concept as English bagatelle to the political sidelines taken at it by various state and city governments. The cast includes Herb Jones, Bally publicity director, long-time operator Phil Gould, players, scientists and Fiorello LaGuardia.

Opening at Gould’s location in Newark, New Jersey, Buckley examines the players and the mystique of pinball, discusses the “black day” when LaGuardia ordered the confiscation of the more than 11,000 pinball machines in New York (1942), goes to Chicago for a look at the Bally factory and returns to Newark where, caught up in the fascination, he plays a pinball until he gets a free game.

Letters from Jones to Buckley pepper the article. A Harvard graduate and a Bally man since 1952, Jones gives his opinions on facets of the game and the industry in state prose.

On the purpose of pinball: “The great glory of pinball is that the device is a propellant for the deliberate waste of time and is, therefore, welcome, even encouraged by the pundits of the Purposeful Life.”

On design: “We like a spare, uncluttered look. It’s just as well. There isn’t much room for subtlety in color and design. All we want, really, is enough flash so the game can attract its audience.”

On Ballyhoos: “Incredible as the fact may seem to a generation which regards the one-cent coin as a nuisance necessary because of sales tax, many men amassed fortunes operating penny-play Ballyhoo games.”

Palmer Sends Depreciation Letter and Promotion Mailer to Wurlitzer Distributors

A. D. PALMER

NORTH TONAWANDA, N.Y.—Wurlitzer advertising and sales promotion manager A. D. Palmer Jr. has sent a form letter and a three color mailer to all Wurlitzer distributors and operators bidding for an electric pinball machine for additional sales assistance. Palmer, a long-time exponent of the IRS-reported system of buying a pinball machine, is a businessman to write off expenses for new equipment, on his tax return, at a percentage scale, says in his mailer, “The Internal Revenue Service views the pinball machine as a legitimate expense in the name and earning of the money. Actually, it’s just not bad. Uncle Sam helps you replace your old equipment with new juke boxes on a regular and reasonable basis.”

Palmer urges operators to sit down with their tax consultants and accountants and work out a program. He also suggests that distributors and their salesmen carry a copy of the mailer with them when they make calls and suggest that the service company customer learn how to increase the value of his business and this plant can help him to do so.” Palmer’s letter says, “Try it and see.”

Lally, says the article, who decides whether a new game has “play appeal” investigating the electronic systems of the pinball, Buckley proposes new “electronic techniques,” but Lally disagrees, saying the variety in games are their simplicity and besides, “electronics seems an afterthought.” A lot of them date back to the days when the games were manually operated and later superseded.

His tour finished, Buckley goes back to the New Jersey factory in this time an amateur connoisseur and addict. The article ends with Buckley going into a kind of dream in which he plays the game.

The banishment of the pinball in New York in 1942, as Buckley outlines it, was due to war hysteria, ballyhooing and “invalid” evidence and the personality of Fiorello LaGuardia. He claimed that the games were gambling devices (a political technique that has been used many times since, especially in the South) and ordered them confiscated. LaGuardia, who claimed publicity was all he was wired to receive fire alarms and “The Little Flower” would don cap and jacket and go running off to big free, had himself photographed as he pushed away at loads of captured pins with a hammer (he did the same with bootleg whiskey). Buckley says the invention of the “flipper” game is proof positive that LaGuardia’s pinball was made for skill and not chance playing.

His descriptions of the sights, sounds and players who have created this action are exciting, and his quotes from the pinball men on the finer points of playing (“It’s the wire,” he says) contain some valid article validity.

Ballyhoos on the hypothesis of pinball by saying: “Millions of players all over the world don’t know that there is a pinball game.”

In one of the scenes at the Newark location, we see one of the more successful “glances at Cash Box, the journal of the coin machine business.

Snoggrass, Montooth in as MOA Drive Chiefs

RICHMOND—National MOA chairman Jack Hess has announced the appointments of two new district chairmen for the nation’s wide drive industry.

Named to replace Bill Poss for the Midwestern area is Les Montooth, a vice-president of MOA and co-chairman of this year’s campaign. Poss resigned from MOA to enter another industry.

J. Harry Snoggrass of Albuquerque, New Mexico, takes over District Eight to help out former chairman Peter Gerits, who is unable to continue because of the press of other duties. District Eight comprises Montana, Idaho, Utah, Wyoming, Colorado, Arizona, New Mexico and Arkansas.

Snoggrass is a vice-president and former president of the association.

