The artist dressed-to-the-times is Donovan, the English singer-writer who recently moved over to the Epic label with marked success: his first single for Epic, "Sunshine Superman," is the current number 3 session in the country. With sales past the 500,000 mark, according to reports from the label, an LP follow-up, named after the hit, was just rushed to market. Donovan made his first appearance in the U.S. at the Newport Folk Festival in the summer of 1965. Later visits saw him on college campuses, night clubs and concert halls, including a date at New York's Carnegie Hall.
When JERRY VALE records a song, you know it's a hit. And we have the original single.

'DOMMAGE, DOMMAGE'

("Too Bad, Too Bad")

Where the action is. On COLUMBIA RECORDS®
Closing The ‘Potential’ Gap

Several years ago, when the million-selling single was rare and seemed an irretrievable part of the past, some members of the Record Industry Association of America (RIAA) met to consider a concession to the fading appearance of a golden single: a lowering of the qualification for a gold record award to 500,000. The suggestion never passed.

In retrospect, the whole idea, while advanced with the realistic appraisal of the singles sales doldrums of that time, would have been an embarrassment to all who might have swayed the RIAA to lower the traditional and vaunted million-selling standard. For, at this time, RIAA is headed for its best golden year ever, seconded only by last year’s total of 47 awards, 11 for singles. In the first eight months of 1966, RIAA-audited disks are only two shy of reaching the complete total of last year! Thirty-three albums have been put into the golden category, while 12 singles have reached this milestone.

Although these statistics are impressive under today’s standards of success, they pale somewhat when one thinks of the industry “potential,” a word that becomes awesome when converted into statistics that declare that some 50 million phonos are in consumer homes. We don’t mean to suggest that any given release be saddled with visions of reaching 50 million buyers. There is hope, however, of closing the wide gap that exists between actual sales and “potential.”

For a number of reasons, the music business was never in a better position to increase the ratio of record sales to phonos homes. There are the general advantages of a prospering society with more leisure time to spend on the luxury of listening to music. More specifically, the musical tastes of the public have become more eclectic, making more homes broaden their library of recordings, both in LP’s and singles. The industry has given such more well-rounded purchases a helping hand through the creation of various economy-priced disk lines in fields where the cost of disks at one time were costlier than pop product: classical, jazz and folk.

But, newly-created product demands a higher price tag, and the industry must continue to keep-up with new musical approaches — whether they be in pop, classical, jazz and folk areas—to maintain a continuing interest among music fans in paying this price increment.

A great disk market is out there without the need, however, to achieve the impossible goal of complete saturation of that market. But, maybe gold record standards for albums and singles will, of necessity, have to be increased someday!
This week's most talked about release...

The Unknowns

MELODY FOR AN UNKNOWN GIRL

A Steve Alaimo Production

FABULOUS FOLLOW-UP TO "YOU WOULDN'T LISTEN"

THE IDES OF MARCH

ROLLEROASTER

Produced by Mike Considine

parrot Division of London Records
Jonna Renee Canton has bowed on to the scene way out in Cleveland, as of late, partly in the mistick... She is the daughter of Sandra and Johnny Canton. Johnny of WXYJ-Cleveland. Her early showing as "the highest family rating" and was brought to the attention of the F.C.C. (fine children commissions.) Congratulations to the proud parents.

Radio New York Worldwide is represented by two outlets (WRFM New York and WXYJ-Western Europe and Latin America). The worldwide outlet follows a format described as "American Magazine of Air"... it is, of course, a sort of commercial Voice Of America with news, features, music, and commentary.

It's always surfin' time in California and KJJ-Hollywood, always in keeping with what's happenin' given away an $8,000 custom "Surfin' Bird." Chris Galindo, a 16-year-old coed from Los Angeles who was the sporty hog when her Tiki Charm Tag was drawn by the outlet's Big Kahuna with the help of deejay Gary Mack. The car is equipped with a Muntz Stereo Pack.

Steve Hodges of WLS-FM-Chicago plans to conduct a tour of Hawaii, "The land of year round sunshine, the vast through arrangements made by American Express and Northwest Orient Airlines. The 12-day departure from Chicago's O'Hare International Airport on Nov. 2 and return from Honolulu on Nov. 13. The trip will include sightseeing trips in Honolulu, Waikiki, Oahu, Maui and Kauai, highlighted by visits to Pearl Harbor, Waikiki Beach, Ko-a. and Hi-o. This will be Hodges' second trip to Hawaii. He has also conducted a similar tour in Spain. The air fare is offering a free brochure that gives the day-by-day itinerary for the trip. Ron voyage!

The KEXP of KEX-Oregon will be christened by Miss Oregon before the train leaves for Veracruz. "The ancient steam locomotive" is to see its finest moment when the lovely lady is riding the rails of Veracruz and the cow-catcher and says something to the effect of "I dub thee the KEXP and wish the fortune on the journey to the lovely compañero of Veracruz, and the rest of the KEXP-Portland air staff will be in attendance during the trip (all of them will be dressed in striped jackets and straw hats). Following the feeding of the Veracruz, the guests will be treated to a variety show which will feature: Jim Little's 18-piece stage band. Gordon Mallof, Gracie Hansen, Nola Singel, Sidney Porter, the Art Smart Trio, Lynn Owen, the Armstrong Trio, Mike and Brian. Parkrose's "Hungry Five" Band, the KEXP Repertoire Theatre Players. It is understood that the repertory group will perform "The Lady's Not For Burning," "Hamlet," and "King Lear".

KQG-LOS Angeles has instituted a policy of using a Lear Jet to cover the busy days of Southern California on busy weekends. The conventional helicopter or light plane might be effective in covering the thousands of miles between Los Angeles, Santa Barbara, San Diego, and Southern California's unofficial suburb... Las Vegas. The Lear Jet traffic service was first utilized by the outlet of this past weekend. This was probably the first time in commercial radio history that harassed highway motorists received traffic reports from a jet aircraft, speeds of between 500 and 600 mph.

Shortly after the nationwide airline strike began, WPVC-Bladensburg, Md., began broadcasting instantaneous flight information of non-struck carriers and up-to-the-minute negotiations involving strikes. Two Broadcasts were inserted in both news and music programs.

On July 27th, a near capacity audience at the Baltimore Civic Center enjoyed a fine evening of music by Henry Mancini and Andy Williams, hosted by WFBR-Baltimore air personalities such as Ed Graham, Mike James and Joe Knight. Among the 9,000 in attendance were 20 couples, who were the guests of WFBR, as a result of winning a pair of tickets in the outlet's Moon River Contest. The grand prize winners were given autographed albums and a backstage inter view with both performers. In addition, 50 WFBR listeners received a Henry Mancini and Andy Williams album for their participation in the contest. The audience was very responsive to the music, which was written by Mancini, sung by Williams and heard over WFBR-Baltimore.

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

1. FIFE PIPER (Columbia—BMI) Dynamite (MRR 117)
2. IN THE ARMS OF LOVE (Polydor—BMI) Andy Williams (Philadelphia 43273)
3. EL PITO (Columbia—BMI) Joe Cuba (Tico 470)
4. LOVE IS A HURTIN' THING (RCA—BMI) Andy Williams (Columbia 10720)
5. WE'LL BE BACK (Psycom—BMI) The Band (MGM 2750)
6. (WE'LL BE) UNITED (A&M—BMI) Intruders (Gamble 701)
7. IT HURTS ME (EMI—BMI) Bobby Goldsboro (United Artists 50056)
8. IN THE BASEMENT (Bert—BMI) Edd James and Supergone Duets (Crest 5359)
9. SHE DRIVES ME OUT OF MY MIND (A&M—BMI) Swinging Medallions (Smash 2505)
10. NO GREAT LOVE (EMI—BMI) Holiday (Golden World 410)
11. I WAS BORN A LOSER (EMI—BMI) Cash (Capitol 1790)
12. TO SHOW I LOVE YOU (EMI—BMI) Jody Miller (Columbia 5864)
13. WALK AWAY RENEE (EMI—BMI) The Left Banke (Smash 5-204)
14. BAD LITTLE WOMAN (Columbia—BMI) Earl Brown (Knight 128)
15. FIDDLE AROUND (EMI—BMI) Jan & Dean (Liberty 59505)
16. I WANT A GIRL (EMI—BMI) Mad Lads (Vanguard 1737)
17. ANGELICA (Philips-Columbia—BMI) Barry Mann (Capitol 3651)
18. OPEN UP YOUR DOOR (EMI—BMI) Richard Young Lions (Phillips 4038)
19. KISSIN' MY LIFE AWAY (Sonet—Columbia-BMI) Manihi (London 6503)
20. THE JOKER (EMI—BMI) None

Rod in the rough: Far from the fairway, Rod Williams is shown here as he waits out a few anxious moments of covering the war in Vietnam. Rod is news director for WSAI-Cincinnati. He was called to nomn to interview soldiers from the greater Cincinnati area. These taped interviews were aired 10 times a day for 11-days. On his return, Rod aired an hour-long show, round Aug. 7th, from 9 to 10 PM, during which time he gave his impressions of the war in Vietnam which was on the air, he also held an open phone forum for those who desired to call him and discuss his trip and the war in Vietnam. Parents and loved-ones of those Rod met in Vietnam were also invited to call.

SPUTTERS: Veteran radio exec Bill Watson has joined Drake-Chenault (Broadcast Consultants) and will serve as programming assistant to Bill Drake. . . . Emperor Bob Hudson, well known Los Angeles deejay, has been lured into the spinners' line up at KBLA-Burbank, Calif.

VITAL STATS: Alvin Herbert Marill has joined the staff of Radio New York Worldwide as music director. Marill was formerly disc jockey, writer, and producer for WLR-L. . . . Carl Bowan, formerly director of the United States Information Agency, has been lured into the commentaries at KATZ-St. Louis. (Rowan's comments are provided from Washington through an aircraft connection with the west coast and the Westinghouse Broadcasting Company.)
Meet The Monkees...

A different-sounding new group with a live, infectious feeling demonstrated by a strong rock beat that generates excitement from the opening note to the last groove. See the Screen Gems TV Show "The Monkees" every Monday night on NBC-TV at 7:30 pm E.D.T. beginning Sept. 12th.

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NOW FROM THE KAMA SUTRA PEOPLE, ANOTHER GREAT ACTION-GETTING GROUP!

The Goodtimes
The Hard Life

b/w That's When Your Heartaches Begin KA-215

Great times ahead with The Goodtimes from

EXCLUSIVELY DISTRIBUTED BY MGM RECORDS.
A division of Metro-Goldwyn-Mayer Inc.
NEW YORK—The 1966-67 Broadway musical scene is taking shape for the music business.

RCA Victor has come up with two original cast properties. One is "I Do, I Do," a musicalized version of the Farber novel by Tom Jones and Harvey Schmidt, the creators of "The Fantasticks." An unusual feature of the production is that it calls for on the two characters, to be played by Mary Martin and Stephen Sondheim. Champion is directing. Victor will also release the cast album of "Hallelujah Junction," a storytime with words and music by Jule Styne and lyrics by Joe Dietrich. Rip Van Winkle and Green. Arthur Laurents wrote the libretto. Both scores are produced by Columbia.

Columbia Records has also gotten hold of "Ain't Got No Jewels" at this early stage. There's the new Jerry Beck & Sheldon Harnick opus, "Apple Tree," which will release a group of songs for three Individuals and distinct stories. The label is also going with "Cabaret," a song-and-

Polakov Named Liberty Marketing Head

LOS ANGELES—Bernie Polakov, national branch director at Liberty Records, Inc. has been elevated to the label’s marketing director, according to A. J. Schwartz, president of PAM Records.

Polakov joined the Liberty organization in April of 1962 as manager of the LRD of Florida, headquartered in Miami. In January of 1963, he was made up to branch national sales director and transferred to Liberty’s home office in Los Angeles.

He hit the record field in 1950 at Capitol Records plant in Scranton, in the production department. A year later, he accepted a three year assignment from the current position to conduct a survey for the U.S. Coast and Geodetics. In 1954, he reentered the music business with King Records as a salesman, covering Baltimore and Washington, D.C. In 1956 he took on a sales position with General Distributors in Baltimore. Schwartz bought the Columbia eastern Distributions in 1957 and Polakov became sales-promotion representative for that firm for two years. Immediately thereafter, he joined Fan America Records, which Columbia eastern Distributions, in 1957, and Polakov was appointed as a position he held until he began his Liberty tenure.

"Polakov has demonstrated excellent abilities in every facet of marketing," said Skaff. "His appointment will enable us to provide closer coordination and communication throughout our entire organization."

Phil's 'World series' Budget Classics Feature New Compatible Disk System

NEW YORK—Philips Records has introduced a low-priced series of classic recordings called the World Series. A feature of the line is a process whereby a stereo disk can be played on mono equipment using lightweight devices and French and Japan, and other countries. The Material

Drawn from material available through Philips affiliates in more than 60 countries, the series ranges from Gregorian Chant to Ives and Copland. Many of the recordings are new, while others feature such strong classical names as Glenn Gould, René Kollo, van Beinum and the Concertgebouw Orchestra of Amsterdam and Symon Goldberg and the Royal Philharmonic Orchestra. New material feature artists and musical organizations (Continued on page 60)

NARM Fills Person-To-Person Slots For Mid-Year Meet

PHILADELPHIA—All spots have been filled by manufacturers for the upcoming mid-year meet of NARM, the National Association of Music Makers’ Continental Plaza Hotel (Sept. 6-8). Fifty-eight companies, notes Jules Malamud, executive director, have been assigned places in the schedule for the past, present and upcoming manufacturers’ representatives. Forty-nine companies will be on the all-day schedule, and an additional 12 companies will be added.

As previously reported in the person-to-person meets, a number of companies will be featuring their new products and will be the Tape cartridge seminar

Forty-nine rack firms have already registered for the mid-year gathering, and the largest number of these regular (rack) members will open the meet at a closed registered Members Dinner-Meeting on Tuesday (6) evening at 7:30 pm. Six new regular members will be on hand for their first mid-year event.

Capitol To Offer Top Russian Discs In U.S. Under Historic Deal With Soviet Govt.

HOLLYWOOD—Capitol Records has scored a major cultural-exchange coup with the signing of a contract with the Soviet Union giving the label exclusive first rights to manufacture, license and distribute in the U.S. and Western Hemisphere all recordings by Russian artists.

The historic agreement was reached, according to Alan Livingston, president of the label, with Muzh nachno- naja (pronounced: Mess-Dun-A-Rod Na-Ja Keo-Goo), a department of the Government of the U.S.S.R., and the agency responsible for Russian music under the Soviet Union’s cultural ex-

change program. It’s understood that no reciprocal arrangement was made whereby Cap itol product might be offered to the Russian public.

The agreement was reached after months of discussions between the two parties. The negotiations, which were carried on with the blessings and encouragement of the United States State Department, began last Nov. when Livingston met in Moscow with the Russian agency. The agreement marks the first time that the Russian government has ever rights to recordings by all its artists to one American record company.

Livingston stated that the recordings, primarily classical, would be re leased on Capitol, Melodiya and Melodiya/Angel. "Melodiya" is the Russian label and "Melodiya/Angel" is the label distributed in the United States by Capitol. First releases on "Melodiya/Angel" are now scheduled for early 1967.

Among the many celebrated artists whose recordings are included in the agreement are: Emil Gilels, Sviatoslav Richter, David Oistrakh, Mstislav Rostropovich, Igor Oistrakh, Moscow Philharmonic, the Moscow Chamber Orchestra, The Bolshoi The atre Orchestra, Leonid Kogan, Galina Vishnevskaya, the USSR Symphony Orchestra, the Ukraine Philharmonic, and Grigol Sokolov.

In making the announcement, Liv ingston stated: "We hope that the signing of this agreement will open many new areas of cultural exchange between our country and the U.S.S.R. It will certainly introduce to the United States a number of brilliant artists and works, many of which have never been available before in the Western Hemisphere."

Eich Light Starts Label With Singer Co.

NEW YORK — Eich Light, disk and record director, is back in the disk business through a co-partner ship deal with The Singer Company, who left his post as executive of the command Records last fall, will be president and chief executive officer of the new company, to be jointly owned by the company in its investment in the new company. The new company label was part of Singer’s diversifica tion effort into the home entertain ment and music fields, including the 1963 purchase of KHL Research & Development Corp., makers of hit music, stereo radios/phonos and related products.

The new label will produce records for the normal disk market — producing disks, tapes and tape car tridges—and will also seek opportun ities in educational, audio-visual and other related products.

The company will operate independ ently, and automatically under Light’s direction and control. There will be complete domestic distribution, including the 1600 Singer retail outlets in the U.S. More than 6000 Singer retail outlets around the world will also carry product of the firm.

Light, a longtime orchestra leader, founder and owner of the Light Music Company and of other companies in 1954, and later added an historic affilia tion with Smaller Brothers Republic. The company was purchased by ABC Records several years after its formation in 1950. He served as president, director, leaving the operation last fall.

Light will operate out of 1276 Sixth Ave. in Rockefeller Center.

Tentative Dismissal Reached In Huskey Suit

LOS ANGELES—A tentative agreement was reached last week between lawyers representing defendant San Diego deejay Chuck Dougherty and plaintiff ex-promo man Al Huskey which calls for the dropping of "all payoffs" charges against Dougherty and Al Huskey Jimmy. Al Huskey.

Speaking in behalf of Huskey, at torney Francis Mints of the Max Fink office said, "there is a good chance that he'll be dropping his suit against another defendant in the future. Huskey feels that this dismissal would be leaving the court with Huskey "getting to the heart of the matter."

Named in the suit were a total of 32 defendants, the suit, however, neither Dougherty nor O'Neill had made a decision on the proposed dismissal.

British Govt. OK’s Embarrassing Situation

Phelps Annual Sales Meeting

See Int'l News Report Pg. 73
The constant growth of the recording industry imposes ever-increasing re-
sponsibilities on the recording artist and puts him in a position to influence the buying habits of the public. This area of influence includes buyers for retail record outlets, critics, disc jockeys, and jazz musicians. In the midst of the growing number of new releases, it is not always easy for a particularly deserving album to become lost in the shuffle and go unnoticed. Such works should not be ignored. It is the point of view of the artist, the product of the studio engineer who will be knowledgeable about the exceptional. So, in an endeavor to preclude this happening, this article will attempt to highlight several albums which deserve a listen. It is not always certain that the album is worthy of special comment. Necessarily, the selection of these albums will reflect the opinion of the producer and the high standards of Cash Box.

AFTER HIS MESSAGE — THE MITCHELL/RUFF TRIO—ATLAN-
THE. Mitchell and Ruff have been playing together for about ten years and this new release eloquently demonstrates the fact that over the years they really have developed a tremendous empathy, the kind of rapport that comes only from working together for a long period of time. In 1961, it was the Mitchell/Ruff Duo; then the group was expanded to include a drummer, who now has the opportunity to hear them on this album. Actually, it is a trio, plus, be-
causcd, one of the ablest jazz pianists, and French horn, and each one expertly. Mitchell’s piano is considered by many to be the definitive jazz on this instru-
ment. He is facile, tender, storied, and versatile is a combination of this men don’t record too often makes the issue of this album especially desirable. The program material is tastefully chosen, making an artful jazz album of the originals. This current Mitchell/Ruff album is the embodiment of good music’s potential, and it should be in the hands of as many people as possible, especially people who seek the best.

THE DISSECTION AND RECON-
STRUCTION—THE TIAN AND THE PAST AS PERFORMED BY IN-
NOVATORS/NEW ENSEMBLE. Here’s a com-
tracted ensemble as a tribute to the memory of the great Herbie SHORR—VERVE 8654. Don’t let the tongue-in-cheek title of this album fool you. There is substantial music. Last year Schirnoff won a Grammy for his album “Jazz Suite On The Mass,” which was performed by Paul Horn on Victor. This Verve album is in his first effort since then. To describe the flavor of the music in capsule, it is the “distillation of the baroque music of yesterday, always imagin-
ately, always swinging. Lalo and his music are portrayed in three different settings: in a small group, in a string setting, and in a...”