MOA president John A. Wallace says that he is “very pleased to see this man in charge of our drive in and help out the drive.”

“The spirit shown by our district chairmen,” Wallace said, “and the response to their efforts can be seen in the number of new memberships. Harry Snoggrass has been one of the guiding lights of MOA through the years. And we know that Les Montooth will give his talent and effort to the Midwest area.”

Pingame Seen on TV:

NEW YORK—Pingames are now on NBC TV, with a special just released shows comedian Joe Donahue on an Oct. 17th evening at a tavern and starring pop-eyed at a new pinball.

It inserts a dime and begins to play. The camera follows the balls through the machine, on his final returns. The theme song is heard in full orchestration, played in time to the flashing lights.

Bova exhales over the musical pin and as the theme rises to a crescendo, fills the machine. The “Tilt” sign goes on, the music climaxes and all is done before the man behind the bar where the game is played.

“I dunno,” he says. The camera pans down to the floor and shows a doorman, a bartender and a Ziegfeld Follies -type gag. Tiny musicians, carrying their instruments, file out.

Color-Sonics Pacts Julie, John and Mary to Films

NEW YORK—Stanley Green, president of Color-Sonics, Inc., announced that Color-Sonics is in negotiation with Julia London, Johnny Desmond and Mary Jane to executive casting this summer.

The three artists will start filming feature spots for the Audio-Visual symposium at Mount Sinai Hospital, Hollywood. The symposium is a group of professional recording artists under contract to Color-Sonics, including: Connie Francis, Nancy Sinatra, Fran Jeffries, Frankie Randall, Lainie Kazan and Jaye P. Morgan.

The first Color-Sonics machine is set for delivery late this month.

Annual Tri-Group Meet at Concord for October

NEW YORK—The combined membership of three local and state coin associations will meet for a gala dinner Oct. 21st at a Concord resort Hotel, October 7th to 9th.

Ben Chichosky, secretary of the Massachusetts Coin Association, said that the affair, a three-day gathering of the Street’s Westchester Organizers Guild and the New York State Organizers Guild, will have reserved deluxe accommodations at the resort, including a private dining room and cocktail lounge.

Among the sports and activities available at the hotel, the three associations will sponsor golf and softball tournaments. The weekend will end with a dance and a show, with floor show, on Saturday night.

This yearly affair is one of the times when members of these three associations can get together for informal discussions of the industry’s problems and programs and have fun besides. They’ve always been happy and successful in the past and there’s every reason to look forward to this year’s gathering.

Reservations would be accepted on a first-come, first-served basis, he said, and urged all interested parties to contact him.

United Billiards Moves to New Plant in Newark

NEWARK, N.J.—Art Daddis, of chief of United at the Newark, Inc., one of the newest companies on the coin-operated business, advised last week that company production offices had been moved to new quarters at 3288 Hun-
Monument Goes MOA; Show Nearly Sold Out

CHICAGO—Fred Granger, executive vice president and managing director of Music Operators of America (MOA), last week announced that all phonograph record manufacturers are invited to participate in the upcoming convention and trade show October 28-30, in the Pick-Congress Hotel. Simultaneously he announced that contract signings thus far this year are at such a high point that “we will be at least 90% sold out in exhibit space by the end of July.”

Granger further announced that Monument Records has already agreed to exhibit and will have two exhibit booths on the floor.

The busy MOA executive also received signed contracts from Art Daddis, of United Billiards; and Larry Patterson and Clarence Henk, of Patterson International Co.

“Naturally, we are delighted over this fine appreciation over our past efforts (and resultant success) in bringing to all participating companies the kind of convention they warmly approve of,” Granger added.

“It is an understanding to say that we are bending every effort to meet the exacting requirements requested by our friends in the record business. We certainly feel that communication has already improved greatly, thanks to our capable liaison specialist, Bill Cannon.”

Previously RCA Victor, Epic Records, and Capitol Records had advised Granger of their decision to exhibit and otherwise participate in the 1966 MOA Convention and Trade Show.

Rosen's Film Catalogue Senn to Help Operators

PHILADELPHIA—The first film catalog for the music-machine and vending-industry prepared by David Rosen here has met with interest and demand. Rosen, who distributes the Silja film nationally, is also the distributor for over 750 color-sound film subjects for coin operated machines.

The requests for copies of his film catalog, said Rosen, has come from every section of the country. This indicates, he said, that interest in the film-theoike-discotheque concept “is not limited to two or three big cities, but that enthusiasm runs just as high in every part of the nation.”

What is most encouraging, said Rosen, was the response he received from operators after they received the catalogs. Rosen says that he always carried the interest and enthusiasm that the catalog engendered. Operators told him that they were there was so much material already available for the machines. Moreover, they seemed quite impressed with the name value of so many of the artists listed in the catalog.

Rosen's Film-theoike-discotheque Film Catalog lists the names and selections of the artists, and carries a section of his own. He has made it a real programming tool for the operators.

Rosen said that copies of catalog are still available without charge for the asking. However, to make certain that the catalog goes only to those in the industry, the request must be made on company stationery.

Rudd-Melikian Names Territorial Manager

WARNER, Pa.—In a continuation of its plan of expanding its organization, Rudd-Melikian, Inc. announced here this week the appointment of James C. Schauwecker to the new position of territory manager for the North Central area. The firm is one of the nation's leading importers and roasters of coffee as well as a prime manufacturer and distributor of automatic coffee brewing equipment.

NAMA Program Head Dubbed

CHICAGO—Robert P. Kinney, president, Kinney-Beckett-Kinney, Ft. Wayne, Ind., has been appointed program chairman of NAMA's 50th Anniversary Convention and Trade Show of Automatic Merchandising.

Kinney will be in charge of planning four days of business sessions focusing on improved merchandising techniques. Some 10,000 vending industry executives are expected to view the latest in automatic vending equipment at the show and to participate in management meetings.

Cash Box—July 30, 1966

Mayer Richard J. Daley of Chicago presents Pat- rick O'Malley, board chairman of the Better Business Bureau, a proclamation honoring the Bureau for 40 years of continuous service to Chicago during ceremonies in his office. Looking on (left) is Carl Dalke, BBB president. O'Malley is president of Canteen Corporation, one of the country's largest vending companies.
THE BEST EVER—Immediately after reading this paragraph, RUN, do not walk, to your nearest newstand and buy a copy of the August issue of Esquire magazine. It contains the finest article ever written on the coin machine business, a look at what it’s manufacturing, its players, its friends and enemies. Written by Tom Buckley, the article is called “Mother Is A Pinball Machine” and stars Herb Jones of Balley Manufacturing and Mike Malatesta of Williams. Ed Kerner, at whose Newark, New Jersey location much of the article was written and drawn from, the late Floress LaGuardia, is also made a posthumous appearance. “Mother Is A Pinball Machine” is simply great—gutsy, funny, blunt and brilliant. Run run run and get the August issue of Esquire. After you read it, show it to your friends. But don’t loan it or you’ll never see it again. “Mother” is a milestone.

ON COIN ROW THIS WEEK—A fine, breezy day along the Avenue. Murray Kaye info’s that the hot weather is bringing in plenty of orders for coin machines... Harold Kaufman’s Musical Distributors is going strong on the Wurlitzer 3000 and Chicago Coin line of games; like all the Chi Coin distributors, Kaye’s are anxiously awaiting the hubris that’s due to be released soon—but when, when? Ah, that’s a secret. . . . Abe Lipsky helping to keep the export figures high with his reconditioned pions... Al Sniderman’s Elephant-Foil front of his Tenth Avenue showrooms to lead up on the tables and white away them to awful jouncing... Lou Wadhams and United games at a fast clip... Over at Runyon Sales debonair Irving Kempner’s friendly and easy going ways are bringing in those sales one on top of the other... Lou’s converted visitors to the Coin Row this week: Mike Superstein of Island Cigarette Service, Jerry Levine of Colony Vending, Al Berk of Ark Trading Co., Sandy Rasmussen taming her blonde hair away from her blue eyes and offering a hot cup of coffee (ah, for a mandolin and a bottle of wine)... Joe Munves designing another of his famous ads for urging in all the salesmen that THE VAPEO is out... and another prierower... Bill Wiener of One-Stop Coin doing mighty well with the oldfashioned Cash Box’s Eddie Allen wooden manager of the coin machine dept, away for two weeks—no, not Vermont; no—not Puerto Rico; no, not Passaic. He’s in Camp Drum with the National Guard... His promotional fellow from Malatesta info’s he’s working on a one-man public relations program...