Atlantic’s Mann On Flute
Inks New Long-Term
NEW YORK—Herbie Mann will be Atlantic’s jazz flutist for some time to come, under a new exclusive long-
term pact. During a six-year affiliation with the company, Mann has had 15 albums Delta Bites” being “Mann Flute.” A single from the LP, “Philly Dog,” is reportedly making noise.

Milestone Records Bow
With Emphasis On Jazz
NEW YORK—Milestone Records, a new label with the announced inten-
tion of concentrating on “quality album product,” has just begun activ-
ity, with headquarters in New York. The label is owned by Chicago-
based gospel and spiritual group, and is run by John Porter, Sop-
ni-born blues singer Big Joe Wil-
liams. The first two were newly re-
corded by Keepnews, with the Big
Joe disc being produced by blues-
man Pete Welding. Subsequent re-
leases, although emphasizing current jazz, will also include “important” albums, as well as further material in the blues and gospel fields.

Distribution has been set for most
儿, with the manager of the national sales picture is now be-
ing completed, with a tape cartridge affiliation and overseas licensing deals now also under discussion.

Keepnews, vet record executive, A&R producer and jazz voice has been retained to supervise all phases of the new label. In addition to joining, it is working in building it into a leading jazz label, functioning as its creative head until 1964. He has also been merchandising of Records and has most recently been operating as an independent producer.

HAPPY DAY IN LONDON TOWN—
Bob Staff, up at Liberty Records, and Victoria Hilbert were married in Caxton Hall in London, England last week (10). Best man at the nuptials was Paul Anti. The bride is a top New York fashion model.

Cash Box—August 27, 1966
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96 tears
(question mark)
&
the mysterians
C-428

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NEW YORK:

We've just received a copy of a new book published by Telco-Eniners. Recording titled "How To Record Pro-
fessional" by John D. Bowers, a special-
ized reproductions expert. The book should be especially useful to new artists who wish to know exactly how they are reproduced for consumption. The publication is entirely in layman's language and should be easy reading. At $1.00 per cop-

The Vagrants, with their hair cut and coiffed returned to the scene of their recent New York triumph, the Rolling Stone, for a spe-
cial TV appearance. Members of the discotheque's faithful came out in force for the popular rock

group... Al Altman off on vacation on the happy note of Ray Charles' cholesterol dropping down according to his doctor; from Metro's catalog for his latest single. . . . Victor's new rock group, Develop, have just entered the lists at Ungano's last Fri-
day. . . . After his sell-out concert in Central Park (13) Erroll Garner popped down to Greenwich Village to see the latest stilt in that town for quite some time. The pianist was at the Carter Barron Amphitheatre (18-21). . . . Jack Con-

The Vibrations, off to Europe (Sept. 8) for a months tour of the continent... Jim Brown brings us word of the Hound's opening at the Army and Liberty Village Gate (16) for a two-weeks... Jim also notes loads of good music play coming on between Newport, the Liberty cutting "Land And Sea...". . . . Joe Scandone (Scandone-Sharpes) back from West Coast negotiations which resulted in Warner Bros. five year re-
newal of Dick and Dee Dee's pact... The Fair Extraordinaire will be in Detroit (Oct. 4) for two weeks at the Act IV with Kaye Ballard. . . . Jesse Colin Young and the Youngbloods have tied in with RCA and are currently spending three weeks in the studio with a sept. album in view... Ron Terry (Capitol Booking) has set the Critters and the Happenings for the coast in August... Another show that has been set is the Fabulous Thunderbolts and the Imperials at Philadelphia Hall (Sept. 25)... The Phantom and the Pharaohs, who found "LIP" Red Riding Hood" so well received, have signed for a monthly gig at Charlie's and are currently spending three weeks in the studio with a sept. album in view. . . . Roy Price (Capitol) is happy with the Billie TV show this fall. Airng is expected to start any day... Patrick Sky has booked his second Vanguard L.P. upon the public and the immediate reaction in Sycy circles is one of immediate love but the disk must be heard to be believed... Ray Petition, of the Harold Levindor...
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7 brand new LP's that mean out-of-this-world sales volume!
Sunset's fabulous 1st release—continuing to set economy sales records everywhere!

GREAT STARS!
PLUS the brand new Sunset merchandiser, the most attractive and sales-appealing rack in the industry!

GREAT SOUND! GREAT ENTERTAINMENT!
For 27 years, Blue Note has meant the finest in jazz!
Now, we offer a release and a program to top them all!

With these great new LP’s, Blue Note offers plastic browser dividers, displays and co-op ad funds. Contact your “Jazz Sound For Everyone” man today!
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Your Liberty representative will show you how to TAKE THE LIBERTY— for your biggest, most profitable
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IMPERIAL MOVES

with these 8 great new albums

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LP-9320/LP-12320

CHER

FRANCK POURCEL • SOMEWHERE, MY LOVE
LP-9326/LP-12326

TONY TERRAN • THE SONG'S BEEN SUNG
LP-9317/LP-12317

BUDDY CAGLE • THE WAY YOU LIKE IT
LP-9318/LP-12318

THE NEW SOUL OF JIMMY MCCracklin
LP-9319/LP-12319

SUM WHITMAN • A TRAVELIN' MAN
LP-9321/LP-12321

JOHNNY RIVERS' GOLDEN HITS
LP-9322/LP-12322

SLIM WHITMAN • A TRAVELIN' MAN
LP-9313/LP-12313

With these 8 great new albums

And with 13 Slim Whitman albums specially repackaged for lots of extra sales.
NEW YORK—Atlantic Records' summer LP program is over and the rewards are impressive: more than $3 million in sales during the run of the deal (April 1 to July 30), the label's best summer LP pitch ever. According to Len Sachs, album sales toper, the success of this year's program came as a result of a "combination of many factors, the most important being the tremendous sales potential of our LP product." Sachs also added such other achievements as distrib-salesmen cooperation in putting the program over, the general exposure of product by dealers and rack jobbers and radio spots, newspaper ads and special promo projects.

Sachs said the label got beneficial results from LPs with singles success backgrounds. These included dates by Otis Redding, Percy Sledge, the Young Rascals, Sonny & Cher, the Capitols, Sam & Dave, Bobby Darin and Wilson Pickett. Also, Sachs reported, dealers and racks stocked a greater variety of product, with larger selections of jazz and R&B albums.

H'wood Music Company Formed By Ex-Deejays

HOLLYWOOD—Two former Canadian deejays have formed Gillwood Corp., a record production, master placement and TV production firm which will be based in Hollywood. Partners are Bob Gillies, who previously had his own TV show in Canada, and Steve Woodman, who will have his own TV show on Channel 22 on the coast commencing Aug. 22.

Heading the publishing operation, Tempter Music (BMI), is Andie Lawyer, formed with Connie Francis in N. Y. and Mercury Records on the coast. Home address for the firms is 6290 Sunset Blvd.
Chess Family Rolls Come 11' For Fall LP's

NEW YORK—Chess-Checker-Cadet is looking forward to its largest sales volume in history with a "Come 11" array of album releases for the fall. The 11 new sets will be supported with special offers and incentives to salesmen and districts.

Heading the package is Ramsey Lewis' follow-up to his current single success, "In The Water" (Cadet) and Bobby Moore's follow-up to his "Searching For My Love" (Columbia). Also included in the release is "Sing A Song Of Soul" by various artists including Little Milton, Mitty Collier and Fontella Bass, among others; Pigment Markham has "If You Can't Be Good, Be Careful!" "The Comboak" is offered by Herb Lance; Ramsey Lewis has a second item in the group titled "Swingin'!" Sonny Stitt and Bunky Green offer "Soul In The Night;" and Kenny Bur-rell has "The Tender Gender." Rounding out the "Come 11" package are a trio of disks including "The Fantasitic Violinists!" and His Majestic Choir on "Just As I Am" and Rev. Singing Samuel Lewis has "I'm Glad About It."  

Capitol Record Club To Add UA & Subsidiary

HOLLYWOOD—Capitol will be the exclusive record club distributor for all albums on United Artists Records and its subsidiary labels when UA's present record club affiliation, with Columbia, ends on Nov. 2, 1966. In making the announcement, Edward L. Nale, president of the record club, said: "The addition of United Artists Records to the Capitol Record Club is an important step in an all-out campaign to become America's largest record club. We are particularly pleased that the great United Artists soundtrack catalog, added to those we now have on other labels, will make it possible to open a new club division devoted to motion picture soundtracks and Broadway original-cast albums."


Luci-Pat Laff Album Off To Strong Start For Jamie/Guyden

PHILADELPHIA—The Jamie/Guyden label is priming for a possible "First Family" seller with a new comedy LP, "What's Cooking Album Or The Great Society Affair," which, of course, centers around the recent marriage of President Johnson's daughter, Luci, to Pat Nugent.

Initial shipments, which went out last Wednesday (17), were at 75,000, according to Harold Lipinski, president of Jamie/Guyden. In addition, Lipinski said deejay acceptance of the LP's various bits was "strong."

The set was cut the day following the wedding, which took place Saturday, Aug. 6. It was produced and written by the pair who also play Luci and Pat, Kenny Solms and Gail Parent.

Free To Decca Family Promo Post In New York

NEW YORK—Ray Free has joined the promo forces of the Decca-Coral-Bravos as promo manager in the Metropolitan New York, Long Island and Newark territories, according to Lenny Salidor, promo & publicity director.

Tony Ponte, Hubert J. Stone

Ponte recently left the offices of record producer Shel Talmy in London, England. During his eighteen months with Talmy, he held the position of general manager of Orbit Music, Talmy's independent production company. He was responsible for the promotion, exploitation, and public relations of all artists in the Orbit Stable, which included the Kinks and the Who. He then ran the Planet label which Talmy formed in England.

Prior to this affiliation, Ponte was in partnership with Terry Oates, professional manager of Chappells Publishing in England. Ponte-Oates Productions was later taken over by Oates and Chappells when Oates re-joined them as professional manager.

Ponte recently moved to New York from his native England, where he assumes his new duties immediately.

He will headquarter at Decca's home offices in New York, located at 445 Park Avenue, reporting directly to Stone.

Parfait Label Underway

NEW YORK—Parfait Records has been formed here by Ronnie Eden. The company's first effort is "Walkin' On Eggs" by the Ground Floor People. Eden has also signed Angel Cooper to an exclusive disk pact. A management affiliate, Perform Management, will be headed by Dominick Cardoso. Several groups have been inked for representation. The company works out of 1995 Broadway.

Decca Names Tony Ponte International Promo Mgr.

NEW YORK—Tony Ponte is the new international promotion manager for the Decca, Coral, and Brunswick labels abroad, according to Hubert J. Stone, manager of Decca's international department. Ponte brings with him a long list of credits, as well as a knowledge of the European market, all of which is expected to further strengthen Decca's position internationally.

Bios for Deejays

Los Bravos

Los Bravos is made up of four Spanish-speaking so-called "exotic" groups. The group was formed in the summer of 1965, being an amalgamation of two pop groups, the Senor and the Runaways. They, as Los Bravos, made their debut on radio outlet in Madrid and quickly became very popular throughout Spain. Los Bravos followed up their success in Spain with a visit to the British Iles where they appeared on top TV and radio shows and thus spread their fame a little farther.

Of Los Bravos: Michel was born in Berlin in 1944 and was formerly with the Runaways; Manolo was born in Seville in 1945 and played with a number of groups before joining Los Bravos; Pablo is the group's drummer and he debuted in Barcelona in 1943; Tony plays both rhythm and lead guitar for the group and was born in Madrid; Miguel, who is the bassist, was born in La Coruña. Los Bravos is currently riding the Top 100 in their country with the Top 100 songs of "Folleto Black," which number 75 this week.

Wes Montgomery

Wes Montgomery is a jazz guitarist, he is certainly one of the most proficient and experienced jazz guitarists of our era but, more than that, he has somehow managed to brighten pop music that has so often separated the true jazz musician from the record buying populace of the pop world. Not only has Wes broken out of the confines of conformity in the field of acceptance, but he has developed a thoroughly unorthodox style of guitar playing that depends on a fast right thumb, .. sans pick. This artist is a modest man who once said that his biggest worry would be when his fingers got stiff.  

He paid his dues for many years, holding down a daytime job, working a nightclub gig, and working an after hours club gig. This was necessitated by his need to satisfy his own creative desires and still support a wife and 6 children. Wes first began to record in 1958 and not long after he was on the way up. Someplace along the line, John Leslie Mont-gomery of Indianapolis became known as Wes. "Tequilla," his current Verve outing, is number 94 on this week's Top 100 Albums.

Cash Box—August 27, 1966
EXCITING-UNIQUE
DRAMATIC-DARING
NEW-BOMBASTIC
ELECTRIFYING
THE 4 SEASONS
THEIR BIGGEST RECORD TO DATE
I’ve Got You Under My Skin
40393

IN A WORD
SALES
PHILIPS RECORDS
ONE WORLD OF MUSIC ON ONE GREAT LABEL

Cash Box—August 27, 1966
THE ABC OF FALL ENTER

RAY'S MOODS
ABC-259
Here's what the customer wants! From the up-tempo beat to the down-tempo blues, Ray's put it all in one package, adding The Ralets and The Jack Halloran Singers. He plays a lot of piano and a lot of organ, with big helpings of soul and genius. "Sentimental Journey", "By the Light of the Silver Moon", 10 others.

JAMIE AND THE J. SILVIA SINGERS
Taste and talent make this a listenable, danceable LP. Featuring Jamie's voice with three male background voices and the arranging and conducting of Don Costa, the selection of songs is unbeatable. "This is All I Ask", "A Taste of Honey", "Days of Wine and Roses", "Shadow of Your Smile", "It's Not Unusual", 7 others.

THE NEW OLD SWEET SONGS
ABC-563
A fascinating instrumental collection of mood, melody and nostalgia. 36 standard favorite songs (the youngest is 16 years old), You'll know the lyrics to many, the melodies of all. Music by Frank DeVol is guaranteed listening pleasure. Big orchestra arrangements with strings.

SPONTANEOUS FLAMENCO
ABC-564
Montoya claims this is his best LP to date. He has developed a more individual style—less perfect, less mechanical. The entire album was actually created at the recording session without previous programming or rehearsal. A rare LP for flamenco enthusiasts!

EL MUNDO LATINO DE YOMO TORO
ABC-565
Puerto Rico's best known guitarist is also the most sought-after musician in the field of Spanish music in the East. A New York City resident, he's recorded six LP's with Los Ranchos Trio (three with Eydie Gorme) and is now starred on his own. Spanish songs with four vocals.

SOMETHIN' FOR EVERYONE
ABC-566
Elton is one of the most respected and talented artists in the C&W field. His reputation has constantly grown through every communications medium. He's one of the world's best yodellers and his relaxed stylings have created fans throughout the world. "It Just Happened That Way", "No Letter Today", 10 others.

OLE DIXIE
ABC-367
Yank is back with his great Dixieland horn, playing up a storm with his Yankee Clippers ("Cuddy Cutshall", "Fie Woe" Russell, Dave McKenna, Bob Haggart), and the popular modern drummer Chico Hamilton to add Latin American percussion for exciting listening. "Daydream"; "What's New", "Tidgy Feat", 8 others.

LOVE IS A GUITAR
ABC-568
Featuring 8 different string instruments and full orchestra with chorus, arranger-conductor Peter DeAngelis, joined by guitarists Don Aronne, Al Cusaminton, Vincent Bell and Ralph Casale, highlights the versatility of the guitar. "Shadow of Your Smile", "Twilight Time", 9 others.

DELLA REESE LIVY
ABC-569
Della and friends at a Hollywood party with a microphone listening in. The informality of the album, combined with Della's personal magnetism make this a must! Great sidemen include Bill Doggett, Gerald Wiggins, Ray Brown, Bobby Bryant, Herb Ellis and Shelly Manne. "Who Can I Turn To", "There Will Never Be Another You", 8 others.

BASE SWINGIN', VOICES SINGIN'
ABC-570

SWEET PEA
ABC-575
Tommy's new LP is named for his current smash hit. Also includes other past hits like "Sheila" and "Everybody". This tremendously popular teen star will hit the LP chart soon with this one. Produced on the West Coast, it has the sound of today!

THE MAMAS AND THE PAPAS
CRASHAN SCREAMON ALL FALL DOWN
D-50010
With two million-selling singles plus a million-selling LP to their credit this year, this fantastic group has another winner in this eagerly awaited, pre-sold smash! Watch it hit the charts!

WHERE WERE YOU WHEN I NEEDED YOU
D-50011
Named for their current chart hit, this LP stars The Grass Roots in a collection of current hits by other artists and great new songs such as "Lollipops Train" and "This Is What I Made For". The "happening" group sings: "I Am a Rock", "You Baby", "Tell Me" and others.

LAR'S THEME
D-50012
The Brass Ring has captured widespread attention with its up-to-the-minute sound of good music critically hailed as tasteful, tuneful, romantic, lively and danceable. This instrumental collection is a tremendous followup to the favorite "Flight of the Phoenix". "Theme from Virginia Woolf", "Born Free", "Dear John", "Black Orpheus", and others.

ABC RECORDS PROUDLY PRESENTS THE FIRST 20th CENTURY-FOX ALBUMS DISTRIBUTED BY THE ABC ORGANIZATION—THREE ORIGINAL MOTION PICTURE SOUNDTRACKS OF MAJOR IMPORTANCE—

The Dino De Laurentiis Production of

...In the Beginning

An outstanding Motion Picture Soundtrack Album from the world's most eagerly awaited film due to open throughout the United States on September 28, 1966...featuring an inspiring 8 minute narration of THE CREATION by John Houston

ALBUM AVAILABLE NOW!
A MUST FOR EVERY HOME

MEDITATIONS
A-9110
1965's "Jazzman of the Year" presents another major work in the same vein of serious exploration begun in the award-winning "A Love Supreme". This LP marks the introduction of Coltrane's new group, highlighting McCoy Tyner and Elvin Jones.

ALFIE
A-9111
Sonny Rollins' first score for a motion picture, and Oliver Nelson's arrangements closely follow the original sound recording. The film is England's entry in the Cannes Film Festival, and Rollins' music contributes greatly to its artistic merit.

TIME WILL TELL
TRC-1506
A great instrumental album from Ray Charles label featuring many of the jazz greats, highlighting the tremendous talent of arranger-composer-leader-musician John Anderson. You'll hear Bobby Bryant, and others with the trumpet and flugelhorn of Anderson himself.

TANGERINE
IMPULSE
TIME WILL TELL
JOHN ANDERSON

How To Steal A Million
4182
The sophisticated soundtrack music from Radio City's biggest box office attraction in years starring Audrey Hepburn and Peter O'Toole. With music by Johnny Williams, the LP is cosmopolitan and chic with touches of adventure and action.

Gary McFarland: Profiles
A-9112
Recorded live in New York City at Lincoln Center's Philharmonic Hall, contains McFarland's music written specifically for the concert and for soloists who rarely have an opportunity to play in an authentic jazz concert.

The Further Adventures of El Chico
A-9114
In the Latin groove, this features Chico's basic group, with the addition of Clark Terry and Jerome Richardson. A great followup to the best-selling "El Chico" LP.

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SIMPATICO A-9122
Gary and Gabor play together for the first time in a small group. Soft jazz arrangements make this LP of unusual appeal. Features originals, current tunes like "The Word", and standards such as "Cold Water", with unique bits of singing, humming and whistling.
NEW YORK—RCA Victor has set the release of 31 new LP’s for the month of Sept. The albums include a medley of popular titles from the catalog of the Richmond Organization as well as the newly released walks, including a special tribute to the music of the 20th century. The albums are designed to appeal to both classical and popular music fans.

Sheet Music & Folio Sales Rising At TRO

NEW YORK—Shipments of all types of music in all departments are up at the Thompson and Ross organization, indicating the continuing popularity of sheet music and folios. The company has seen a marked increase in sales of classical music, as well as in popular music. The increase is attributed to the growing interest in music education and to the increased number of music schools and programs. The company has also seen a rise in the sale of sheet music for use in worship services and religious settings.