TALES FROM THE TUBE—Smile, coiniz, you’re on television. The other night, a moria was reared in front of the TV in the Home of Finest (out, Commandeer Whitehead) and ruminating on the luminous dichotomy of journalism, we were startled to hear on the news that there is—at last—that broad yellow machine came in for Tinos. Thanks to the far East as Eastern Flashes can get without running into California Clippings) there is an organization called the Japan Credit Corporations, of same sign up for their program and are issued a plastic card with their name, address and account number stamped thereon. Spotted around Tokyo are the so-called "Japanese Coin System" machines. The machine is vend an envelope full of loot—precisely 20,000 Japanese yen, which is very precisely sixty-six dollars. The machine has strong yen capacity but none of them are stocked with more than three thousand U.S. bucks (120,000 Japanese yen) on this, their trial run. After the customer has gotten his yen-swag, he buys back the Japanese Credit Corporations' card. At least that’s the theory. Interest rates are high, so the customers would be in a hurry to get it up quick. And the machines must be kept busy—these businesses have—the strongest cash boxes in the world. And we do mean cash boxes... Flipping to another channel, we saw a Schafer beer commercial which has an astoundingly good line about the town walking in, an old neighborhood song, ordering a beer, exclaiming to the barkeep, “Hey, you’ve got a new pinhead!” He dashes over, puts his hand on the camera dips to the base of the machine. A little door opens and out file the musicians, carrying the tune, but they didn’t show the name or the company. Looks to us like a Gottlieb... Then we saw another new song which runs out of comic books and puts in a guy standing on a lonely subway platform late at night. The fellow next to him has his glasses and still posture. The first guy turns and looks and says, “Oh, not I. What’s it with you?” He turns to the other fellow’s song. “Vend-A-Buddy, ten cents.” So he puts in his dime and has a conversation. The audience broke up and so did we. How about creating a machine that...

PROMOTIONS AND PROMOTIONS—The "who men know", A. D. Palmer Jr., advertising and sales promo manager for Wurlitzer, has sent out a form letter and a three-color mailer to all Wurlitzer distributors. Subject: Appreciation. A subject dear to the heart of A. D. (and Cash Box, and any operator who wants to get more out of his business), the mailer goes to all operators on Wurlitzer’s list and A. D. is urging distributors to explain and counsel ops on this favor—one of the very, very few—from Uncle Sam. We add our voice to A. D.’s urging all ops to get the facts on this conveyance and the earning means of business. It’s all perfectly legal; it’s urged by the Government and it will help but may exact cash in the spirit of giving. Wagner Van Vlack formerly of Vendo, has been named president and chief exec officer of Interstate United. A hard-working and dynamic man, Van Vlack and his mates are quite a plague for Interstate to have. We wish him all the best.

THE NEWS FROM ART—Art Daddis, founder and guiding light of United Ballys, the newest company in the coin machine market, told us he’s moved from Loretto Street in Newark, New Jersey, to new offices at 3255 Bunter Street. The Loretto office now handles the cutting, the manufacture of the five-model which also houses the offices for the company. Reason for the exodus? As Art says: “We were absolutely cramped. Orders have been coming in so fast, we had men on the ceiling building and shipping. Well, not quite that bad, but it was getting awfully tight. We decided that we needed double the space so we bought this place next to the Wurlitzer building and shipping.” Although we plan to know something? We’re out of space again!” Asked about current programs, Art says they’ve shipped the new Game of Thrones. New Game is three by six table conforming to the laws of New York State. “Crazy, isn’t it? If you play a six foot table, you’re supposed to be all right. Play a seven foot table and you’re supposed to be committing a sin.” Most of Art’s orders have been coming in west of the Mississippi. Could he explain why? “The only thing I can think of is that the population explosion. The front east and west are a long way from being saturated. There just simply must be more people who have come of age and want to play bow!”
Whoever doubts the frothy glamour of the everlasting pinball amusement game need only go to the corner newspaper and pick up a copy of the August editorial in The Chicago Magazine. For the considerable done of enlightenment, coming on page 84 Author Tom Buckley (considerably sided and abetted by Bally Historian Herb Jones) contributed the crisp, colorful penned feature article titled “A Pinball Machine” (linking every form with the coin-operated game that are being produced by the pinball machine industry in one form or another). In documenting the side of the coin, Buckley, a clever writer, eloquently spells out the proven fact that the modern pinball machine electronic offers relaxation, diversion, entertainment, excitement and satisfaction for the smallest outlay of effort and expense. As long-time coinvest Herb Jones spells it out: “Consider pinball simply as a pasture pinball is vastly less expensive and less taxing to the body and mind, and, since the resources of the human organism are open to any form of participation pastime.” One thing is certain, Tom Buckley should reap the highest praise and commendation for all of us for researching his subject so deftly and unobtrusively.

The parade of phonograph record companies signing up to exhibit and participate in the upcoming MOA Convention and Trade Show (October 28-30) in the Pick-Congress Hotel continues unabated. Fred Granger, MOA’s executive vice presidexy, advised at presidexy that Monument Records is now in the fold for the first time ever. The Chicago Journal of Novelties will be featuring a considerable done in all departments, we learned, after chatting with Sam Gersch, Joe Kline, Bob Fabian, Stan (the man) Levin, Mort Jacobs and Sam Ruble.

The production wheels will be again turning at D. Gottlieb & Co. this week now that the vacation period is just about over, according to Alvin Gottlieb. . . . In his position as Manufacturer Les Holmes, who was widely known in the Greater Rockford Area, died after a lingering illness (13). Among those who attended funeral services on Saturday, July 12, were C. G. (Bill) DeWeese, of Williams Electronic Mfg. Corp.; Loe Cussa, Charlie Marich, and many more prominent citizen. . . . At presidexy World Wide Distributes execs were set to greet “the等 many Pinball Machine W.O.C.,” as the event was called, at the Seeburg cold drink vending machine with the Reynolds Ice Maker. Reps from General Wide and Wide at the event session, July 20, were Pete Wolstein, Irv Otis, Frank Gamula, Jim Millman, Ted Dad, Roger Bergstrom and Howie Freer. Old friend Irv (Kup) Kupcinet has been selected as the 1966 man of the year by the Israel Bonds Committee in Windy City. Judging by Kup’s tireless and honest efforts it was well merited. There will be a big bash in McCormick Place sometime in December to honor Kup. . . . Contributors to this year’s CJA fund drive will be happy to know that total receipt in Chicago stand at $5,883,637. . . . Veteran Michigan distributor Jim Silman, of Kalglin in Kalamazoo, recently acquired Miller-Newmark’s firm in Grand Rapids, according to Jack Root of Empire Distribute. Jack and Dave St. Pierre recently visited with Silman in Grand Rapids. . . . FLASH: The word from Leo Buntman of CJA, is that the company is still in negotiations with the MCA (how about that)! . . . Although sales are keeping Dusty Bobbin happy in the new south side of Dymal he sweeter briefly last week when the air conditioner failed.

Bob Rondeau, Empire Distribut’s fast-moving man-on-the-go in Michigan and Wisconsin, has his good right arm—Mrs. Bob (Beverly) Rondeau—helping him in all his promotional activities these days, he’s so busy filidng orders in all types of new and used coin-operated equipment. Jack Burns, Empire Distribut’s salesman briefly reported to us, before continuing on for visits in Indiana where he huddled at length with Bob Vibhen. . . . With all the hubbub and activity on the showroom floors at Uncle’s New Flats by the Michigan (owned and operated by Precy Harry Jacobs and vice press, Russ Townsend that the busy Michigan distibut is headquarters in Wisconsin and the Midwest’s hotbed in Michigan for Wurlitzer phones. All-Tech amusement Valley pool tables, Ditchburn and Universal vendors, and Tape-Athon back- ground music systems. . . . And, the word from old buddy Sam Hastings is that he’s doing a grand job in his new job in a resort hotel in the Wisconsin area and that his work is going along swimmingly. . . . We are happy to report that Bob Pellicinio, Milwaukee . . . Also, Jim Stecher. . . . Doug (Wisconsin Novelties) to the new Buck, Mitchell Novelties, Jerome “Rog” Nelson, Novelties Co. . . . The word from Joel Kleinman, Pioneer Sales & Services, is that deliveries from the manufacturers are making it possible for Joel and Sam Cooper to fill back orders of much needed machines for locations. . . .S. L. London Music’s Nate Victor reports that sales on all types of coin-operated equipment are continuing very strongly throughout Wisconsin. Nate is begining to plan for a good fall season in the interim. It’s his opinion that the coming fall and winter seasons will be very strong in every region in the country.

Les Holmes, 52, Passes

CHICAGO—Longtime coinvest Les Holmes, 52, died Wednesday, July 13, after a lingering illness in Rockford, Illinois. Associated for some 23 years as a route man and salesman with Les Holmes’ Caso Coin Machine Company and Mid-West Distributing Company, Holmes was prominent in trade circles throughout his career in the Greater Rockford area. He is survived by his wife Helen and a sister, Beatrice. Services were held in Rockford, July 16. Representatives from manufacturing and distributing companies in Illinois attended.