June Phonos, Radio Sales Show Increase

WASHINGTON, D.C.—A continuing upward trend in both radio and phonograph sales during June as compared to May is indicated by the Electronics Industries Association. The increase is attributed to the growing popularity of electronic components and accessories.

New Release Celebrates Ember’s 7th Anny

LONDON—Ember Records is celebra- ing a seventh anniversary with what it terms its best LP release to date. Seven LP’s are being released for Sept., including the following:

Sony Video Unit Aids Frediana Management

NEW YORK—Fred Weintraub, prexy of Frediana Management, has installed a Sony Videocorder in the firm’s New York offices. The machine enables Frediana’s agents to view their acts and make necessary refine- ments before going on the road as well as being a showcase for agents on procedures under the “under-the-counter” guidance of David Lewis, who is in his 5th year with the company. The art department, considered one of the most integral forces behind the success of the label’s LP’s is headed by Jerry Fifer, who is responsible for all sleeve designs, sales, packaging and promotions. Fifer has been with the company since its inception. Under his direction, the art department has recently expanded. Striking a blow for women in the business world is Copyright & Royalty manager, Margaret Brein, and her long time aide Sandra Cackett. Em- ber’s video promotion department is headed by Duncan Storrs and press is handled by Jane Grimnade. Carl Dortez carries a heavy load in the corporation’s day to day activities.

Gary Lewis Drafted

LOS ANGELES—Gary Lewis, leader of The Playboys, has received official notice dated December 5 to fulfill his military ob- ligation. Between now and departure date, Lewis and the Playboys will be playing a heavy list of concert dates in the various parts of the country. From Aug. 21 to Aug. 27 they perform at the Steel Pier in Atlantic City and then for ten days in mid-August in Detroit, Michigan (8/30-31), Detroit, Connecticut (8/31), Chicago, Illinois (9/10), Alameda, Penn. (9/3-5), Kalamazoo, Michigan (9/9), Chicago, Illinois (9/10) and Waukegan, Illinois (9/21).

Happy Break

Louis Armstrong and Guy Lombardo did a bit of sightseeing at a recent Capitol session where two times from their Jones Beach spectacular “Mardi Gras” were re- recorded. The sessions, consisting of them during the break, were from the Hawtham’s Gaslight Club, which was celebrating “Mardi Gras Week.”

Cash Box—August 27, 1966
THE TROGGS Smash Album
"WILD THING" is ON ATCO

It contains WILD THING, WITH A GIRL LIKE YOU, and ten other great sides by The Troggs

ATCO 33-193/SD33-193

Page One Production • Licensed To York/Pala Records • Charles Greene-Brian Stone

Cash Box—August 27, 1966
London Intensifies Drive For Single Hits

NEW YORK—The London group is currently intensifying promotion on the 45s of the Parrot label. iris, which has issued nearly 20 singles in the past few weeks and, according to staff chief (saxist) Walt Maguire, is pushing the entire product. The recent London group, including Don Dill, Joe Bravos with "Black Is Black" and Fili Carriage with "Destinian," are "believers." These artists are on the Press and Parrot labels, respectively.

Creative Products Dept. Established At CRDC

HOLLYWOOD—CRDC has formed a creative products division which will be responsible for sales and merchandising of all premium products, according to Stan Gottlieb, president of Capitol Records distribution arm. Harry Mynatt will head the new department as CRDC's national manager of creative products. Mynatt is a 20-year veteran of the premium merchandising field who, prior to joining Capitol, was responsible for and designed many of the merchandising programs for the "Queen For A Day" radio and TV programs.

Musorck Kicks Off Steve Rossi Promo

NEW YORK—Musorck Records has launched an all-out promotion to establish Steve Rossi (of the Allen and Rossi comedy duo) as a major recording artist. Rossi has already cut an album for Musorck and the label has just rushed out a single entitled "Dummnage, Dummnage," Art Talmadge said that he feels this is the disc which will establish Rossi as a major name among the set of the day's top ballad singers.

The label is迸行ing a promotion ploy for the Mike Douglas Show, Merv Griffin Show, and Ed Sullivan Show as well as a number of network and local radio and TV outlets.

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.

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

BLUE NOTE
Terms on entire back catalogue as well as new releases available from distributors. Until Sept. 16, 1966.

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

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

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

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

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

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

IMPERIAL-MINT

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

LIBERTY-DOLTON
Terms on the entire Liberty Premier Series and Dolton back catalogs available from distributors thru Sept. 16, 1966.

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

MERCURY
Special discounts available through distributors. Expiration date not announced.

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

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

PHILIPS
Dealer incentive programs. 10% discount on all new and catalog popular 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.

SCENTER-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.

STARDAY-NASHVILLE
20% discount on all economy priced LP's including 16 new releases. Thru Oct. 1.

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

VANGUARD
20% discount on all new and catalog products. 10% discount on pop and folk albums. The Everyman's line carries a 10% discount. Expiration date: Aug. 31.

WORLD PACIFIC-PACIFIC JAZZ
Special program available thru Sept. 16, 1966.
Now getting heavy air play on stations across the country, including WHK—Cleveland, KDKA—Pittsburgh, WMEX—Boston and many others. Order now—#8925.
NEW YORK—If you want an evening's pleasure, one way of being sure to have it is to see Ralph Sandler and Tony Young at the Persian Room. The continental, multi-lingual Tony and the Bronxite Ralph are the perfect foils, one for the other. Whether in songs or prose or matter the excitement generated by their perfectly coordinated display is the excitement that arises out of the enjoyment of pure talent. The essence of the Capitol's duo's act is contained in songs and the boys' completely different vocal techniques perfectly, no matter what the tempo or mood of the song. Among the high-light moments of the Sandler and Young Friday were the little back room hit "Mr. Bass Man", a song that gets every possible laugh and a trip around the world with a popular lady named Dolly. The boys, who were recorded from the Persian Room. The mood created with the French-English countermatched version of "What Now My Love" ("Eh Maintenie," a specially knuckled of matching English and French couples is in those harmonious pairs left the audience stamping, clapping and shouting for more.

Kay Anthony

NEW YORK—Kay Anthony is taking no chances as the master of a first-rate musical instrument crew and four gal singers. He has something for everybody and the instrumental harmonization (most of it blue) and, of course, an agile accompanist of his own design. This package, called the "Bookend Review," is currently on display at the Tower Room of the American Hotel, where its contents were unloading for Tower's catalogue Monday (15). Instrumentally, Anthony and his boys are dishing out a happy sound, covering lots of pop-ground, such as Dixie, Swing Era, rock 'n' roll and the Tijuana Brass (this is a "salute" medley and a dashing exciting one). The girls, all striking and always geared to the best physical advantage, are eager and, one of them, Diane Varga, has a keen comic sense, especially during a take-off on the songs of "let's see what he pulls out of the bag" way. She can do a whacky teen step with the best of them, with "Everybody Swings, sweetheart of one of the unhindered joys of the evening. Anthony and drummer Tommy Melton are a striking Swing Era pair on "Sing Sing Sing" and "And The Angels Sing." Anthony, of course, also fills in as a comic, cracking one-liners while Anthony is either playing or singing and doing excellent impersonations of popular singers and actors. While Anthony's vaudeville-type approach has an element of sadness in that it underscores the end of Big Band appeal sans hokum, the Capitol Records artist, blessed with a good personality, is the kind of artist and fine artist in his own right of an ensemble team from the summer's heat.

Vikki Carr

LOS ANGELES—That compact Carr, currently on display at the Westside Room of the Century Plaza Hotel, comes loaded with every conceivable accessory—possibly the brightest, most polished, sleek-lined and fast-wheeling female performer engineered on the coast during the past five years. There's a modest threat for opening nights (it's also reprised at the scheduled conclusion of the show) in "You're gonna Hear From Me," that soon-standard from "Inside Daisy Clover," but it's definitely after the fact. Carr and her orchestra have demonstrated in her initial "Discovery" LP for Liberty and her year-long, a half-a-back-door debut. This '66 model is certainly more self-sufficient, of course, with a greater variety of material to display her versatility. Altogether there are sixteen songs in the hour one show. An "arrangement" of "San Francisco." "Poor Butterfly/Stay" and "Surrey With A Fringe On Top"

NEW ADDITIONS TO TOP 100

64—CHERISH
The Association (Valiant 247)
77—I CHOSE TO SING THE BLUES
Ray Charles (ABC 10840)
82—AIN'T NOBODY HOME
Howard Tate (Peavey 10428)
83—CAN'T SATISFY
Impressions (ABC Paramount 10831)
94—66 TEARS
(Record Makers Mark) & Mysticians (Crest 432)
85—KNOCK ON WOOD
Otis Redding (Stax 1946)
87—MY SWEET POTATO
Booker T & MG's (Stax 196)
90—YOU'LL BE GONNA MISS ME
Johnnie Taylor (Soul 101)
100—A CHANGE ON THE WAY
Tony Knight & The Pack (Columbia 429)
73—SOMEBODY
Walter Warden (Verve VRK 10421)
77—BORN FREE
Roger Williams (Kapp 761)
77—JUST LIKE A WOMAN
Manfred Mann (Mercury 72607)
77—RUMORS
Slydine (Bell 466)
97—WHEN YOU WAKE UP
Cash McCall (Thomas 4830)
100—CAMPBELL GIRLS
Elvis Presley (Columbia 42740)
87—AIN'T GONNA LIE
Keith (Mercury 72596)
100—GET AWAY
Bobby Darin (Mercury 66189)

TO LET ME TELL YOU BABE
Ilse Carl (Capitol 5683)
LOVE IS A HURTIN' THING
Lou Rawls (Capitol 5709)
IN THE ARMS OF LOVE
Bobby Williams (Columbia 43737)
SLEEPY SERENADE
Pete Fountain (Coral 62596)
PASS ME BY
Glenn Miller (Epic 10028)
HEY, GOOD LOOKING
Bill Black's Combo (Hi 2106)
JUST LET ME CRY
Jimmy McCracklin (Imperial 61801)
AFFINIDAD
Farrell Garner (JAGM 15547)
NON... CEST RIEN
Yvonne Streisand (Columbia 43739)
PROMISES
Roy Carlos Singers (Command 4085)
MORNING MEANS TOMORROW
Johnny Rodgers (Vel 10746)

GRIPPING—At a recent reception given for Tennessee Ernie Ford in Nash- ville, one of the main topics of discussion was the upcoming Music City Pro- Celebrity Golf Tournament and Ford along with Eddy Arnold and Don Pierce did what all golfers do, compare grips. Tickets for the tournament, which will be held at Nashville's Bluegrass Country Club went on sale last week. The tournament dates are Oct. 15 and 16.
RACK JOBBERS: THIS LI’L GAL IS GUARANTEED TO KEEP THE WOLF FROM YOUR DOOR!

LI’L RED RIDING HOOD
SAM THE SHAM & THE PHARAOHS

The single sold a million.
Now the album’s moving by the tens of thousands.
Stock up now. Call your MGM distributor today!

MGM Records is a division of Metro-Goldwyn-Mayer Inc.
AXTON IN ACTION—Twentieth Century-Fox's new A&R director Jackie Mills (left) was photo'd with folk singer, composer, actor, Hayt Axton at a recent session where Axton cut four tunes from the film “Smoky” in which he co-stars with Fess Parker. The first two sides “Smoky” b/w “Five Dollar Bill” were recently released.

AF/Cheetah In Disk Deal
NEW YORK—Herman G. Gimble, president of Audio Fidelity Records and Oliver Coquelin, co-owner of Cheetah have jointly announced that a contract has been negotiated giving AF exclusive recording rights at the popular club. The rights covered in the agreement also include the soon to be opened Chicago and Los Angeles Cheetahs, as well as the parent New York club. Plans are reportedly in progress for the live recording of the activities at the Cheetah clubs as they open. The first LP in the series will be released shortly.

Audio Fidelity is combining forces with the indie production firm of Murray Wecht Associates on the first album.

Chi-Sound Music Opens N.Y. Office
NEW YORK—Guy Draper has been named head of the New York office of Chi-Sound Music, Mayfield Records, and Windy City Records. Co-owner Mayfield, in making the appointment, noted that Draper will be his personal representative on corporate matters as well as being general manager and producer of the three firms. Draper is currently compiling an up-to-date catalog of Chi-Sound listings at the outfit's New York headquarters at 1650 B'way.

TRO And Decca Launch Joint Promo On The Who
NEW YORK—A combined major promotion is being launched by the Richmond organization and Decca Records on “The Kids Are Alright” by the British group, the Who. TRO holds publishing rights for the tune in the U.S. and Canada. A number of special promotion opportunities have been engaged for regional plugging of the deck. Supplementing the efforts of the entire Decca field and promotional apparatus along with the professional promotion work for “Penny” for the Boston and overall New England market; Pete Wright for the midwest; and Derek Taylor (of H'wood) assisted by Anya Butler will coordinate the drive in the western states.

The Who is expected to arrive in the U.S. early in Sept. to undertake an extensive promotional tour.

Koppelman-Rubin Set Hot Pace For 1966
NEW YORK—With “Summer In The City” recently on the top spot on the Top 100, Charles Koppelman and Don Rubin's Faithful Virtue and Chardon Music publishing firms are currently setting a hot pace in the industry with five top ten records (including “Summer In The City” and “Daydream” which both went to number one) since the first of the year and one top twenty—“Younger Girl” by the Critters.

The Koppelman-Rubin parade of hits started in Jan. with “You Didn’t Have To Be So Nice” and continued with “Daydream,” “Did You Ever Have To Make Up Your Mind,” “Who Is Piper” and now “Summer In The City.” For “Pied Piper,” the current Jamie outing is the vehicle for the song’s second trip to the charts. It first connected in a version by the Chargin’ Times that failed to go the route although it got up as high as top forty before falling off the lists.

In the foreign market, both Faithful Virtue Music and Chardon Music report that they have scored heavily with “Summer In The City” and “Summer In The City” moving into the top ten in England, Sweden, France, Ireland, Australia and South Africa.

Expanding to meet the increasing demand for its material, the Koppelman-Rubin publishing organizations recently opened a Hollywood office under the aegis of v.p. Gary Klein who has established permanent residence in California.

The youthful publishers have also diversified into the film music field with “Tiger Lily,” a motion picture scripted and narrated by Woody Allen with the score and theme published by Faithful Virtue Music and written and performed in the film by the Lovin' Spoonful.

An aside of some note to the Koppelman-Rubin story is the comparative youth of both the two principals (26) and the firm itself (less than 18 months).

No Cold Here
While flipping through the latest issue of Cash Box, Warner Bros’ Marvin Dean (left) and Don Schmitzer were photo’d in the business’ new West Coast office. The handy woodburner in the foreground seems terribly extraneous in view of both the climate and the company's current sales statistics.

Cash Box—August 27, 1966
If you sold up a storm with “Don’t Bring Me Down,” follow through with the follow-up hit!

ERIC BURDON & THE ANIMALS
SEE SEE RIDER

b/w She’ll Return It K-13582
from the great new album, ANIMALIZATION E/SE-4384

MGM RECORDS
MGM Records is a division of Metro-Goldwyn-Mayer Inc.
NASHVILLE!

That’s where it’s at

The Country Music Festival

Cash Box will be where the action is with a special Convention Edition!
Plan now to have your ad message in it!

First Forms Go To Press
The Week Of

OCTOBER 3rd

Contact your nearest CASH BOX Rep.
ANYONE WHO'S EVER LVED
ANYONE WHO'S LVED AND LOST
ANYONE WHO HOPES TO BE IN LVE
WILL LVE

Some of the Great Hits
Written by
Paul Vance & Lee Pockriss
"Johnny Angel"
"Catching A Falling Star"
"Itsy Bitsy Teenie Weenie Yellow Polka Dot Bikini"
"Calcutta"
"Star Bright"
"Gina"
"What Will Mary Say"

"What Is Love"
"In My Room"
"Tar & Cement"
"Can I Trust You"
"In My Little Corner Of The World"
"Seven Little Girls In The Back"
"My Heart Is An Open Book"

Who Says Great Songwriters Can't Sing?
Here's the First — the Original — the Best • Beautifully Recorded by the writer
PAUL VANCE

Produced by
PAUL VANCE AND LEE POCKRISS

Arranged and Conducted by Lee Pockriss

B/W SEXY

AND ANYONE WHO WANTS TO RACK UP HISTORY MAKING SALES WILL FEATURE

DOMMAGE, DOMMAGE
THE GREATEST SOUNDS ARE ON SCEPTER 12164
Choosing

Voyg Gilmore, Capi-

tol's A&R vice-
president, (seated, left) and pro-
ducer Dave Axelrod

(standing, right) discuss

possible material with

Diane and Susan Ros-

hay, and other members

of the Lively Set.

The seven-member vocal

group has just inked a

Capitol contract and are

regular members of the

NBC-TV's John David-

son Show. First sessions

are scheduled this week

at the label's Hollywood

Tower.

Camel's Rosenthal To

Coast With Sales Hike

PHILADELPHIA — Al Rosenthal,

president of Camel/Parkway

Records, is now on a two week swing of

major cities on the West Coast. Rosen-

thal will meet with artists, deejays,

distributors, producers and major re-

tailers. The tour is the first in a

series that the exec is planning to

make to key parts of the United

States for an in-person assessment

of the current record scene.

Prior to his departure, Rosenthal

noted that the label is currently en-
njoying its peak sales period of

the past two years, with "96 Tears" by

Question Mark & The Mysterians,

"World Of Fantasy" by the Five

Trotters and "A Change Is On The

Way" by Terry Knight & The Pack

leading the sales parade.

The Windy "C" label has renewed

its worldwide distribution deal with

Camel/Parkway and Centaur Records

has entered into a similar agreement

with the Philadelphia based firm, Rosenthal added.

B'way Recording Expands:

Adds Edward Gray To Staff

NEW YORK—Ed Gray has been

added to the staff of Broadway

Recording as an assistant engineer, a

move which enables the studio to give

24-hour service whenever required.

Gray's appointment was announced

by Pat and Mike Jacques, co-owners

of the outfit, who also noted that the

firm has installed a new 4-track con-
sode and plans to build a video center

in the fall. In addition to handling

recording sessions, Broadway Recording

has been active in the TV com-

merial field.

Lauber Matter & Amy Deal

NEW YORK—Ken Lauber and Alex

Matter have concluded a deal with

Larry Uttal and Amy Records to ar-

range and produce a recording

of their first single, "Gamez," by The

Reasons Why, which was released last

week. The discs will be distributed

dationally and internationally by Ut-

tal Ventures.

A second recording session for The

Reasons Why is scheduled for the first

week in September.

Almost Persuaded? Persuasive

NEW YORK—"Almost Persuaded."

The Ephrata, Pa. country and west-

ern favorite David Houston was re-

leased approximately 3 months ago

and it was almost immediately estab-

lished as a Country and Western hit.

With many of the top jukebox breaks

since, however, it was obvious the record

was a natural pop tune as well. Sales began

to mount and top 40 stations in major

cities picked up on its play. The rec-

ord made the top 40 hit and hit the 100

pieces, according to the label. An

 Epic album by Houston with the same

title has been released, and the full

potential of "Almost Persuaded,"

the pickup on this record has truly

surprised us," states Sol Rabi-

nowits, Epic's Director of Merchan-

dising. "The record is being played on

top 60 radio stations in such cities as

Philadelphia, St. Louis, Houston,

Atlanta, Baltimore, Washington, Bos-

ton, Buffalo, Chicago, Cleveland, and

Detroit, and sales have been as big as

big as many records in the top 10."

Ann Lipman Joins De Nave Associates

NEW YORK—Connie De Nave, prin-

cipal of the firm which bears her

name, announced last week that Ann

Lipman, former national director of

promotion and public relations for the

Mainstream Records, has joined the

firm of Connie De Nave public rela-

tions as an account executive. Her

duties will encompass press relations

for the promotion of为

a graduate of Jackson College of

Tufts University, Ann is no stranger to

public relations since she has been a

merit client, Carmen Mae Rae, Mor-

gan King, Bobbie Brookmeyer and

Clark Terry.

Miss Lipman's duties will also in-

clude dealing with the New York and

Hollywood trade magazines.