Cleveland Coin International, known thruout the world for quality equipment FEATURES

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FOREIGN BUYERS: Export division inquiries welcome: By selecting your problems:

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Cash Box—July 30, 1966
NEW PLAYERS • NEW GAME INTEREST • GREATER PROFITS

After 4 years of research and actual field testing Valley® has perfected the regulation 2 1/4" Magnetic Cue Ball (Patent Pending) . . . the same size and weight used for professional billiards . . . Now furnished on Valley® coin-operated tables!

Here's why Valley® Magnetic Cue Ball will add profits for you:

• The home and professional player will now play coin-operated pool without the larger size cue ball affecting their game.
• Magnetic Cue Ball will not become trapped as it separates itself from other balls.
• Regulation size and weight assures player more accuracy.

for information write or call

339 Morton Street • Bay City, Michigan • 892-4396

PLANT CLOSED FOR VACATION

SEEBURG REP STOPS IN L.A. . . . Over at Struve Distributing, we talked to Stan Larsen, who tells us that Ed Blankenbecker, regional vice president for Seeburg, was in town last week. From the Struve office Salt Lake, the comptroller, Mrs. Ford Tuttle, was in town to help the Los Angeles which has been struck with a bad case of vacation-itis. Stan tells us that the billiard business has been growing by leaps and bounds. To help prove this point, Charlie Robinson has his can vendors on display in the Struve showroom. Stan also mentions that the Williams "A-Go-Go" four player pin ball game is still going very strong. Ray Clark is working the Long Beach and Orange County area. Cliff Nugent is spending his vacation up at Lake Tahoe. Stan was very pleased to give us the good news that his kids are all recovering from the plague (SARS, when you have three kids with the mumps all at the same time it's a plague).

SUMMER MADNESS . . . Factory vacations, customer vacations, tight money and the usual summer doldrums are being combated by an expensive parts and used equipment sale at C. A. Robinson and Company, With Al Rittlemann taking a few days off, Charlie Robinson has been doing double duty, along with Hank Trenick. Hank tells us that after the tremendous success with "Hula Hula" that they are anxiously awaiting the arrival of Chicago Coin's new pin ball game called "Kicker." He says the factory whetted their appetite with a preview pitch at the Cash Box show. In the meantime Hank tells us that the Corvette Bowling Alley and the Medallist Shuffle Alley are both receiving great reactions from the ops. Also, the Premier Shuffle Alley controls are beginning to amaze ops with its speed and simplicity of operation, according to Hank.

FROM THE RECEDED RACKS . . . From Luenhagen, we're told that Irwin Zuckers was in to check on Debbie Burton's new single on Capitol, entitled "The Next Day." Barry Freeman of Decca, brought recording artist Jan Howard in to say hello and see how Jan's new release "Evil On Your Mind" was doing. Gus Scala, west coast representative for Scepter, was in to see how Jackie Paine's "A-Go-Go Tiny" was rolling along. The fastest breaking new item for them is the new A Martino single "Just Yesterday" on Capitol. At present, the Rowe 1630-A Cold Drink Ice Maker is their top seller. . . . We're glad to hear that Lilian Schreuder, of Badger Sales, is back at work. It seems she caught her heel falling flat on her face. Sorry to hear that Bill Happel didn't have such a good day at the golf course last week. He tells us that he was grinding away at his penny jokes (pennies?) to everyone else. . . . Joe Duarte of Duarte International reports that a shipment of phonographs just left for Naha, in the Ryukyus Islands.

Here and There . . . Over at Circle International we had an unexpected surprise, we spoke to Don Edwards, who was supposed to be in Grand Rapids, Michigan. It seems that he, like many others, was grounded by the airline strike. He reports that he sent a load of used phonographs to Japan. Don Quack was in the San Diego area last week. Ken Smith was working the San Fernando Valley last week and should be now covering route 101. At present, the Rowe 1630-A Cold Drink Ice Maker is their top seller. . . . We're glad to hear that Lilian Schreuder, of Badger Sales, is back at work. It seems she caught her heel falling flat on her face. Sorry to hear that Bill Happel didn't have such a good day at the golf course last week. He tells us that he was grinding away at his penny jokes (pennies?) to everyone else. . . . Joe Duarte of Duarte International reports that a shipment of phonographs just left for Naha, in the Ryukyus Islands.