Joy' LP Goes To Quality In Canada

NEW YORK—Quality Records of

Canada has acquired an LP from

Avant Garde Records, this city, for

distribution in that country. The al-

bum is "Joy Is Like The Rain" by

the Medical Mission Sisters of Phi-

delphia. In addition, reports Avant

Garde's Walter Blumberg, Chappell

Ltd. of Canada has rights to the ma-

terial as acquired from Vanguard

Music.

Book Review:

Bob Gallo & Chris Huston
Debut 'How To Record' Book

NEW YORK—"How To Record

Professionally" or How To Make A Hit

LP book has been written by Bob

Gallo and Chris Huston of the Talents' Recording Service.

This book has been prepared for the

lyman and is unnumbered by

highly technical details that might

tend to confuse those just starting

out in the field. Retailing at $1, this

could be of help to fledgling singers

and groups. Gallo and Huston have

avoided mention of their own studio

except for credits on the inside of

the back cover.

Col. Bows Murrow Memorial Album

NEW YORK—Columbia Records

has released a comprehensive album

which deals with one of the most im-

portant periods in the career of

famed reporter Edward R. Murrow.

The two-LP documentary set, entitled

"Edward R. Murrow—A Reporter

Remembered—Volume One: The War

Years," contains his broadcasts from

August, 1939, and February, 1942.

Assembled from the Columbia

Broadcasting System and British

Broadcasting Corporation records,

the album includes Murrow's

broadcasts and reports which were

never before heard, and in which

Sheldon Hoffman, the narrative

announcements are by Douglas Ed-

wards.

A highlight of the album is ex-

cerpts from Murrow's coverage of the

well broadcast to the British people,

"A Reporter Remembers." Also in-

cluded are recordings of Murrow's

World War II broadcasts from Eng-

land, and accounts of air raids, high

points in the career of Winston

Churchill, reactions to bombings, the

African campaign, the Berlin raid,

D-Day, the Arnhem drop, Buchen-

wald, and the liberation of

Piedmont Circus on VE-Day.

Contained in the liner notes for the

album is a commemorative stamp,

in which Friendly states: "This

album is about that wonderful instrument

—the radio—and the quiet, brave man

who made it a weapon of truth and de-

fense. Twenty-five years from now,

broadcast journalists may find it useful

of surprise to discover what made Ed Murrow

the man he was. His own words under

the firm of New York and Hollywood—

an historic legacy of a noble man."

In Session

Deere Len Barry (third from left) checks the charts with his ar-

ranger and producers (left to right) Jimmy Winters, Dave White and

Johnny Rodgers during the changer's latest ses-

sion. The result of the date, "I Love You" and "Love Is" was

recently released.
WE’RE ON THE AIR & WE’RE HEADIN’ FOR THE CHARTS

TARZAN

#5847 (TARZAN’S DANCE)

THE MARKETTS

GIANT TIE-IN PROMOTION WITH THE FORTHCOMING NBC-TV SHOW SOON TO BE ON THE AIR

WARNER BROS. RECORDS

THE FIRST NAME IN SOUND
FROM COVER TO COVER

THEY’RE IDENTICAL . . .

... only the wrappers in which the two were mailed were different. The one on the left had a Detroit address. The one on the right went to France. The only other difference was postage.

But once the wrapper is off the contents are identical.

Our subscribers in Guam, Germany, the Congo and England read the exact same Cash Box read in Seattle and Miami. Not one word is changed.

You might look at it this way for a moment. When an ad is run in Cash Box and is designed to attract the attention of the local disk jockeys and dealers, the same copy is being digested by the International market . . . . and at no additional cost. And there are some people who say that a smash hit single often can sell more internationally than it does domestically.

So the next time you have a hot story to tell, tell it in Cash Box and tell the world.
FIRST OUT WITH THE BIG HIT BALLAD! "DOMMAGE DOMMAGE"

By STEVE ROSSI
MUSICOR 1202

HELLO DERE — WE'RE PLUGGING STEVE'S NEW HIT "DOMMAGE, DOMMAGE" IT'S HIS LATEST!

I WISH MARTY WOULD STOP PLAYING MELANCHOLY BABY AND PLAY MY NEW RELEASE "DOMMAGE, DOMMAGE"

MARTY, IT'S CALLED "DOMMAGE, DOMMAGE" NOT JOE DIMAGGIO

C'MON GRAMPA LISTEN TO MY NEW HIT "DOMMAGE, DOMMAGE" — IT'S GREAT!

Cash Box—August 27, 1966
I CAN'T GIVE YOU ANYTHING BUT LOVE (2:48) [Mills, ASCAP—McHugh, Fields]

MILICA (2:50) [Roosevelt, BMI—Kaempfert, Rehbein]

BERT KAEMPFERT (Decca 32008)

Bert Kaempfert always stimulates plenty of sales activity and this new reading of "I Can't Give You Anything But Love" should become a hit. The "Oh" of the opening is followed by a stream ofhear-arresting musical flavors. "Milica" is an interesting, moody, sans-vocal tune.

I CAN MAKE IT WITH YOU (2:57) [Blackwood, BMI—Taylor]

COME A LITTLE BIT CLOSER (2:13) [Pietroboni, BMI—Breyer, Hart, Farrell]

POZO SECO SINGERS (Columbia 43784)

The Pozo Seco Singers can certainly do a land-office business with this power-packed new release called "I Can't Make It With You" (Jackie deShannon also has a version of the tune out on Liberty). The crew rehersalized this letter-sweet romantic about a fella's sure that he can do anything with his gal by his side. "Come A Little Bit Closer" gets a slick, rhythmic reading on the coupler.

A TIME FOR LOVE (3:19) [M. Witmark, ASCAP—Webster, Mandell]

TOUCH THE EARTH (2:05) [A&M, ASCAP—Southern, Allen]

TONY BENNETT (Columbia 43768)

The veteran Columbia hit-maker is a natural to hit both the Top 40 and middle-of-the-road playlists with this excellent item, "A Time For Love," which is from the soon-to-bow "An American Dream" flick. The side is a tender, lyrical slow-moving warm-hearted pledge of devotion. "Touch The Earth" gets a hauntingly lovely reading on the flip.

SAFE AND SOUND (2:45) [Chervis, BMI—Miner, Davis, Smith]

YOU'LL NEVER EVER KNOW (2:59) [Chervis, BMI—Sain]

FONTELLA BASS (Checker 1147)

Fontella Bass can surely get back in her money-making pop-r&B ways with this blue-ribbon newie dubbed "Safe And Sound." The tune is a lively, hard-pounding rhythmic handclapper about a lucky gal who can no longer be hurt by her boyfriend. "You'll Never Ever Know" is a traditional, blues-soaked heartbreaker.

DOMMAGE, DOMMAGE [Leo Feist, ASCAP—Vance Pockriss]

STEVE ROSS (2:13) Musicor 1292

PAUL VANCE (2:29) Wand 12164

JERRY VALE (2:53) Columbia 43774

Here's a trio of releases of a new tune dubbed "Dommage, Dommage" which seem destined to create excitement aplenty. Messers Rossi, Vance and Vale all turn in splendid renditions on the lyric, slow-shuffling hauntingly melodic tale of remorse about a romance which ends up on the rocks. Eye them all closely.

SAN FRANCISCO WOMAN (2:53) [Metric, BMI—Lind]

OH BABE TAKE ME HOME (3:33) [Lind]

BOB LIND (World Pacific 77839)

The fine singing-writing talent could have a strong chart comeback with an infectious tune about a woman who is today's version of the gal mentioned in "The Lady Is A Tramp." The lyrics are a delight, and the tune has an immediate attention-getting manner. Flip is a reflective item.
**RECORD REVIEWS**

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

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

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**Cash Box**

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**Pick of the Week**

IT'S ONLY LOVE (3:38) [Pamper, BMI—Cochran]

THEN GO HOME TO HER (2:51) [Pamper, BMI—Cochran, Seely]

JEANNIE SEELY (Monument 9651)

Jeannie Seely hit last-time-out in both the pop and C&W fields with “Don’t Touch Me,” but this fine follow-up should also reap dual-market honors. The “A” side here, “It’s Only Love,” is an especially tender, shudder-shuddin’ weeper about an unfortunate gal who spends all her time carrying the torch for her ex-boy. “Then Go Home” is a tradition-styled, country lament.

HI-LIL, HI-LO (2:50) [Robbins, ASCAP—Kaper, Deutsch]

TAKE ME HOME (2:48) [Alan Price,PRS—Price]

ALAN PRICE SET (Parrot 2007)

The Alan Price recently clicked with “I Put A Spell On You” and this new Parrot re-working of “Hi-Lil, Hi-Lo,” seems promising enough to go the whole chart distance. The crew dishes-up the familiar romancer in an infectious, swingin’ low-key style. Tremendous potential here. The undergrad, “Take Me Home,” is a rollicking ditty about a country lad who’s had enough of city life.

**Newcomer Pick**

LAST TRAIN TO CLARKSVILLE (2:40) [Screen Gems-Columbia, BMI—Bryan]

TAKE A GIANT STEP (2:32) [Screen Gems-Columbia, BMI—Goffin, King]

MONKEES (Colgems 1001)

The Monkees can establish both themselves and the new RCA Victor—distributor Columbia label in one fell stroke. Colgems label with introductory item called “Last Train To Clarksville.” The side’s a hard-driving, pulsating waltz catchy with rapping riff. “Take A Giant Step” is a tender, lyrical slow-moving romancer.

AIN’T GONNA LIE (2:56) [Screen Gems—Columbia, BMI—Powes, Fishoff]

ITAL STARTED ALL OVER AGAIN (2:34) [Hill & Range & Westbound, BMI—Ross, Renzetti, Fredrick, Bryan]

KEITH (Mercury 72596)

Newcomer Keith stands an excellent chance of having a tremendous best-seller on his hands with this top-notch Mercury release titled “Ain’t Gonna Lie.” The tune is a medium-paced, rhythmic, easy-swinging shuffler about a determined folks who promises himself that he’ll turn over a new leaf in the romance dept. “It Started All Over Again” is a lyrical, slow-moving teen-angled romancer.

THREE WEEK HERO (2:56) [Treaty, BMI—Stewart]

POOR ALBERT IS GONE (2:05) [Treaty, BMI—Stewart]

POMONA JOE PENNYWORTH (Ato 6432)

Pomona Joe Pennyworth could take the nation by storm with this oftbeat, laughfilled, outing dubbed “Three Week Hero.” The swangy, medium rock ditty goes deep, with much tongue in cheek, into the meteoric rise and fall of a hitmaker. The flip, “Poor Albert Is Gone,” is a soft, haunting, lyrical unusually ditty.

**Best Bets**

THE MAGIC MUSHROOM

(Warner Bros. 5846)

- A M O S T P E R S U A D E D (2:28) [Al Gallico, BMI]
  - SUTTON, SHERRILL Pattie Page can generate plenty of sales and airplay activity with this top-notch reading of the current David Houston pop-country smasheroo. The lark reads the heart-tugging tale of temptation in a sincerity sweet style. Eye it.

(B+) IT’S THE WORLD OUTSIDE (1:54) [Vinings, BMI—Tapp, Tubert] This one is an easy-going, rhythmic, dual-track bluesy affair. Rock back home.

JANE MORGAN (Epic 10065)

- GOOD LOVIN’ (2:13) [T.M., BMI — Clark, Resnick] Jane Morgan would get the Moonshiner Brasses’ smash “Good Lovin’” loads of spins via the middle of the room and good music outlets. The lark’s reading of the tune swings from start to finish.

(B+) ELUSIVE BUTTERFLY (Matic, BMI—Lind) Another smooth reading of a Top 40 tune.

BARRY ALLEN (Dot 16927)

- TURN HER DOWN (2:29) [Ivy, SESAC — Johnson] Pretty, lilting, easy paced ditty should get lots of attention for smooth voiced chanter Barry Allen. Loads of both dance and listening appeal packed in here.

(B+) STUMBLE AND FALL (2:94) [Dundee, BMI—Mitchell] Medium paced, throbbing out.

B. BUMBLE & STINGERS (Mercury 72814)

- GREEN HORNET THEME (2:17) [Hastings, BMI—May] B. Bumble and the Stingers should buzz round loads of outlets with this groove, quick moving out of the theme from the forthcoming TV series. Could click with the vast video exposure.

(B+) FLIGHT OF THE HORNET (2:56) [Screen Gems-Columbia, BMI—Hall, Pierce] More good sounds back here.

RONNIE JONES (Smash 2047)

- MY ONLY SOUVENIR (2:57) [Nec, North, BMI—Wilson] Ronnie Jones should find a warm reception from the teens with this smooth, tuneful taking tale of 1st love. The emotion packed lyric is provocatively delivered to an infectious ork backing.

(B+) SATISFY MY SOUL (2:16) [Near North, BMI—Wilson] Smooth, bluesy ode.

LARRY BRIGHT (Dot 16922)

- MONEY (2:00) [Jetobe, BMI, Good, Bradford] Solid, rockin’ medium-paced outing should score spins and sales aplenty for chanter Larry Bright. The potent tune is driving across with a throbbing, infectious arrangement.

(B+) PARCHMAN FARM (2:23) [Treaty, BMI—Allison] Solid funk sound back here.

MARTY MANNING & THE CHERIQUES (Columbia 47349)

- TARZAN (Tarzan’s March) (1:56) [Pin-Tar, BMI—Lee] With its free-swinging vibe, this rendition of the theme from the series should stir loads of fans around the program. The driving, solid sound of the tune should add to the interest.

(B+) SUNNY (2:27) [Smash, BMI—Hebb] Pretty reading of the current tune.

SAM BAKER (Sound Stage 7 2568)

- SOMEONE (BIGGER THAN YOU) (2:25) [Capo Ann, BMI—Morgan] Sam Baker should be off chosen by both Top 40 and C&W devotees for spinning on this easy paced, emotion filled outing. The chanter does an extra pretty job of telling this love story.

(B+) LET ME COME ON HOME (2:37) [Capo Ann, BMI—Orange] Smooth, soulful outing.

THURSDAY’S CHILDREN (N-Joy 1919)

- RUNNING AROUND ON ME (Rocrob, BMI—Dunn, Farmer) Rare and unusual ditty about a cheating girl. The pretty sound of the ditty, and the sweet in- stant of backing give the kids loads of potential.

(B+) I DON’T NEED YOUR LOVE (B-T-18) [Pennyworth, BMI—Farnet] Easy paced lost love story.

IAN & THE ZODIACS (Philips 40609)

- WHERE WERE YOU (2:09) [MCR, BMI—Campbell] Ian and the Zodics could go a long way toward establishing themselves with this smooth, medium-paced, teen oriented story of a guy and a girl. Loads of appeal in this exciting, infectious sound.

(B+) NO MONEY, NO HONEY (2:18) [Hill & Range, BMI—Doldinger, Edwards, Flynn] Funky, hard rock item.

GERRY & THE PACEMAKERS (Laurie 3204)

- GIRL ON A SWING (2:04) [Bright Tunes, BMI—Miranda] Gerry and the Pacemakers could go a long way with this unfilling tale of love. Very effective, sweeping, dramatic romancer. Loads of sound appeal piled into the infectious arrangement of the moving tune.

(B+) THE WAY YOU LOOK TO (2:06) [B-B Farm, ASPIC—Fields, Kern] Pretty reading of the chestnut.

THE MAGICIONS (London 1006)

- TARZAN (Tarzan’s March) (2:34) [Pin-Tar, BMI—Lee] This wild, free swinging reading of the theme from the upcoming TV series could stir the interest of spinners and buyers in varied markets. The interpretation is a funky yet melodic one.

(B+) WHAT A DAY FOR A METAMORPHOSIS (1:54) [Foiled, BMI—Walker, Raymond] Way out happy go lucky ditty.

MIGHTY SAM (Amy 965)

- FANNIE MAE (2:45) [Olivier-Brown, BMI—Glascow] Mighty Sam should excite the flavor with this driving, shuffling, funk filled outing. The “love song” should get spun aplenty for both listening and dancing.

(B+) BADMOUTHIN’ (2:41) [Kissin' Songs, BMI—Russell, Eason] Easy paced ballad.
STUPID WE'RE NOT!
1% OF A 1,000,000 WE GOT!
ONLY 99% TO GO!

IT'S THE HOT NEW SINGLE BY
RONNIE DOVE
ON DIAMOND D-208

WE'RE NOT!

WESTERN UNION
W. P. MARSHALL
TELEGRAM
CHARGES OF THE BOARD

DIAMOND RECORDS ATTN JOE KOLSKY
DLR ONLY 1650 BROADWAY NYK

STONGLY URGE YOU RUSH RELEASE A SINGLE OF RONNIE DOVE SINGING
"I REALLY DON'T WANT TO KNOW" FROM HIS NEW LP "RONNIE DOVE SINGS
THE HITS FOR YOU" WLS AND WCFL PLAYING THIS CUT AND THE CALLS
ARE POURING IN. I CAN USE 13,000 TO BEGIN WITH IMMEDIATELY.
PLEAS RUSH
LEE HOWARD ALL STATE RECORD DISTRIBUTING CO CHICAGO ILLINOIS.

RONNIE DOVE
"SINGS THE HITS FOR YOU"

...AND A GREAT NEW RONNIE DOVE ALBUM
This LP will be even greater than his last which has been on the charts for over 20 weeks now. Listen to Ronnie Dove's inimitable styling of "Someday", "On a Slow Boat to China", "Mountain of Love" and other great songs.

Produced by Phil Kahl • Arranged by Bill Justis

Cash Box—August 27, 1966
Best Bets

NANCY WILSON (Capitol 5729)

• GO AWAY (2:07) [Melrose, ASCAP — Spina, Robertson] Nancy Wilson should get lots of airplay with this one. Her cool, melodic tale of lost love. The lack gives the pretty tune a full and moving reading.

(B+) THAT SPECIAL WAY (2:22) [Gold-Udel, Purchase, ASCAP — Gold, Udel] Pretty, snappy paced ballad.

J. B. QUAGMIRE (Congress 272)

• UP THE APPLES AND PEARS (2:23) [Campbell, Connelly, ASCAP — Huser, Hass, Outlaw] This type of transparent, easy to listen to and the wildly enthusiastic vocal make it a pleasing effort.

(B+) ROLLIN’ HOME (1:49) [Blackhawk, BMI — Dehr, Miller, Hawes] Husky, medium paced chant.

ISLEY BROTHERS (Veep 1230)

• LOVE IS A WONDERFUL THING (1:50) [Three Boys, BMI — Isley, Isley, Isley] The Isley brothers have a potent, self-penned R&B outing in this shining, house-shaking tale of the joys of love. Loads of spin appeal for dancing pleasure.

(B+) OPEN UP HER EYES (2:40) [Three Boys, BMI — Isley, Isley] Strong, soulfuld ballad.

THE SWINGIN’ YNKE ( Epic 10688)

• T A R Z A N ’ S MARCH (2:23) [Pin-Tar, BMI — Lee] This wild, hard driving, driving, rhythmic song from the Fall TV’er could earn the praise of the TV viewers’ followers. Could make noise with the hard-core listeners.

(B+) SLEEP WALK (2:22) [T. M. BMI — Farina, Farina, Farina] Liltting, full bodied ditty.

JACKIE WILSON (Brunswick 55590)

• THE FAIREST OF THEM ALL (2:40) [January, BMI — Radcliffe, Scott] Jackie Wilson could score with this material. The story of the girl and her man. The man’s followers. Could make noise with the hard-core listeners.

(B+) WHISPERS (2:15) [Jalynne, BMI — Scott, Medium paced. Infectious ditty.

LAUGHING WINDS (Tower 266)

• DON’T TAKE VERY MUCH TO SEE TOMORROW (1:57) [Living Legend, ASCAP — Lloyd] The singing rhythm reads off the national note with this easy paced, throbbing, thematic song. The main group’s smooth vocal effort gives the side added appeal.

(B+) GOOD TO BE AROUND (2:47) [Living Legend, ASCAP — Lloyd] Sweet, liltting outing.

Best Bets

THE SUGAR BEATS (A&M 795)

• FIRST LOVE (2:15) [Irving, BMI — Candalaria] The Sugar Beats have a sweet debut outing with this soft ballad. The smooth tune could well click with the teen market.

(B+) BEGIN-GIVE IN (1:52) [Irving, BMI — Candalaria, Mowery, Stanley] Another pretty, poetic ditty.

THE RUMBLES (Mercury 72600)

• FOURTEEN YEARS (2:26) [MRC, BMI — Clayton] This is a haunting folkish-feel rocker with a philosophical angle. The boys’ vocal blend is interesting, as is the busy guitar and the back-up. A show-stopper.

(B+) IT’S MY TURN TO CRY (2:08) [MRC, BMI — Clayton] Somewhat milder teen-best format.

CHARLEY DANIELS & THE JAGUARS (Paula 246)

• THE MIDDLE OF A HEARTACHE (2:52) [Crawdad-Charge, BMI — Daniels] Charlie Daniels makes a striking case for a down-and-out guy, with this credible, searching, sympathetic song. Can develop into something really big.

(B+) SKIP IT (2:30) [Crawdad-Charge, BMI — Solow] Snappy, sax-led rock joy.

ROY HEAD (Backbeat 571)

• TO MAKE A BIG MAN CRY (2:55) [Regent, BMI — Callender] The songster, with fine vocal quality, expressively renders the appealing wistful romance, Strings and percussion highlight the backing, also including a male chorus blend. Telling stand that could sell out.

(B-) DON’T CRY NO MORE (2:05) [Lion, BMI — Malone] A blues-shot performance.

JOHNNY MATHIS (Mercury 72610)

• SO NICE (Samba de Veras) (2:33) [Duchess, BMI — M&P Vallee, Gimbel] Mathis is cool on the Bossa Nova tune, a pretty thing done with its deft English lyrics. The side, which seems destined for strong airplay, is from an LP of the same name.

(B-) THE IMPOSSIBLE DREAM (2:27) [Sam Fox, ASCAP — Leigh, Darion] The same album also contains this commanding version of the big song “From Man To Man,” which Jack Jones recently brought to the charts.

THE RIGHTEOUS BROTHERS (Moonglow 245)

• I NEED A GIRL (2:55) [Ray Maxwell, BMI — Medley] There’s a years-back touch to this tender solo by the duo’s Bobby Hatfield. Even Bill Medley’s saxes lyric bass voice stems from the teen past. A pretty side that could pick up chart.

(B-) BRING YOUR LOVE TO ME (2:15) [Ray Maxwell, BMI — Medley, Hatfield] Boys blend with lots of color in the full ork-chorus backdrop.

ROBERT GOULET (Columbia 43709)

• HEAR A DIFFERENT DRUMMER (2:36) [Charlie, BMI — Drake] Big-voiced star heart this arrangement, offering the one man who heads the call of the different drummer. It’s a strong, just as big a potential as the comeback.

(B+) ONCE I HAD A HEART (2:08) [Leeds, ASCAP — Topper, Bennett] Romantic with a nostalgic make-up.

MARKETTES (Warner Bros. 5487)

• T A R Z A N ’ S (Tarzan’s Dance) (2:52) [Pin-Tar, BMI — Lee] The Markettes, who clicked with the R&B scene, could make lots of noise with this interesting tune-air about a man who heads the call of the different drummer. It’s a strong, just as big a potential as the comeback.

(B-) STIRRIN’ UP SOME SOUL (2:50) [Richbare/Wrist, BMI— Glasser, Capp, Saraceno] More good sounds back here.

BABY BOONE (Dot 16983)

• WISH YOU WERE HERE, BUDDY (1:58) [Spone, ASCAP — Boone] Boone comments on various Viet Nam post-war movements with sailing zest. Sound is catchy and the theme is timely. Has a chance.

(B+) LOVE FOR LOVE (2:35) [Rooselvett, BMI — Kaempfert, Singleterry, Rahim, Ahlert] Pleasant romantic item.

THE CHARTBUSTERS (Crestar 129)

• ONE BIRD IN THE HAND IS LIKE TWO IN THE BUSH (2:30) [Chartbuster-Lockett, BMI — Dillon, Sandusky] The old adage is the springboard for this catchy tune about the one man who heads the call of the different drummer. It’s a strong, just as big a potential as the comeback.

(B) MAYBE (You’ve Changed) (2:40) [Chartbuster-Clairborne, BMI — Willett, Willett] a nice softie.

LON BARRY (Decca 32011)

• STRUCK IT RICH (2:55) [Champion & Double Diamond, BMI — Barry, Huff, Gamble] The recent chart short seller offers a snappy item that’s in the group’s fair and suc- cious success. Sound is catchy, catchy and right up teen-beat alley. Ought to be eye.


B-4 Reviews

THRILLS (Capitol 5715)

• HEAR HERE, A HEART (2:58) [Sylvia, BMI — Waters, Collier, Capp] [Blue Cric, Bum- ping wailing charm under the direction of Bert Keyes.

(B) BRING IT ON HOME TO ME (2:15) [Kags, BMI — Sam Cooke] Rhythmic romp also under Keyer baton.

BRUNO (Capitol 5691)

• WONDER BOY (2:10) [Artie, BMI — Shufflin, Bar-Kays] [Blue Cric, Dumping and Rolling romp under the direction of Bert Keyes.

(B) WINDOW IN MY ROOM (1:48) [Pall Mall Ltd, Perf. Rts Free] — Smith] Up-beat, easy going outing.

GILBERT BECUD (Liberty 55902)


GRACIAS A DIOS (1:47) [Asa, BMI — Gilbert-Becud, Mack David] Medium paced

MARCELLO MINERBI (A&M 1216)

• EL CORDES (2:25) [Messaggeri, Musicale, Bimi-Rivi- ries, Biniatto] Shuffling, blues-tinged Spanish ditty.

(T) TAKE OFF YOUR OLD (2:28) [Durium/Almo, BMI/ASCAP — M. Minerbi] Same here.
Another 'Time' up.
Another hit for The Pozo-Seco Singers.
Another top-40 single.

Where the action is. On COLUMBIA RECORDS®
The Boman Petite: Compact, 4, 8-Track Unit

HOLLYWOOD—A compact 4 track cartridge unit for autos has come along from California Auto Radio. The company, reports Bob Maniaci, has produced the Boman Petite, which can be held in the palm of the hand.

Measuring 3” high, 5” wide and 9½” deep, the unit, which retails for $99.90, can be placed inside the glove compartment, allowing ample room for cartridges and concealing the unit from potential theft.

The unit is available to be custom-ordered, installed, both under the dash console or on the floor hump. The Boman Petite has five controls: volume, balance, subwoofer engagement, tone and 4-track release. The unit contains 12 transistors which produce 10 watts of music power, giving what the company claims is true “surrounding sound.” It also has a door for cartridge insert, thus acting as a deterrent against dust and dirt when not in use.

Due Next Month

The Boman Petite will be launched in Sept., along with the Boman Traveller, a radio-stereo combination. This unit, weighing approximately 17 pounds, will be housed in a vinyl-covered case with detachable speakers which can operate independently. Maniaci said that as the owner of five car stereo installation and service centers in Southern California he has seen this concept taken up widely, and he expects the new units, as well as others over the past 10 years.

The company is located at 2722 S. Figueroa St. in Hollywood.

ITC Awards Second Gold Cartridge To Alpert’s TJB

NEW YORK—A second “gold cartridge” sales award has been made to Herb Alpert’s TJB in the event of the Alfa Brand. Glenn Finley, president of International Turntable Cartridge Co., has presented Alpert with a gold-plated version of his A&M LP, “Whipped Cream & Other Delights,” which is a cartidge form by ITC. The award notes that retail sales of the package had exceeded $250,000,000 in the first year of sales, as this average annual sale was made recently for the TJB “What My Love Set.”

The presentation took place at the Alfa Brand’s offices in New York last week. Alpert was in town following an appearance at the Forest Hills Tennis Stadium in Queens, N.Y.

New ITC Headquarters

ITC has moved its headquarters this week in its new quarters at 658 Fifth Ave. The company will initially occupy 8,500 square feet of space with plans to expand into additional space as it’s required. There will be a large showroom which will display every available auto and home tape cartridge unit on market today. The showroom will be open to the public so the comparison can be made of all existing systems.

Sonny & Cher To Europe

For Promo, Engagements

NEW YORK—Sonny & Cher left last Sunday (21) for a European promo tour that will take them to London, Amsterdam, Ber- lendam, Brussels, Stockholm, Milan, Paris and Rome. They will be in Europe for four weeks during which time they plan to promote their new record, “Toby.” In Paris they will appear at the Olympia Theater on Sept. 13. Proceeds of this concert will be turned over to a French charity.

Sonny & Cher have just completed their first movie, “Good Times.” The picture is scheduled to open in late Nov. Atco Records will release the sound track in late October.

Mexico City: The Asberach Group

The Asberach Group was accorded four awards at the annual awards dinner of the American Society of Composers, Authors and Publishers, held recently at the Waldorf-Astoria. The Asberach Group, a collective of composers, songwriters and arrangers (including Les Holman, Max Morley, Richard Rodgers and others), has been active in the music industry for over 20 years.

Lenny Dee (Deces 25702)
(B+) KERRY DANCERS (1:38) [Croft, L. Molley] Up-beat organ outing.
(B) ONE OF THOSE SONGS (2:06) [Leeds, ASCAP—Gerard, R.] Up-beat past-paced organ treatment of this one.

MEXICALI SINGERS
(Warner Brothers 8845)
(B+) TWO MEXICAN DONKEYS (2:53) [Crob, ASCAP—Anita Kerr] Light, sprightly ditty.
(B) HEY, LOOK ME OVER (2:43) [Bowery, BMI—Joh Shannon] A jazz-like treatment of this white-back "Spoonful" romp.

DUANE EDDY (Reprise 06054)
(B+) DAYDREAM (2:49) [Faithful Friends, BMI—Phil, Morris, ASCAP—Coleman-Leigh] Bouncing, easy going treatment of this white-backer.

LEE MERRILL (Boom 60013)
(B+) THE BATTLE OF THE GREEN HORNET (2:15) [Comsat And Julroy, ASCAP—Sorly Allen] Up-tempo musical romp.
(B) THE HIDE OUT (2:12) [Comsat And Julroy, ASCAP—Shorty Allen] Same here.

JOE HARNELL (Columbia 47356)
(B+) OUR CONCERTO (2:50) [Gij-A Rex, BMI—C. Maier, Noris, S. Lee] Smooth, medium-paced, piano & orchestra.

Meeskie (2:05) [Sunbeam, BMI—E. Lash, L. Kaasig] Sprightly piano romp from the “Cabaret” masterment.

FINDERS KEEPERS
(Challenge 50388)
(B+) DEATH’S EAR, LAVENDER BLUE (2:14) [4-Star, BMI—K. Colley, N. Mantz] Rhythmic, wall-to-wall, medium-paced.
(B) RAGGEDY ANN (2:51) [4-Star, BMI—Jerry Fuller] Soft-rock routine.

TOMMY WILLIS (Air Town 001)
(B+) NIGHT TRAIN 66 STYLE (2:27) [Frequently Forest, Simpkins, Washington] Heavy sixie workout on this oldie.
(B) HONKY TONK 66 STYLE (2:11) [Way, Daggett, Scott, Butler, Shephard] Same for this side.

Sonny & Cher also have completed their second movie, “Good Times.” The picture is scheduled to open in late Nov. Atco Records will release the sound track in late October.

Lenny Roberts 9
(Chart 340) (4:30) REMEMBER THINGS I’VE SAID (2:35) [Teresa, BMI—Roberts] Rhuminic rock romp with a slight country flavor.
(B) TIME FOR LOVE (2:28) [Teresa, BMI—Roberts] Light, bouncing rock ballad.

Cash Box — August 27, 1966
FLAMINGO

B/W

SO WHAT'S NEW?

A&M RECORDS

A&M 813
Everybody's going to be reading about—and talking about—Crossroads Records. And with good reason. We've planned it that way. And we've got the product to back it!

Here's the powerful Crossroads line-up... 20 medium-priced, high-quality classical albums created to carry the suggested list price of $2.49 for both mono and stereo.
This exciting ad will appear in all these major consumer publications:

- High Fidelity
- HiFi/Stereo Review
- The American Record Guide
- Schwann Catalog
- Elegant
- McCall's
- Vogue
- Evergreen
- Saturday Review
- 49 College Newspapers

Plus specially-designed Crossroads in-store display material, putting the finishing touches on this massive campaign.

These are the elements that add up to unequalled Crossroads excitement from coast to coast!
Amplex 1st Qtr. Profits Sets Record High

NEW YORK—Amplex Corp. sales rose 31 percent and net earnings 44 percent in the first quarter of fiscal 1967. Compared with the same period last year, it was announced last week by William E. Roberts, president and chief executive officer. Sales for the three months ended June 30, reached $16,551,000, up 31 percent from $13,275,000 a year ago. Net earnings after taxes were $1,145,000, or 58 cents per share, on 5,555,166 average shares outstanding, compared with $799,000, or 37 cents per share on 2,955,376 shares.

The company's backing of product orders at the end of the quarter was $51,000,000, up 43 percent from $35,000,000. Deliveries and shipments were in the quarter, reflecting gains by all divisions. Roberts said continued high demand for videotelephone recording equipment, as well as for the company's personal computer, continues, and is expected to contribute most heavily to the first quarter revenue gains.

SHOWBOAT '67—The cast of the Music Theater of Lincoln Center production of "Showboat" recently gathered at Manhattan's Webster Hotel for an original cast session for RCA Victor. The new production of the Kern-Hammerstein musical was co-presented by Andy and Burt Pryor and George Mare. Belaire's president and general manager of Victor's Record Division. In this photo, along with Marek, are (left to right) Barbara Cook, Stephen Douglas and David Wayne, who star in the show along with Constance Towers and William Warfield.

TALENT ON STAGE

ENZO STUART

NEW YORK—There is a new, compelling singing side to singer Enzo Stuarti. The songster, who has built a strong niche following with overpowering renditions of romantic songs, unveiled a "soft and sentimental" side to his Copacabana opening here last week (18). The phrase "soft & sentimental" just happens to be the title of an upcoming EP LP by the artist. It should win him many new fans, if his Copa preview of the album was any indication. While Stuarti gives patrons a generous supply of his more familiar high-register warbling, much of the standing ovation given him was due to his cover of the song "I Will Wait For You" from the "Umbrellas of Cherbourg." Intimate and thoughtful, Stuarti performed them with a sophistication that neither previous recordings or niters dates have revealed. Epic, it seems, now has the big ballad voice it has been looking for. Stuarti now has a new kind of artistry that should open up an entirely new audience to him.

NAR's Golden Mike Award Winners

NEW YORK—Among the highlights of the recently concluded NAR convention was the announcement of the association's coveted Golden Mike Awards. This year's winners included: R&B Single Record of the Year: "When A Man Loves A Woman" by Percy Sledge (Atlantic); R&B Album of the Year: "Lou Rawls—Live" by Lou Rawls (Capitol); R&B Song of the Year: "When A Man Loves A Woman"; Best Female Vocalist: Dionne Warwick (Scepter); Best Male Vocalist: James Brown (King/Smash); Best Female Group: the Supremes (Motown); Best Male Group: Temptations (Gordy); Best Jazz Single Record: "In Crowd" by Ramsey Lewis (Caldet); Best Jazz Album: "Got My Mojo Working" by Jimmy Smith (Verve); Best Single Gospel Recording: "Ain't No Use Nobody Can't Turn Me Around" by the Mighty Clouds of Joy (Peacock); Best New Vocal Group (Female): the Toys (Dynaforce); Most Promising New Vocal Group (Male): Mad Lads (Stax); Most Promising Male Vocalist (Female): Thomas (Stax); and Most Promising Vocalist (Male): Jackie Lee (Mirwood).

Correction

"Fiddle" is being sung by Dean & Don on Liberty, which is number 18 on this week's Looking Ahead, is erroneously listed as being released by Screen Gems-Colombia BML. The tune is published by Bourne ASCAP.

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Mon., Aug. 15, 1966

Nitery Review

CAL-NEVA LODGE
(FRANK SINATRA'S CLUB)

New to the Bennett repertoire are "Gentle Rain" (with bossa nova guitar accomp), "Georgia Rose" and "A Time For Love." It's a safe prediction all three will hit the top of the charts.

Cash Box—August 27, 1966
**Dot Sigs Indie Deal For Greengrass ‘Gigi’**

**Hollywood** — Greengrass Productions has signed indie star Gigi, to an exclusive releasing deal with the firm, it was announced last week by Ray Harris, general manager.

Gigi is known for the new pact in Gigi’s debut record, “Don’t Be A Loser,” written and produced by Ed Cobb, top A&R exec for Greengrass. The flip side is “I Can’t Help Myself,” written and produced by Peter Blum.

Simultaneously, Gigi signed a personal management pact with the teen artist. Gigi, to exclusive releasing deals with the firm, it was announced last week by Ray Harris, general manager.

**DGG Bosses 6 LP’s**

**New York** — To open the Fall season, Deutsche Grammophon is introducing six new albums.

Eugen Jochum is the title of the completely new recording of Mozart’s opera, “Die Entführung Aus Dem Serail.” The performance is in German. This is the only recording to offer the complete dialogue. For this reading, Eugen Jochum directs the Bavarian State Chorus and Orchestra, and the cast includes Erika Koell, Rolf Bygges, Loth Schadelle, Fritz Wunderlich, Friedrich Lenz, Kurt Bohme and Willy Schmitts. Fritz Wunderlich will be making his debut with the Metropolitan Opera Company in its new home on Oct. 5 in “Don Giovanni.” As a bonus, this set contains a recording of Mozart’s one-act, “ Bastien Und Bastienne.” Frits Lorenz is the director of the Met’s version.

Sixteen-year-old prodigy, the Berlin Chamber Orchestra is led by Helmut Kott.

Also from Eugen Jochum, this time with his wife, the mezzo soprano and tenor, is a performance of the Linz version of Beethoven’s Symphony No. 1 in C Minor.

**Baritone Dietrich Fischer-Dieskau** is featured in a recording of Brahms’s Ein Deutsches Requiem in the only stereo recording of the work. The recording is conducted by Herbert von Karajan with the Berlin Philharmonic Orchestra.

**Chappell Humming**

Chappell Music, the largest holder of Broadway show scores, will be republished in a series of compact 81⁄2 x 11” record albums. A first album, “The Sound of Music,” will be released in September. The remaining albums will be released next season.

**Norelco Offers Compact Cassette/Radio Combo**

**New York** — Norelco will start delivering in mid-October of its new L662 radio-cassette recorder. The new combination auto/portable radio will also be introduced at that time.

Response from dealers who were shown a prototype of the radio/cassette recorder has been such that we may not be able to satisfy the initial demand,” according to William Keehn, manager of the Norelco Radio Department. “Dealers were particularly interested in the fact that it is applied to a radio and that you can record for up to an hour and one half “live” from a microphone or direct from the AM/FM/shortwave mechanism of the radio.

The radio will allow pre-programmed stations to be recorded and available on the Philips and Mercury labels. Its unique design and great versatility are expected to have a real effect on future sales.”

**Round Record Debuts**

**Cleveland** — Roger Karshner and Tony J. Nucio have formed a new label known as Round Record. The firm’s first release will be “Shades” by the Capes Of Good Hope. The fledgling firm is located at 1204 Superior Blvd, Cleveland, Ohio.

**Unusual Oral Hearing is Planned for ITT&T-ABC Deal**

**Washington** — An oral hearing for the proposed merger of the American Broadcasting Co. with the International Telephone and Telegraph Corp. was ordered last week by the FCC.

The agency said that the merger raised “legal and policy issues of substance and significance which require the commission’s considered examination of the matter.” However, the commission’s decision drew strong objections from Commissioner Robert T. Bartley.

Commissioner Bartley said that an oral hearing is “unique” in that it is “neither an oral argument pursuant to the Administrative Procedure Act nor development of oral argument to Section 309 (E) of the Communications Act. Yet it gives the parties the opportunity to present all their evidence. He asked for the full hearing to explore all phases of the proposed merger.”