Over at W Seton's we talked to Clayton Ballard, who tells us that Bob Morris is presently touring Southern California on his vacation. Gary Sinclair is making a tour of the Rocky Mountain states. . . . George Murdock of Valley Distributing informs us that they are preparing a large shipment of phonographs, which will leave for Europe very shortly. . . . Visiting ops this week include: Jerry Drake-Upland, C.B. Ellison-Lakewood, Herman Staub-Fisher-San Bernardino, M.B. Mc Cormick-Lakewood, Larry Spraw-Fontana, Tom Catan-Maywood, Bob Wallender-San Diego.

UPPER MID-WEST MUSINGS

The Jim Stoel's Greenbush, were in town for a few days last week and took in a couple of ball games . . . Mr. & Mrs. Noel Henne are spending the summer at their lake home at Mentor. They sure have been enjoying it especially during the hot wave. Family reunion at the LaFleur's at Devils Lake, the LaFleurs 40th anniversary . . . Don Conash is at the Deaconess hospital in Grand Forks for a check up and rest . . . The Bob Addington's of Bismarck are spending several weeks vacationing in the area . . . Johnny Morton formerly of Bismarck and now living in California returned to Bismarck just in time to take over the route until Bob returns. . . . Mr. & Mrs. Glen Addington have returned from a fishing trip to Lake Missus. . . . Also their daughter Barbara surprised them by coming from L. A. to spend a few weeks with them and brought along the grand-child . . . The folks of Fargo have just returned from a long vacation to the West Coast. . . . The Minneapolis Aquatennial starts today with plenty of excitement and good weather. It is expected to attract thousands of tourists passing through on the Andrews Sisters at the Manor . . . Maxie Rosenhollm at the Town House . . . Woody Harrman at the Fore Center . . . Andy Williams at the city . . . Barry Morton at the Metropolitan Stadium July 21st . . . Dorothy Collins in The Sound of Music at the Aqua Stage . . . Next week at the Aqua Stage, Bert Parks in The Music Man July 19-24th.

Happy Birthday This Week For


Cash Box—July 30, 1966
Cash Box

VENDING NEWS

The Vending Industry's On-Newsweekly

Van Flack Vacates Veep of Vendo to Become Chief Officer of Interstate

Kramer Upped to Chairman

WAGNER VAN FLACK

CHICAGO—Wagner Van Flack, 48, who has been executive vice president of The Vendo Company, was elected last week as president and chief executive officer of Interstate United Corporation by the board of directors. Alex Kramer, president of Interstate United for the past two years, was elected chairman of the board.

Kramer will continue as an active executive and will direct the company's expansion and development program which he initiated.

Van Flack has been with Vendo, one of the nation's largest vending machine manufacturers, since 1962. Starting as vice president in charge of sales and marketing, he was named senior vice president a year later, and in 1965 became executive vice president.

He began his career as an office boy with American Can Company at the age of 17, and except for his college period and wartime service, remained with the company for 25 years. During this period he served in important executive capacities, including vice president of American Can International, assistant to the president, assistant general manager of sales and manager of the field sales division. He moved to Milprint Inc. where he served as president and general manager before joining Vendo. During the war Van Flack served in the U.S. Army and also operated a torpedo plant for the U.S. Navy. He is a graduate of Washington University, St. Louis, and also attended New York University.

Kramer, after serving as assistant vice president of Interstate's Detroit operations, was elected president of Interstate in 1964 after the company had shown a loss of $1.54 per share in the fiscal year ending June 28, 1964. Under his leadership, a long-range plan was developed and an executive recruitment program initiated to strengthen the company and expand its scope of operations. As of the end of fiscal 1965, Interstate reported a profit of 22½ per share. The profitability of the company has continued during the current fiscal year.

At Last! Vendor Vends Money: Made in Japan

TOKYO—A vending machine that dispenses money is now in operation at the Codak Credit Center has placed various machines on location. The customer inserts a plastic card granted from the JCC with his name and account number on it, and then selects the amount of money he wishes to receive. The coins are then automatically delivered into a receptacle at the bottom of the machine.

The machines have a capacity of half a million yen each, but none of them are stocked with more than 120,000 yen (3,000 American dollars) on this, their trial run.