**Cash Box—August 27, 1966**
Denny Randell, Sandy Linzer
and
The TOYS
Thank NARA for

NATIONAL ASSOCIATION
OF RADIO ANNOUNCERS
MOST PROMISING
NEW FEMALE VOCAL GROUP
OF THE YEAR
AWARDED TO
THE TOYS
AUGUST 1966
NEW YORK

WE ALSO THANK
ALL OF THE NARA DJ’s FOR BREAKING
THE TOYS’ NEW RECORD
“BABY TOYS”
DYNOVOICE 222
CHESS CHECKER CADET launches

Eleven out of sight albums designed to break the sales barrier!

Sales aids will include heavy promotion and advertising, display materials, merchandising plans, etc. See your Chess-Checker-Cadet distributor now!
A check list of best selling pop albums other than those appearing on the CASH BOX Top 100 Album chart, Feature is designed to call wholesalers' & retailers' attention to key catalog, top steady selling LPs, 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.

**ROULETTE**

Johnny Lyte Quintet
Mongoo At The Village Gate
RLP 3529/93529

Johnny Lyte Quintet
The Village Callers
RLP 480/9480

Cannonball Adderley
Jive Samba
RLP 444/9444

Cannonball Adderley
Greatest Hits
RLP 416/9416

Wes Montgomery
Full House
RLP 434/9434

Wes Montgomery
The Incredible Jazz Guitar
RLP 329/9329

Mongo Santamaria
Watermelon Man
RLP 6230/96230

Mongoo Santamaria
Fusion
RLP 472/9472

Thelonious Monk
Monk & Coltrane
RLP 490/9490

Thelonious Monk
Greatest Hits
RLP 421/9421

Charlie Byrd
Byrd Song
RLP 481/9481

Charlie Byrd
Meditation
RLP 436/9436

Wes Montgomery
Portrayal Of Wes
RLP 492/9492

Wes Montgomery
Boast Guitar
RLP 459/9459

Bill Evans Trio
Exploration
RLP 351/9351

Bill Evans Trio
Bill Evans At The Village Vanguard
RLP 376/9376

Bill Evans Trio
Portrait In Jazz
RLP 315/1162

Cannonball Adderley
In San Francisco
RLP 311/1157

Cannonball Adderley
Them Dirty Blues
RLP 322/1170

Cannonball Adderley
Nippon Soul
RLP 477/9477

Johnny Lyte
Happy Ground
RLP 470/9470

The Slapjacks
Hammer And Nails
RLP 3501/93501

Jimmy Heath Quintet
On The Trail
RLP 486/9486

Roy Barretto
Latino
RLP 3530/93530

Sam & Dave
The Exciters
(S) R 25232

Joe Cuba Sextet
Estemos Haciendo Algo Bien
(S) R 25239

Sarah Vaughan
Sarah + (S) R 25211

Eddie Palmieri
Membo Con Congo Es Morumique
RLP 1120/91120

Tito Puente/La Lupe
Homenaje A Rafael Hernandez
RLP 1131/91131

Joe Cuba Sextet
Bamburán
(S) R 25212

Tito Puente/La Lupe
Tu y Yo
(S) R 25215

Gilligan & Parker
Diz & Bird The Beginning
(S) R 25246

Count Basie & Others
Count Basic Friends
(S) R 25217

Sons Lester
Music To Keep Your Husband Happy
(S) R 25218

Pearl Bailey
Pearl Bailey Sings For Adults Only
RLP 25219

Iminie Rodgers
15 Million Sellers
RLP 25220

Ann Corio
How To Strip For Your Husband
(S) R 25221

Little Egypt & Sons Lester Orch.
How To Belly Dance For Your Husband
(S) R 25222

Various Artists
20 Original Winners
R 25249

Various Artists
20 Original Winners—Vol. 3
R 25256

Various Artists
20 Original Winners—Vol. 4
R 25264

Hugo & Luigi Chorus
Cascading Voices
RLP 25283

Dinah Washington
The Best Of Dinah Washington
RLP 25284

Various Artists
20 Original Winners of 1964
RLP 25285

Little Anthony & The Imperials
The Greatest Hits Of Little Anthony & The Imperials
R 25294

Various Artists
20 Top Boss Favorites
R 25304

Count Basie & Orch.
Basie
R 25203

Joe Williams
A Man Ain’t Supposed To Cry
R 25205

Williams/Basie
Everyday I Have The Blues
R 25206

Sarah Vaughan
Sarah Sings Soufully
R 25219

Maynard Ferguson
The Maynard Ferguson Years
(S) R 101

Count Basie
The Count Basie Years
(S) R 102

Stan Getz
The Stan Getz Years
(S) R 103

Dinah Washington
The Dinah Washington Years
(S) R 104

Sarah Vaughan
The Sarah Vaughan Years
(S) R 105

Various Artists
The Birdland Story
(RB-2)

Chantels
The Chantels
LP 301

Imperial
We Are The Imperials
LP 303

**ROULETTE (Cont’d)**

Various Artists
Alan Freed’s Memory Lane
LP 314

Teenagers
The Teenagers
GLP 701

Joan Baez
The Best of Joan Baez
(S) SQ 33001

Mahalia Jackson
In The Upper Room with Mahalia Jackson
LP 474

Mahalia Jackson
The Best of Mahalia Jackson
LP 550

Tito Puente/La Lupe
Tito Puente Swings—The Exciting Lupe Sings
(S) LP 1121

Eddie Palmieri
Azucar Pa’ Ti
(S) LP 1122

Johnny Smith/Stan Getz
Moonlight In Vermont
LP 2551

**SCEPTER**

The Shirelles
The Shirelles Greatest Hits
507

Dionne Warwick
Presenting Dionne Warwick
508

Dionne Warwick
Make Way For Dionne Warwick
523

Dionne Warwick
The Sensative Sound Of Dionne Warwick
528

Dionne Warwick
Here I Am
531

Roy Head
Treat Me Right
532

Dionne Warwick
Dionne In Paris
534

B.J. Thomas
I’m So Lonesome I Could Cry
535

Isley Brothers
Take Some Time Out For The Isley Brothers
552

**SIMON SAYS**

Let’s Play Games
M2

Three Little Pigs
M3

The Adventures Of Peter Pan
M11

How To Tell Time
M24

ABC’s
M28

The Wizard Of Oz
M33

Numbers
M37

Pinocchio
M39

Bedtime Stories
M41

Puff And The Magic Dragon
M42

Snow White And The Seven Dwarfs
M44

Peter Rabbit
M45

Chicken Little
M46

Children’s Marching Songs
M48

Sousy Sales—Spy With A Pie
M49

**SMASH**

Roger Miller
The Return Of Roger Miller
27061 67061

Roger Miller
Dang, Ma/Gugh-A-Lug
27049 67049

Roger Miller
The 3rd Time Around
27068 67068

Jerry Lee Lewis
Jerry Lee Lewis’ Golden Hits
27040 67040

Jerry Lee Lewis
The Greatest Live Show On Earth
27056 67056

James Brown
Grits And Soul
27057 67057

Charlie Rich
The Many New Sides Of C. Rich
27070 67070

Bill Justis
 Alley Cat/Green Onions
27021 67021

Walker Brothers
Introducing The Walker Bros.
27076 67076

Bill Justis
A Taste Of Honey/"The “In Crow”
27077 67077

Roger Miller
The Golden Hits Of Roger Miller
27073 67073

James Brown
James Brown Plays James Brown
27072 67072

James Brown
Today & Yesterday
27080 67080

James Brown
The Swingin’ Medallions
27083 67083

Walker Brothers
The Sun Ain’t Gonna Shine Anymore/ (Baby) You Don’t Have To Tell Me
27082 67082
ANOTHER NO. 1
COUNTRY SINGLE
BUCK OWENS

Buck Owens
Open Up Your Heart
No More Me And You

and his latest album of all-time smashes
— recorded live at Carnegie Hall!

Carnegie Hall Concert
with BUCK OWENS
AND HIS BUCKAROOS

5705
(S) T 2556

Personal Management: Jack McFadden, 1904 Truxton, Bakersfield, Calif. - FA 7-7201
<table>
<thead>
<tr>
<th>ALBUM REVIEWS</th>
</tr>
</thead>
<tbody>
<tr>
<td>POP PICKS</td>
</tr>
<tr>
<td>BOTH SIDES OF HERMAN'S HERMITS—MGM E/SE 4356</td>
</tr>
<tr>
<td>Surely one of the hottest recording imports from British shores, Herman's Hermits hit stores with this totally impressive LP, which contains the group's current smash single, &quot;Yes Sir, I Can Do It,&quot; along with six other hits.</td>
</tr>
<tr>
<td>GO AHEAD AND CRY—Righteous Brothers—Verve V-406-6004</td>
</tr>
<tr>
<td>The Righteous Brothers should add another album to their hit list with this totally impressive disk, which contains such contemporary hits as &quot;Good Time,&quot; &quot;I Can't Help Myself,&quot; and &quot;Let's Make Love.&quot;</td>
</tr>
<tr>
<td>ANIMALIZATION—The Animals—MGM E/SE 4354</td>
</tr>
<tr>
<td>Look for the Animals to do well in the sales department with this waxing MGM LP. Plenty of teen buyers should be out for this rock set, which contains such hits as &quot;The House of the Rising Sun,&quot; &quot;It Ain't Me, Babe,&quot; and &quot;I Put a Spell on You.&quot;</td>
</tr>
<tr>
<td>JERRY VALE SINGS EVERYBODY LOVES SOMEONE &amp; OTHER HITS—Columbia CL 2539</td>
</tr>
<tr>
<td>The sentimental side of the Top 100 is the crooner's bill-of-fare here. Most of the tunes come to national prominence through the country field, such as &quot;I Can't Stop Loving You,&quot; &quot;What's He Doin' In My Mailbox?&quot; and &quot;Make The World Go Away.&quot; A fine crop of the more recent lovey-dovey songs performed by a master of sentiment.</td>
</tr>
<tr>
<td>THE CLASSIC ROY ORBISON—MGM E/SE 4379</td>
</tr>
<tr>
<td>Roy Orbison, whose repertoire is sustained mainly by his own compositions, once again displays both his vocal and writing talents as he lets loose with another potent collection of his own melodies. Gearing the set toward the teen and young adult market, Orbison ranges from rhythmic danceables (&quot;Just Another Name For Rock And Roll&quot;) to dramatic, emotional ballads (&quot;Waltz&quot;). He also includes his recent best-seller, &quot;Twinkle Toes,&quot; among the grooves.</td>
</tr>
<tr>
<td>GOLDEN HITS Vol. 2—Jan &amp; Dean—Liberty LRP 3466/LST 7469</td>
</tr>
<tr>
<td>Jan &amp; Dean, who have splattered the charts with many of their own hit items, have handpicked a dozen super-biggles from current and recent chart crops to compile this set. R flicking the performance off with their slick version of &quot;Batmas,&quot; the boys deliver loads of their incomparable &quot;California sound,&quot; set to such recent favorites as &quot;Everybody Loves A Clown&quot; and &quot;Fools Of Destruction,&quot; as well as their own whi-back &quot;Little Deuce Coupe&quot; smash.</td>
</tr>
<tr>
<td>WILD THING—The Troggs—Atoe 33-193</td>
</tr>
<tr>
<td>With both &quot;Wild Thing&quot; and &quot;With A Girl Like You&quot; currently placed on the Top 100, the Troggs should have a potent sales item on this disk that contains both hits. The group has added a host of other top tunes, all drenched in their own brand of good-tunes. &quot;I'm A Man,&quot; &quot;Liar's Song,&quot; &quot;I Can't Help Myself,&quot; &quot;Don't Bring Me Down,&quot; and &quot;I Want You&quot; being among the top tracks. Watch this set closely.</td>
</tr>
<tr>
<td>COUNTRY SHADOWS—Hank Williams, Jr.—E/SE 4291</td>
</tr>
<tr>
<td>Hank Williams, Jr. is already making noise with this set, which he has chosen to kick up healthy sales action. His current chart single, &quot;That's The Way The World Goes,&quot; (his biggest hit to date) lends its name to the album and kicks off the set in fine style. Other excellent tracks include &quot;Friday Night,&quot; &quot;I Saw The Light,&quot; and &quot;Put That Fun To Hurt Someone,&quot; as well as &quot;Pecos Jail.&quot;</td>
</tr>
<tr>
<td>OUR WEDDING ALBUM OR THE GREAT SOCIETY AFFAIR—Jamie 3023</td>
</tr>
<tr>
<td>The First Family is the subject of another satirical LP. Although the theme is the Luci Johnson-Pat Nugent wedding, Luci's dad and mom naturally dominate the various hits, and, by and large, there's funny thrusts concerning LB's and Lady Bird's supposed unending search for the right public image. The nuptials are the springboard for a good take-off on the LBJ scene.</td>
</tr>
<tr>
<td>A HARVEST OF GENTLE CLANG—Patrick Sky—Vanguard VRS-9207/VSD-7537</td>
</tr>
<tr>
<td>Vanguard has introduced many talented young musicians and Sky is a fine example of that newly discovered talent. The composer/singer/guitarist's first LP introduced him and gathered a large and devoted group of followers to his banner, and this set should solidify and add to that following. A major new tunes like the &quot;Mahogany Row&quot; and powerful traditions (&quot;John Riley&quot;) Skys should be warmed by the reaction to this set.</td>
</tr>
</tbody>
</table>

**ALBUM REVIEWS**

**POP PICKS**

<table>
<thead>
<tr>
<th>Title</th>
<th>Artist</th>
<th>Label</th>
<th>Notes</th>
</tr>
</thead>
<tbody>
<tr>
<td>BOTH SIDES OF HERMAN'S HERMITS</td>
<td>Herman's Hermits</td>
<td>MGM E/SE 4356</td>
<td>One of the hottest recording imports from British shores.</td>
</tr>
<tr>
<td>GO AHEAD AND CRY</td>
<td>Righteous Brothers</td>
<td>Verve V-406-6004</td>
<td>Impressive LP with contemporary hits.</td>
</tr>
<tr>
<td>ANIMALIZATION</td>
<td>The Animals</td>
<td>MGM E/SE 4354</td>
<td>Features animalistic hits like &quot;The House of the Rising Sun.&quot;</td>
</tr>
<tr>
<td>JERRY VALE SINGS SOMEONE</td>
<td>Jerry Vale</td>
<td>Columbia CL 2539</td>
<td>Sentimental side of Top 100 with various love songs.</td>
</tr>
<tr>
<td>THE CLASSIC ROY ORBISON</td>
<td>Roy Orbison</td>
<td>MGM E/SE 4379</td>
<td>Sustained by his own compositions, including &quot;Batmas&quot; and &quot;Fools Of Destruction.&quot;</td>
</tr>
<tr>
<td>GOLDEN HITS Vol. 2</td>
<td>Jan &amp; Dean</td>
<td>Liberty LRP 3466/LST 7469</td>
<td>Splattered hits with music from current and recent chart crops.</td>
</tr>
<tr>
<td>WILD THING</td>
<td>The Troggs</td>
<td>Atoe 33-193</td>
<td>Hits &quot;Wild Thing&quot; and &quot;With A Girl Like You.&quot;</td>
</tr>
<tr>
<td>COUNTRY SHADOWS</td>
<td>Hank Williams, Jr.</td>
<td>E/SE 4291</td>
<td>Hits &quot;That's The Way The World Goes.&quot;</td>
</tr>
<tr>
<td>OUR WEDDING ALBUM OR THE GREAT SOCIETY AFFAIR</td>
<td>Jamie</td>
<td>Jamie 3023</td>
<td>Satirical LP with a Luci Johnson-Pat Nugent wedding theme.</td>
</tr>
<tr>
<td>A HARVEST OF GENTLE CLANG</td>
<td>Patrick Sky</td>
<td>Vanguard VRS-9207/VSD-7537</td>
<td>Introduction of talented young musician with powerful traditions.</td>
</tr>
</tbody>
</table>
We regret to announce that Johnny Cash has been eaten by a snake.

All that remains is his recording of the event—"Boa Constrictor"
now being played and played by pop, country and top-40 stations everywhere

released by popular demand from his best-selling album
Everybody Loves a Nut.

Where the wacky action is. On COLUMBIA RECORDS®
**POP BEST BETS**

**CLASS OF ’66**—Floyd Cramer—RCA Victor LSP 3650

Staunch Floyd Cramer fans are bound to be out in droves for this package by the renowned 88er. A favorite with country fans as well as middle-of-the-road listeners, Cramer can count on strong airplay as he sets his distinctive keyboard style to a passel of golden goodies from this year’s chart harvests. Highly listenable tracks abound here, including the artist’s latest single instrumental, “Strangers In The Night.”

**MISS BONNIE GUITAR**—Dot DLP 3737

The country songstress ably puts the “cry” in a number of wistful romantics, including her recent hit, “Get Your Lie The Way You Want It.” Chorus and strings allow the sounds to cross-over neatly into the general pop area. Songs of unrequited love in settings that are projected with a persuasive appeal.

**IN-CITEMENT**—The Pair Extraordinaire—Liberty LRP-3481/LST-7181

This is the latest offering by the Pair Extraordinaire and contains the sounds of the Pair alone—just 1-voice and 1-bass. Carl Craig sings and Marcus Hemphill flails away at the bass as the duo raps through such numbers as “A Wonderful Day Like Today,” “You’ve Got Your Troubles,” “Come Back To Me,” and their latest single—“Run For Your Life” (“Girl, I Think I Love You”). This LP falls into the pop/jazz category and should be readily received by members of both camps.

**ALL TIME PIANO HITS**—Ronnie Aldrich—London SP 44081

The piano stylings of Ronnie Aldrich and his twin 88s should become a musical delight for many and varied music buffs based on this impressive Phase IV stereo outing. The disk’s super sound brings out every nuance of the performance and among the fine tracks in the collection of tunes is “Bewitched,” “As Time Goes By” and “Dancing In The Dark.”

**YOU’RE A LONG WAY FROM HOME, WHITEY! THE COMEDY OF DICK DAVY—LIVE AT THE APOLLO—Columbia CL 2545/CS 9345**

Dick Davy is a white Southerner who’s welcome in New York’s Harlem. This set was cut during one of his engagements on the stage of Harlem’s Apollo Theater. He plays the Civil Rights struggle with hilarity, to the continuing delight of his audience. Davy, who has appeared on the Merv Griffin TV’er, is a funny fellow with a sharp eye on the social scene.

**PATTY WATERS SINGS**—ESP—Disc ESP-1025

This is a real lady singing the blues type album. The package is blues all the way and enhanced by such tunes as “Why Is Love Such A Funny Thing,” “Sad Am I, Glad Am I,” “Moen, Don’t Come Up Tonight,” and “Why Can’t I Come To You.” All lyrics and arrangements are by the lady except a 15-minute 15-second adaptation of “Black Is The Color Of My True Love’s Hair” which takes up one entire side of the LP. A must for the jazzophile.

**JAZZ PICKS**

**A BAG FULL OF SOUL**—Jimmy McGriff—Solid State SS-18902

Jimmy McGriff on organ, Thornel Schwartz on guitar, and Willy Jenkins on drums, offering up of powerful, solid jazz in the debut of the Solid State logo. “D. B. Blues (Part II),” “Red Bedroom Blues,” and “See See Rider” are blue ribbon tracks on a blue ribbon album. Attractively packaged and containing extensive liner notes (recording specifications and a description of the Solid State concept), this is a must for the jazzophile.

**WILD MAN ON THE LOOSE**—Mose Allison—Atlantic SD-1146

This latest Atlantic package by Mose Allison, the man who started out in Tippo, Miss. The title song, “You Can’t Do Me No Right,” a 13-minute 13-second adaptation of “Girl, I Think I Love You.” This LP falls into the pop/jazz category and should be readily received by members of both camps.

**TRIP ON THE STRIP**—Stan Hunter & Sonny Fortune—Prestige PR-7458

An offering of heartfelt jazz featuring Stan Hunter on organ, Sonny Fortune on both alto and tenor sax, John Royall on drums, and Sherman Sober on guitar. The title song, “Yesterday,” and “Sonny’s Mood” are outstanding tracks. This one is likely to see a lot of action in jazz circles.

**GOT A GOODTHING GON’**—John Patton—Blue Note 1229

Jazzophiles should sit up and take notice of this rhythmic jazz package which features Big John Patton on organ, Grant Green on guitar, Hugh Walker on drums, and Richard Lardrum on conga. “Soul Woman,” “The Shake,” and “Ain’t That Peculiar” are among the more outstanding tracks of this set. A top-notch addition to a jazz collection.

**CLASSICAL PICKS**

**BEETHOVEN: CHRIST ON THE MOUNT OF OLIVES**—Philadelphia Orchestra/Ormandy—Colonna M-4241/MG 4841

This is Beethoven’s only oratorio (with text by Franz Xaver Huber, a poet of that time) as performed by the Philadelphia Orchestra under the baton of Eugene Ormandy. The complete German/English text is enclosed in the package. This one is a must for the enthusiast of classical music and especially for those interested in the composer from a historical point of view.

**RICHARD STRAUSS: DAPHNE**—Vienna Symphony Orchestra/Karl Bohm—DG 18-9567: 13h-906/77

 Strauss’ “Daphne” which was built on the one act tragedy of the same title by Joseph Gregor. This boxed, two-record set features the Vienna Symphony Orchestra under the baton of Karl Bohm and the Vienna State Opera Chorus (chorus master: Norbert Scherlich). An English translation of the complete text is included in the package. Sure to be a popular item with classical music fans.
THE HIT AND ONLY VERSION

THE BALLAD OF THE GREEN HORNET*

LEE MERRIL & THE GOLDEN HORNES

on

BOOM RECORDS

#60013

*Thanks DJ's and Bill Gavin for picking & playing it.
We don't have to scream it—this is THE version everywhere!
RETURNS...

a very unpopular word in the record industry...

an equally unpopular term in the magazine field...

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especially so when our daily mail shows continually increasing returns of the familiar coupon seen below...

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☐ $48 for a full year (Airmail other countries)

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FIRM ..................................................
ADDRESS ..............................................
CITY ........................... STATE ............ ZIP # ......

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☐ DEALER ..........................
☐ ONE STOP ........................
☐ DISTRIB ...........................
☐ BACK JOBBER ..................
☐ PUBLISHER .....................
☐ RECORD CO. ...................
☐ DISK JOCKEY ...................
☐ COIN PIM ........................
☐ OTHER ..........................

(After filling in the above blank.]

(Chcek One)
Don Robertson's almost awesome musicianship is well known and admired by fellow tradesmen. His composing ability is legendary (I Really Don't Want to Know, Happy Whistler, Born to Be With You, Ringo, Hummingbird, and thirty-one other chart records). Robertson is a renowned trend-setter. He whistled successfully when no one was whistling. . . . Made his piano sound like a steel guitar . . . and now has combined the sounds of the piano and banjo on his first Monument single . . . . . . . . "PIANJO." "PIANJO" is excitement! . . . and excitement sells!

"PIANJO"  (Monument 45-964)
Produced by Stan Ross

monument is artistry  NASHVILLE/HOLLYWOOD
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 AUGUST 17, 1966)

<table>
<thead>
<tr>
<th>% OF STATIONS ADDING TITLES TO PROG. SCHED. THIS WEEK</th>
<th>TITLE</th>
<th>ARTIST</th>
<th>LABEL</th>
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<tbody>
<tr>
<td>67%</td>
<td>Beauty Is Only Skin Deep—Temptations—Gordy</td>
<td></td>
<td>97%</td>
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<tr>
<td>49%</td>
<td>Just Like A Woman—Manfred Mann—Mercury</td>
<td></td>
<td>49%</td>
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<tr>
<td>40%</td>
<td>Summertime—Billy Stewart—Chess</td>
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<td>88%</td>
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<td>37%</td>
<td>Impressions—Jones Boys—Atco</td>
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<tr>
<td>33%</td>
<td>Cherry, Cherry—Neil Diamond—Bang</td>
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<td>94%</td>
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<tr>
<td>29%</td>
<td>Campfire Girls—Billy Joe Royal—Columbia</td>
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<td>29%</td>
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<tr>
<td>28%</td>
<td>Black Is Black—Los Bravos—London</td>
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<td>97%</td>
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<tr>
<td>27%</td>
<td>I’ve Got To Handle It—Capitols—Karen</td>
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<tr>
<td>27%</td>
<td>There Will Never Be Another You—Chris Montez—A&amp;M</td>
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<td>99%</td>
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<tr>
<td>27%</td>
<td>Dream With Me—Jacobson &amp; Tansley—Filmways</td>
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<td>27%</td>
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<tr>
<td>26%</td>
<td>Sunny Afternoon—Kinks—Reprise</td>
<td></td>
<td>73%</td>
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<tr>
<td>26%</td>
<td>Sunday, The Day Before Monday—Tommy Boyce—A&amp;M</td>
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<tr>
<td>24%</td>
<td>How Sweet It Is—Jr. Walker &amp; All Stars—Soul</td>
<td></td>
<td>96%</td>
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<tr>
<td>24%</td>
<td>Cherish—Association—Valiant</td>
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<tr>
<td>23%</td>
<td>Cast Your Fate To The Wind—Shelby Flint—Valient</td>
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<tr>
<td>22%</td>
<td>Happy—Steve Alaimo—ABC</td>
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<tr>
<td>21%</td>
<td>The Clown—Gene Summers—Mercury</td>
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<tr>
<td>20%</td>
<td>Melody For An Unknown Girl—Unknowns—Parrot</td>
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<tr>
<td>19%</td>
<td>Can’t Satisfy—Impressions—ABC</td>
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<tr>
<td>18%</td>
<td>Eleanor Rigby—Beatles—Capitol</td>
<td></td>
<td>62%</td>
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<tr>
<td>17%</td>
<td>In The Arms Of Love—Andy Williams—Columbia</td>
<td></td>
<td>17%</td>
</tr>
<tr>
<td>16%</td>
<td>Wipe Out—Surfaris—Dot</td>
<td></td>
<td>44%</td>
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<tr>
<td>16%</td>
<td>Born Free—Roger Williams—Kapp</td>
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<tr>
<td>15%</td>
<td>You Make Me Feel So Good—McCoy’s—Bang</td>
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<td>96%</td>
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<tr>
<td>14%</td>
<td>Ain’t Gonna Lie—Keith—Mercury</td>
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<tr>
<td>12%</td>
<td>7 &amp; 7 Is—Love—Elektra</td>
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<tr>
<td>11%</td>
<td>96 Tears—? (Question Mark) &amp; Mysterians—Cameo</td>
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<td>11%</td>
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<tr>
<td>10%</td>
<td>Mr. Dyingly Sad—Critters—Kapp</td>
<td></td>
<td>75%</td>
</tr>
<tr>
<td>10%</td>
<td>Satisfied With You—Dave Clark Five—Epic</td>
<td></td>
<td>74%</td>
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LESS THAN 10% BUT MORE THAN 5%

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<thead>
<tr>
<th>TOTAL % TO DATE</th>
<th>TITLE</th>
<th>ARTIST</th>
<th>LABEL</th>
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<tbody>
<tr>
<td>59%</td>
<td>Marvin Gaye (Tomia)</td>
<td>Little Darlin’</td>
<td>Chess</td>
</tr>
<tr>
<td>59%</td>
<td>I Choose To Sing The Blues</td>
<td>Marvin Gaye (Tomia)</td>
<td>Chess</td>
</tr>
<tr>
<td>9%</td>
<td>Roy Charles (ABC)</td>
<td>Little Darlin’</td>
<td>Chess</td>
</tr>
<tr>
<td>49%</td>
<td>What Became Of The Broken Hearted</td>
<td>Jimmy Ruffin (Soul)</td>
<td>Chess</td>
</tr>
<tr>
<td>9%</td>
<td>Kissin’ My Life Away</td>
<td>Marvin Gaye (Tomia)</td>
<td>Chess</td>
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<tr>
<td>9%</td>
<td>Handrails (Mercury)</td>
<td>Marvin Gaye (Tomia)</td>
<td>Chess</td>
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<tr>
<td>9%</td>
<td>Just Yesterday</td>
<td>Marvin Gaye (Tomia)</td>
<td>Chess</td>
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<tr>
<td>31%</td>
<td>Al Martino (Capitol)</td>
<td>The Man Who Took The Valse Off The Floor Of Grand Central Station At Noon</td>
<td>Chess</td>
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</table>

TOTAL % TO DATE

<table>
<thead>
<tr>
<th>TOTAL % TO DATE</th>
<th>TITLE</th>
<th>ARTIST</th>
<th>LABEL</th>
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<tbody>
<tr>
<td>67%</td>
<td>With A Girl Like You</td>
<td>Troggs (Fontana/Atco)</td>
<td>Chess</td>
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<tr>
<td>8%</td>
<td>Under My Thumb</td>
<td>Del Shannon (Liberty)</td>
<td>Chess</td>
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<tr>
<td>36%</td>
<td>Ashes To Ashes</td>
<td>Mindbenders (Fontana)</td>
<td>Chess</td>
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<tr>
<td>7%</td>
<td>We’ll Meet Again</td>
<td>Turtles (White Whale)</td>
<td>Chess</td>
</tr>
<tr>
<td>98%</td>
<td>Turn Down Day</td>
<td>Cyrcle (Columbia)</td>
<td>Chess</td>
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TOTAL % TO DATE

<table>
<thead>
<tr>
<th>TOTAL % TO DATE</th>
<th>TITLE</th>
<th>ARTIST</th>
<th>LABEL</th>
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</thead>
<tbody>
<tr>
<td>7%</td>
<td>Swingin’ Modallians (Smash)</td>
<td>Lloyd Price (Reprise)</td>
<td>Chess</td>
</tr>
</tbody>
</table>

TOTAL % TO DATE

<table>
<thead>
<tr>
<th>TOTAL % TO DATE</th>
<th>TITLE</th>
<th>ARTIST</th>
<th>LABEL</th>
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<tr>
<td>7%</td>
<td>Women Of The World</td>
<td>Gentrys (MGM)</td>
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<tr>
<td>8%</td>
<td>Bus Stop</td>
<td>Hollies (Imperial)</td>
<td>Chess</td>
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<tr>
<td>12%</td>
<td>Kool Kook</td>
<td>Solomon Burke (Atlantic)</td>
<td>Chess</td>
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<tr>
<td>47%</td>
<td>Who Dun It</td>
<td>Monk Higgins (St. Lawrence)</td>
<td>Chess</td>
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<tr>
<td>13%</td>
<td>Fife Piper</td>
<td>Dynotones (HBR)</td>
<td>Chess</td>
</tr>
<tr>
<td>40%</td>
<td>World Of Fantasy</td>
<td>Five Stairsteps (Windy C)</td>
<td>Chess</td>
</tr>
</tbody>
</table>

Cash Box—August 27, 1966
With a Feeling of Profound Pride, Edward B. Marks Music Corporation
Hails the Great Performance of **Damita Jo** on Her New Epic
Recording of the Beautiful and Moving Jacques Brel and Rod McKuen
Ballad “If You Go Away” (“Ne me quitte pas”) 75-10061

Thanks, Bob Morgan and Ted Cooper, for casting and recording the song. Our appreciation
also to all the Epic field men and distributors for their enthusiasm and advance excitement!
Herbert E. Marks, President Arnold Shaw, General Professional Manager
THE BARON (2:31) [Aroostook, BMI—Hobbs, Curless]
A GOOD JOB—HUNTN' AND FISHIN' (1:55)
[Aroostook, BMI—Fulkerson]

DICK CURLESS (Tower 255)

Consistent hitmaker Dick Curless should add to his track record with this tale of exploits in the air dubbed “The Baron.” The medium-paced, throbbing lid is a tale of WW I pilots centering about the famous Baron Von Richthoven. “A Good Job—Huntn’ and Fishin’” is a rollicking ditty about an easy way of life.

ONCE A DAY (2:30) [Moss-Rose, BMI—Anderson]
LET’S PRETEND (2:42) [Banham, BMI—Sebesky]

JIMMY DEAN (Columbia 43754)

Watch out for Jimmy Dean to re-establish himself on the charts with this updating of the well-known Bill Anderson-penned Connie Smith smash, “Once A Day.” This one is a powerful tune with a fine treatment from the songster. “Let’s Pretend” is a sentimental, warmhearted ballad offering.

THE TALLEST TREE (3:12) [Hearthstone & Acclaim, BMI—Antonio]
ARE YOU SINCERE (2:39) [Cedarwood, BMI—Walker]

BONNIE GUITAR (Dot 16919)

Bonnie Guitar should match the success of her “Get Your Lie The Way You Want It” smash with this emotion filled number labeled “The Tallest Tree.” The soft, tearjerking tune tells the tale of a mother’s loss of her three sons in the country’s service. “Are You Sincere” is a pretty tune, sweetly read.

I’M TURNIN’ IN MY STAR (3:05) [Central Songs, BMI—Simpson]

SIDEWALK PATROL (2:28) [Central Songs, BMI—Simpson]

RED SIMPSON (Capitol 5717)

Red Simpson should quickly follow-up his “Highway Patrol” success with this moving, emotion packed item dubbed “I’m Turnin’ In My Star.” The tune is an easy paced, warm number about a guy whose girl won’t walk down the aisle until he turns in his badge. “Sidewalk Patrol” in a rollicking, twangy ditty.

THE ALL AMERICAN BOY (2:54) [Jaxon, ASCAP—Bare]
I GET THE FEELING WE’RE THROUGH (2:43)
[Parody, BMI—Bowman]

DON BOWMAN (RCA Victor 8916)

Popular country funnyman Don Bowman can always count on healthy airplay, and there should be no exception with this item titled “That All American Boy.” The engaging Bowman style makes this revival of the old smash a good bet for Top 50 action, “I Get The Feeling We’re Through” is a fun-filled story of a couple breaking up over those “little things.”

TEARIN’ MY HEAD UP AGAIN (2:09) [Sure-Fire, BMI—McKown]

CONSCIENCE, TELL ME WHAT TO DO (2:30)
[Sure-Fire, BMI—Henson]

EARL SCOTT (Decca 32009)

Earl Scott could make a quick run up the chart with this top notch outing titled “Tearing My Head Up Again.” It’s a medium-paced, twangy, infectious tune about a guy who’s being set on by his infuriated wife. “Conscience, Tell Me What To Do” is a slow, smooth tune about a tempted guy.

THE FIVE LITTLE JOHNSON GIRLS (2:36) [Jack, BMI—Clement]
GOIN’ BACK TO BOWLING GREEN (1:45)
[Jack, BMI—Clement]

STONEMANS (MGM 13557)

Following their success with their recent “Tupelo County Jail” session, the Stoneman Family can look forward to fine reaction to this stand called “The Five Little Johnson Girls.” The lid is a rollickin’, happy-sounding novelty in the "Wolferton Mountain" vein. Excellent side, “Goin’ Back To Bowling Green” is another lively ditty, also with an infectious sound.
YOU’LL GET THE FEVER
With This Great New Hit Single

BY BILL ANDERSON

"I GET THE FEVER"
31999

DECCA

Cash Box—August 27, 1966
Marvin Rainwater is scheduled to open at Boston's new Orchid Room on Aug. 19th. The new club is a pure C&W establishment that will feature top name country talent from the New England area and that originating from Nashville. The best of back to the Orchid Room in its effort to bring good country sound to the folks up in Beantown.

You might say that the 18th Annual Big-Gun Day in Atlanta was a dripped success. In spite of the rainy and overcast atmosphere, an estimated 15,000 fans visited Atlanta's Lakewood Park for the annual all-day broadcast and big free country show that headlined Don Gibson, David Houston, Patit White, the Hardin Trio, Merle Travis, Wilma Lee, and Stonely Cooper, as well as Bill Carlile. Deejays from WGLN-Atlanta, namely Buzz Walker, Dave Hill, Don Gismer, Blue Evans, Ken Rogers, and the orchestra's general manager John Fulton, kept the crowd happy during the day-long live broadcast. Big-Gun Day is held each year to celebrate the 50,000 Watten's birthday... so Happy Birthday to "The Big Gun Dixie."

New England's big town and country outlet, WHIL-FM-Boston, has given Bluegrass its own time slot with a weekly program heard each Sunday eve, and entitled "The Sunday Night Bluegrass Spectacular." New England's outlet's program director, said that any type of Bluegrass pressed will be considered for air play. Wes went on to say: "Practically all modern country stations exist which make the top 50 charts, especially stations which play country music in Top 40 style. Because WHIL is no exception, and because I have found that there is a definite but limited audience for Bluegrass, with the help of one of New England's top Bluegrass bands, the Rainbow Valley Boys & Sweetheart, this Bluegrass show was originated."

At the same time his newest record, "Anchors Aweigh, (My Love)", was leaving the pressing house, MGM artist Sheb Wooley was in a Nashville recording studio working on his next album. According to Victor A&R man Bob Ferguson, Connie Smith is finding time in the midst of everything else to cut staggered sessions in preparation for a new album in the RCA Camden label. The package, which is scheduled to be let out of the country in the spring, will highlight Connie's interpretations of some of the bigger country hits of the past 10 years.

Little Jimmy Dickens has the time to lick the red off of anybody's candy, what with the heavy demand or the little dynamo's road show. During the first six months of this year, Dickens performed 106 days and Jack Andrews of Moeller Talent, Inc. estimates he'll spend 275 days of 1966 either on the stage or on the road en route to an engagement.

Anticipating the opportunity to "mop up" with a hit, MGM's initial release by Lamar Morris is entitled "Send Me A Box Of Bluegrass", which he co-wrote with Ly-Ran Music writer Mack Vickery. Springawn wildly as the front man of Hank Williams Jr.'s band, the Cheatin' Hearts, Morris is making his MGM debut as a featured vocalist but remains in his position with the Williams act.
THIS IS GOLD COUNTRY!

HANK WILLIAMS WITH STRINGS
KAW LIGA B/W LET'S TURN BACK THE YEARS
K-13542 THE LEGEND LIVES ANEW IN ENHANCED SOUNDS AND SETTINGS!

SHEB WOOLEY
ANCHORS AWEIGH B/W TONIGHT’S THE NIGHT MY ANGEL’S HALO FELL
K-13556 STOCK UP NOW ON SHEB’S NEWEST SINGLE.

THE STONEMANS
THE FIVE LITTLE JOHNSON GIRLS
B/W GOIN’ BACK TO BOWLING GREEN
K-13557 NEW—FROM AMERICA’S GREAT FAMILY OF COUNTRY MUSIC.

THE BIGGEST HITS IN THE COUNTRY ARE ON MGM

MGM Records is a division of Metro-Goldwyn-Mayer Inc.
As reported before, the all Japan folk song festival was held on July 24 at Takadanobaba, Tokyo. The performance place, under the auspices of Nippon Columbia. This is the final contest to choose the best amateur group of all Japan after many pre-contents, having been held for the three months since the end of April at April Hall. Representatives from Fujisawa, Nippon, Osaka, and Sendai, in which more than 60 groups participated. So, it may be said that this festival was a reduced drawing of current folk music through this festival, among groups, most of them are consisting of college students, high school students, offices ladies some groups look like to be fond of folk. People are looking to intend create Japan's original folk, not the imitations of American folk groups, singing protest songs and so many others. As being held at every corner at every opportunity, it never fails to have folk boom going with more and more strengthened growth and folk song tunes and records go on selling accordingly.

Due to the announcement made by Nippon Grammophone, the firm finds it impossible to arrange the sales target set in the beginning of this form, as account of general economic depression, if going on with present sales tendencies. Therefore, to complete the sales target, 1,182 million yen, following sales, expansion plan was examined and decided, by which the firm will put stress on the sales of 17 cent LP, especially, on Hawaiian which was delayed to be released, and sold with "Dans Le Meme Wagon" which sold more than 300,000 copies. While the lark was in Japan, recording of Japanese originals was done and they are scheduled to be put on the market in October.