The machines, dubbed "Computer Loan System" are serviced each week, cards collected and bills sent out to the customers. When the bill is paid and the card is returned and the customer is free to use a machine again.

Interest rates in Japan are high and customers are expected to pay promptly.

Pech Upped at Ross-Temp

CHICAGO—Harvey P. Pech, with a record of many years experience in the restaurant equipment market, has been named sales manager of Ross-Temp, subsidiary of Schneider Metal Manufacturing Co. Ross-Temp manufactures a complete line of automatic ice flakers, drink dispensers, and combination ice machines with automatic ice dispensers and water station.

Cash Box—July 30, 1966

Bootleg Cigarettes Elude State Tax Agents

NEW YORK—They stand on fog-swept coasts, they haunt bus terminals, they gaze forlornly at docking ships, they haunt around small sea ports, and wherever they be they watch hopefully for a "smoke signal.

So goes the life of the one hundred and twelve investigators on the New York State Tax Department who are trying to catch smugglers and their caches of contraband cigarettes. Meanwhile the state's tax revenues, instead of increasing as the Legislature thought, is showing a downward trend. The investigation makes a feeble comeback and then sinks again.

The brouhaha over bootleg cigarettes has so far decreased New York City's expected revenue by over one percent, from over forty million dollars to thirty million. Meanwhile, somewhere among the missing seven million, smugglers are getting rich. There is a real tangle of excitement as they light up, knowing that the cigarette-laden trailer is led by truck from North Carolina, where there is no cigarette tax, or has come in by boat or even been flown in a light plane to airports in New Jersey.

Although empowered by the New York state legislature to act as peace officers, the tax investigators have so far found little peace to keep. There have been no dramatic "big hauls" of bootleg tobacco. The smugglers have gone to great lengths to avoid being caught.

One technique, when shipping by truck from North Carolina, is to change trucks and license plates en route. Some cases have even been lost to Europe and then shipped back by cargo steamer to avoid detection. Or the smugglers may even change the whole aircraft coming up the east coast are now being watched by the investigators but boarding is difficult and sometimes embarrassing. Owners of pleasure craft do not like to be in-conviened by such things as tax inspectors.

While city and state revenues go down, city and state payrolls go up as more employees are hired. Officials have grumbled about everything from "bath salts" pachyderms to maintaining states to the public itself, which, they say, ought to be ashamed for smoking contraband cigarettes. Meanwhile the trucks roll, the planes fly and the ships make sail.
NATIONAL SHUFFLEBOARD & BILLIARD CO. 
CINNAMON, IL

Paul, Jr. 204 E. Main Street

CURTIS MFG. CO.

Color-Sonics, Inc.

DeKane Corp.

FISCHER MFG. CO., INC.

Fisher Mfg. Co.

Fisher, Inc.

FIELD MACHINE MFG.

Fisher, Inc.

GOLD MEDAL PRODUCTS

GOTTI, E.

77th Ave.

HAWKINS MFG. CO.

Paul, W.

HAWKINS MFG. CO.

Paul, W.

INTERNATIONAL MUSICS

Burt H. Kaye, Inc.

Hawkins MFG. CO.

Midway MFG. CO.

NATIONAL SHUFFLEBOARD & BILLIARD CO.
CINNAMON, IL

PAUL, JR.

204 E. MAIN STREET

CURTIS MFG. CO.

COLOR-SONICS, INC.

DEKANE CORP.

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PAUL, W.

HAWKINS MFG. CO.

PAUL, W.

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BURT H. KAYE, INC.

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THEY LOVE TO LISTEN TO IT

- Nearest thing to live performance is the stirring stereophonic reproduction of current artists by the Model 3000 Wurlitzer. It’s a musical magnet that pulls people in, makes their food and beverage more enjoyable, keeps them there longer, spending money. Your own ears will prove it. Just step into your Wurlitzer Distributor and listen.
The regal look of dependability...

new Rock-Ola
GP/Imperial

Model 433

...the dependable line of money-makin' music makers


FAMOUS MECH-O-MATIC INTER-MIX. Completely automatic changer intermixes 7" LP albums, 33 1/3, 45 RPM, stereo, monaural records. No wires, no micro-switches or electronic aids for changing turntable speeds.

TRANSISTORIZED AMPLIFIER. All new Rock-Olas engineered and built transistorized amplifier provides lifelong service for phonograph. Saves money on tube replacements. Simplifies service. Elimination of excessive heat saves wear.

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. 33 1/3 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.