Nippon Victor will have anniversary release of a stereo LP on Sept. 15, present "Tribute to Pablo Casals" and some Japanese song "Jogashimano Ame," "Akatomo" and some others.

Alfred Kamponi, having come here for a tour, had cut on July 23 at King studio for her 23rd album. They are planning to release several other albums and some Japanese song "Kokusai FM, Ame," "Akatomo" and some others.

While the Japanese TV program "Ultra-man" was very popular with children, the leaders of the song rights organizations the time, had several concerning teams to find new songs. And some Japanese song "Jogashimano Ame," "Akatomo" and some others.

Nippon Columbia's best sold SP's in July were reportedly seen as follows: They are "Blue Eyes" by today's most popular rock combo, Jacky Yoshikawa from the Beatles, Japanese originals "Shiroi Hana" or "On This Beach" in English by popular singer Yusei Kayama, "More" by Andy Williams whose songs were popular from the Beatles. These were released with records, with "This Morning" and "The Blue Angel," "Everything's Right," "I Know You Can't Stay," "I Love You," "Blue Angel," "I Don't Want To Be," and many others.


Argentina's Best Sellers

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Japan's Best Sellers

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Cash Box—August 27, 1966

International Section
Los Bravos formed their group in December last and recorded an EP in Spanish, followed by a single, "Bus Stop," which took them into the charts. With an eye on the international market, they recorded in English "Black Is Black" for release by Decca and the number is currently No. 2 in the British charts. Encouraged by their success, Los Bravos made a personal visit to England for T.V. and further recording sessions. They are returning in September for a nationwide tour. They record for Spanish Columbia (Decca) and their disks have been released in Australia, New Zealand, Europe, Japan. In America "Black Is Black" has already entered the Cash Box Top 100 on the London label.
As announced last week, Britain's newest independent Page One Records is to have its own label in this country as from 1st October, to be distributed by Fontana. Directors, Larry Page and Dick James with their new find freshened up: the label will follow a policy much the same as that of the British side, with the exception that the American side will be marketed through distributors from all over the world for release in this country. The search gets underway at present for a Suitable South American pop singer, with the label's chart topping group the Troggs, other contract artists include Tony Caroli, the Chants and a group called Craig, whose single, "I Must Be Bad," is a hit in America. Bert Bowers, the label's president, who is an American, whose first disc, "Lindsay, Parker and Flynn," is also due for States side radio play, is expected to return to London at the end of the month, when will now switch to Page One. An Instrumental Group—the Chelsea Lads, previously with CBS, have also been contracted to Page One.

However, Page One Records' biggest American star and most successful American tour, is filming "The Canterbury Ghost" for screening on American television. Bert Bowers stars Sir Michael Redgrave and Douglas Fairbanks. Herman returns to America to star in the first Ed Sullivan show of the coming season on September 18th. After that he will appear with his own troop on the Cruise of the Century, starting September 20th. Herman's latest single, "This Door Swings Both Ways," is doing well on the American market.

British song writers Les Reed and Mitch Murray have been invited to represent England in Brazil's First International Song Festival in October. Writers and artists (twelve in all) are competing for an extended chart start in London, as Lloyd Webber's composition "Gina" will be sung by Wayne Fontana. The first prize for the writer is around $6,000 and $4,000 for the artist. "Gina" is published by Les Reed's Donna Music. Both writers have many hits to their credit. Reed's titles include "It's Not Unusual," "Here It Comes Again" (a recent No. 1 chart winner), "You Remember" (also a hit in Italy, by Bobby Solo), "Don't Bring Me Heartaches," "Have Pity on the Boy".

Mitch Murray was responsible for a string of hits by Freddie & the Dreamers, including "You Were Made for Me," "I'm Telling You Now," and "Hex." He also wrote and produced the recent hit "Save Me (on the continent)" with his own composition, "Down the Rain." The song was written as part of a set of twenty songs written and accompanied by Geoffrey Heath of the London office—Good Music—just back from Scandinavia, visited record and publishing executives in Stockholm, Copenhagen, and Amsterdam, and travelled across Germany with Alan Kluger, together with co-director Felix Faecq, also in London recently when the song was written. As one of them, "Guantanamoers" by Digna Garcia (a hit on both sides in Spain and in South America), will be issued by Pye, who also release the Sand Piper version, "I'm So Glad." Mitch Murray was born in 1934. He was a school teacher until 1960 when he became a full-time songwriter.

Bert Corri of Francis Day & Hunter delighted with the success of Dave Bern's "The Last Great Train Robbery," has now released "Don't Don't Don't," which he undertook to write for the film "The Great Train Robbery." The song was recorded by Frank Ifield, and released on Decca. F.D.H. have just acquired the current American hit "Sunburn" by Maxine Sullivan and Fred Sanford (Reprise).

Ben Niebert of Feldmann's, who has enjoyed chart success with several Bob Dylan discs, notably "Rainy Day Women" and currently "I Want You," is now busy writing and has recently completed a deal whereby Feldmann publishes all Dylan compositions in this country. Manfred Mann (Fontana) and rocking Stones have both recorded Dylan songs, and have each set all set for a battle of the charts. The discs are also released in America, Mann on Mercury and King on Parrott. Feldmanns already have two hits in the States, with "Take Me Home Country Roads" and "You Don't Have to Say You Love Me," Dasty Springfield.

Bert Bowers, who is now president of the Bela Bowers Company in London, in meeting with April-Blackwood who handles part of their Catalogue for England and South Africa. Erkin also met various record executives in America to discuss continued relations, also the possibility of new label Carol Records, specializing in religious material of all denominations.

Richie Yorke, international operations manager for Sunshine Records, the first Australian diskery to set up a London office, is pulling out all the stops in America. His latest coup was to secure the gambling company 5th to record for Polydor Records. Sunshine Records is owned and operated by Robert Dyer, who owns Kerridge Records, London. W. Yorke recently acquired two British discs for release in Australia on Sunshine International's Go Home Baby" by Bunch of Fives and "Lights the Blind Can See" by Kim Powlcy.

California-born folk singer Julie Felix, now living in England, has been rapping a name for herself, first on the South London folk circuit, where she hosted a reception this week to launch her single, "I Can't Touch the Sun," composed by American singer Shel Silverstein and backed by her own accompanying group, which she had formed earlier this year. Her first London concert followed, after one of the tracks by Phil Ochs, is due for September release by Shawe.

The first Yorke selection single from Pye for release in America. "Here, There and Everywhere" by Episode Six and a first disc by a new group from Time, entitled Who's That Girl? is also available. Yorke themselves have been busy compiling a disc of their own, "Hi—Hi Hazel" by Gino Washington is released in the States by KAPP.

Day and David of Francis Day and Hunter are in Copenhagen for discussions with Arne Slink, manager of F.D. & H.'s Danish company. Fred Bowers, American promotional manager, is currently visiting the United States on a tour to study American trends and promotional ideas. Stone will visit New York, San Francisco and Los Angeles and exchange ideas with his American counterparts.

John Abbey, editor of "R/B Magazine Home of the Blues," to visit America in September. He will explore the scene in Detroit, Cincinnati, Nashville, Houston and Memphis.

The new Hayley Mills film "All in Good Time," based on a play by Bill (Aladdin) Folly, will be released on October 24th, and Barry Mason, published by Feldmann.

Lenn Black, late of Essex Music, has now opened up his own publishing company, Gino Publishing. Lenn Black has several hits on his handle. His first release is on Parlophone, "Go Home Baby" by Bunch of Fives.

Revolver—the Beatles (Parlophone)
2. Yellow Submarine/Eleanor Rigby—The Beatles (Parlophone) (RCA)/Norton'songs
3. With A Girl Like You—The Troggs (Fontana)
4. You Were Made I See You—Chris Montez (Pye) Bremgann Vocco & Catt
5. Black is Black—Los Bravos (Decca) Melina
6. Good Lovin'—The Beach Boys (Capitol) Immediate
7. Out of Time—Chris Farlowe (Immediate) Melina
8. Summer Days Watch your Step—Mike (Kama Sutra) Robbins
9. Mama—Dave Dee/Dozy/Bill (Pye) Bell
10. Love Letters—Elvis Presley (RCA) Famous-Chappell
11. The Second Time Around—Sandy (Pye) Wolf Beck
12. Get a Hit—Fame (Columbia) Gunnell
13. Hi Ho—Alain Prince Set Decca Robbins
14. Sunny Afternoon—The Kinks (Pye) Bell
15. Summer Dreams—Leslie Binks (CBS)
16. I Want You—Bob Dylan (CBS) Feldman
17. Saw Her Again—Mama's & Papa's (R.C.A.) Dick James
18. Lovers of the World Unite—David & Jonathan (Columbia
19. They're Coming to Take Me Away Ha-Ha—Napoleon XIV (Warner Bros) Copyright Control
20. The Strangers—The Beach Boys (PEP) Reprise
21. The Naked and The Dead—The Beach Boys (PEP) Reprise
22. Strange Things—George Fain (Columbia)
23. Corporal Jones—The Beatles (Parlophone)
24. Forgotten—Bobby Sherman (CBS)
25. Things to Make You Laugh—Bob Dylan (CBS)
26. Saturday Night—The Beatles (Parlophone)
27. The Letter—The Pretenders (Columbia)
28. Say You Say Me—The Bee Gees (Columbia)
29. Take One—Davy Jones (Parlophone)
30. 28th Day of July—Brian Hyland (Columbia)
31. Million Dollar Man—Pete Turner (Columbia)
32. I Think I Love You—The Osmonds (Parlophone) (RCA)
33. Love Is Here to Stay—The Marvelettes (Columbia)
34. Have I The Right—The Beatles (Parlophone)
35. Make the World Go Away—The Rolling Stones (Parlophone)
36. Nothing's Gonna Stop Us Now—The Temptations (Columbia)
37. I'm Not In Love—The Four Tops (Columbia)
38. The Last Waltz—The Beatles (Parlophone)
39. Can't Stop Loving You—Teddy Pendergrass (Columbia)
40. The Ultimate—The Who (Columbia)
London—Philips Electrical Ltd. and Philips Germany have announced a compact cassette system recorders and tape cassette cartridges to be marketed in Britain on Oct. 1, at a recent press conference here. A pioneer in the development of the musicassettes have subsequently enjoyed sensational success in Sweden and Denmark. By the end of the year, they will also be marketed in Scandinavia. U.S. introduction took place last month.

Cassette Product

Although initially a few material will be taken from existing LP's it's expected that in due course tracks will be transferred to cassettes. Each musicasset is scheduled for next year, by which time it is anticipated that enough equipment will be in consumer's hands to guarantee a market for the product.

Concurrent with the issuing of the first musiccassettes by Philips, and in addition, the company has announced developments have been made for the 3312 with the cassettes being alongside each other to give full compatibility of mono & stereo reception.

(The for more details on the cassette system see Philips press office in this issue).

Philips Sales Meet Quota Best Year Ever

The annual International Sales Merchants Convention took place at London's Mount Royal Hotel on August 17 and 18. The sales force attended a number of symposia and seminars, including Messrs. T.H. van der Kaai, K. Davis (Philips Seifert), J.P. Van Dongen and H. Cats from Philips Phonographic Industries, Haar, Hol- land, H. König and H. Stahl from Philips Sonora, Sr., O. W. Wilson from Northern, J.T. Aalst and P. Berro from Philips France, E. Landquist and L. Stampe from Philips, Sweden. The convention took place from August 17 to 30 on each side, the equivalent of an LP. They retail at 35p in the U.K.

It was pointed out that the Philips cassette is the perfect answer to the problem of the 16-bit disk, as a supplement to it. The cassette has already been accepted by thirty-nine commercial radio stations in the U.K., and by some twenty-eight musical institutions.  In the U.S., material for the cassette in Britain is already being recorded.

Plan 200 Land-Based Stations In England

The advent of a commercial network would end the radio monopoly at present held by the B.B.C. How- ever, the present set of the B.B.C. and the pirates has outlined plans for some 400 land-based radio stations. If the B.B.C. used the V.H.F. wave length, it is likely that the new stations would operate in much the same way as the B.B.C. stations, and there was little chance of the Government's intentions for the future of broadcasting are unknown.

Industry Charity LP

Following this Gould introduced the "Stars Charity Fantasia" LP in aid of the local fund comic relief, the Fund's Director General Sir Colin Toms, and the group's chairman Lord Harewood. Our Commodore Ribbert and commit- tee member Major General Shaw. The LP is a record of Swedish popular spon- sorship from Polyphon Schallplatten, Austria, O. Viersen and G. August. For each record sold the committee will be paid at 21p per copy. Fifteen stars are represented, including Dusty Springfield, Cliff Richard, The Walker Brothers, Rosie Lipstick, Gene Pitney, Vicky Donnison, The Swingle Singers, and Ken Dodd. All sales are given to the charity.

The LP will be introduced in the Hague Holland on September 12 and a copy will be presented to Queen Juliana of the Netherlands. Promotio- n of the record will be assisted by several large industrial combines and some 200 advertising and record trade papers are involved. There will be displays in record shops and dealers have consented to accept the record at cost price. A number of the artists concerned will be men- tioned on the front covers of record shows and personal appearances. It is hoped to sell 350,000 copies by Christmas and make the record the biggest individual source of revenue in the for its 45-year history of the Save the Children Fund, which has 1100 field workers active in 27 different coun-tries of the world helping many chil- dren regardless of creed or color.

Fontana's 10th

The afternoon session of August 12th was devoted to the Fontana label which has celebrated the 10th anni- versary of its foundation. Fontana has commissioned the Office of the Year, who undertook a survey of the top pop talent avail- able and forthcoming on Fontana with the aid of record and color slides. The meeting was held on August 11th in Dartford, at the home of Dave Dobby, Bexley, Mick and Tich driving in an open car along the motorway to London Airport while performing their nightly gig. A recording session of the artists played examples of other Fontana artists like Alan Havel, BlossomDearie, The Troggs, The Mind- benders, Cleo Laine, Spence Davie, Wayne Fontana, Johnny Dankworth, The Pretty Things etc. Baverstock drew attention to a forthcoming all...
Philips Meeting
(Continued from page 73)

buon of classical themes treated in a modern instrumental manner by arranger, orchestral leader and composer, Ken Stringfellow, who earlier played an extract from the first Chap- quito LP for four years, which is a Latin standards album, and the first of three Latin outlets Gregori is to cut for Fontana. He mentioned Fontana's drawing on the Prestige and Verve rosters for World Pacific catalogues for British release. He mentioned, "There's nothing that's not on Fontana" was the theme for taping albums, which emphasized the wide scope of Fontana's catalogue. All of the important extracts from the Scottish catalogues and Fontana's documentary resources were well known to the blues experts Charlie Fox and Alex Korrer comprised a third of all the extracts from the Fontana and River- side jazz repertoire.

Leeds Gould then made the official announcement concerning the deal concert with the Thomas more by One Records run by Larry Page and music publisher Dick James (see last week's report). The deal has been signed and the Page-One label is to be known as Number 1 handling material from the Stargazey label. He and Jack Baverstock originally agreed to release Page-One material on the Continent, but the label has now been transferred to Fontana or under the terms of existing arrangements elsewhere.

Leeds Gould added that the hazards of independent record production were also in mind when the Philips and Fontana families worked the Troogs 'Wild Thing' a number, incidentally, which was turned down for Radio Luxembourg after a vote of various versions by Jordon Christo- pher. Leeds Gould said, "Our aim is not only to keep the Troogs at the top but to get other Page-One acts that are even better." Terry Brown dealt with the Fontana folk repertoire and the previously well-informed aid of the Spinners. There are now 500 folk clubs in existence, Leeds Gould ad- mitted. Folk music has not been a potentially flourishing market for folk music merchants.

Leeds Gould informed the meeting that three men prominently assoc- iated with the disc business for the foundation of the Fontana label were present. They were Jack Baverstock, Louis Hazam and Herman's Hermits manager, Algernon Gower. Jack Baverstock by saying that his name and Fontana were synonymous. He said "I don't see Leeds Gould just following the trend. He said "It took terrific guts and determination to get Fontana going. He did it the hard way but he did it." Gould then mentioned the efforts of Herman's Hermits and the Bangles and said that it was emphatically mainly on Philips. In re- ply, Herman's Hermits said "Fontana in England, and the rest of world, it's far, far, it's thanks to the product and talent. Our song list with Fontana occupies its present position on the Continent and elsewhere in the world.

The August 13 session began with addresses from Darcy Glover and Leeds Gould. Glover, in an impres- sive address, talked about the current influence and status of the Philips group disk product. "We've reached our majority," he declared. "Philips is the world leader—and we don't just follow them." He also made mention of the new Philips disk catalog which is being prepared by companies over a time span of eight weeks as opposed to the former method of human collation which could take as many months before completion. The Mercury and Wing

catalogs were then discussed as were Planet Records whose product is dis- covered. In the case of Planet, formerly with Keith Prowse and a Philips staffman of only a few weeks, there are some problems of record accessories which Philips and the American public are not used to. The local merchant is be supplied to free to any dealer placing an order worth a specified amount in respect of the accessories range.

'Immediate' Film

Next a film was screened with the immediate and important matter. Immediate is the record label run by Brian and Judy Old- ham, manager of The Rolling Stones, which is distributed by Philips and handled all the important technique and intriguing artistes. Immediate's imprint on the node torso of a model, provoked warm applause. Gould expressed the packaging in such proof. A merger of Immediate artistes like Chris Farlowe on the label and a thorough film about their manufactur- ing and processing prepared for dealer trade shows (see story in this issue). Woyda described the Musi- cassettes, which have the function to trans- port the transistor radio, complete with Philips cassette, advertisements in the Philips magazine and the mike used could be anywhere at any time. The Philips Cassette Recorder could be played with a tape cassette, or on any portable tape recorder. Snap in and out of the Philips Microcassette.

There are now three models available of the Cassette Recorder which will be offered in Britain as well as in other markets. The release of Musicassettes goes on the market of September 1 and will consist of 20 cassettes by top artists such as the Walker Brothers, Dusty Spring- field, the Kinks, and others. The other type is a dealer ordering a set of 100 Musicassettes. George Hannis of Erwin Wasey advertising agency gave a talk of the comprehensive promot- ional campaigns devised to launch the Musicassettes. One of the outstanding records of this £90,000 has been earmarked for TV advertising over nine weeks until December in preparation for the Christmas buying season.

The meeting concluded with tributes from Leeds Gould and Darcy Glover. Leeds Gould added that the Decca Musicassettes which was the main reason the Musicassettes launching and campaign during his short so- journ to date with Philips and to be launched by Matt Phillips and the Philips team in work in organizing the meeting and ensuring its smooth functioning. Mr. K. Bouma of Philips Holland provided with an official working program and reports by enrolling in the "Fontana pipe smokers club and presenting them with long-stemmed Dutch pipes and pouches at volumes."

Australia

The balance sheet for EMI (Australia) Ltd, for the financial year ended June 30, 1966, shows a net profit of (Australian) 50,697,908 as compared with A$1,067,216 in 1965, a result of the increased turnover and profit attributed to the record division of the huge complex.

The local record scene has been pretty rough for female artists over the past few years; and these particular groups began dominating the market. It has been so bad here that many of our top female stars just haven't been making records. One exception is Helen Reddy who, after what seems years, has a new single out on the Festival group, topside is a cover version of "Born A Woman" which is hot in America for Sandy Friday Night in the country. Helen Reddy is 16.

American recording star and funny-man Allen Sherman is the current star attraction at Chequers night spot in Sydney. On the same bill is local singer Thee Hyper which is making a name for himself by his country on the Warner Bros. label through Australian Record Company.

Philips' comprehensive "Australia 2" with W & G, the second program has been successful with the new single by the Loved Ones with "Ever Lovin' Man" and "More Than Love." The record is on the In label, a subsidiary of W & G. Both titles were written by Australia 2's lead singer, John O'Ree. On the first single the groups were strongly on behalf of young Australian singer Tony Henry and his old Leiber-Stoller songs W & G has also just issued an E.P. by Tony Henry.

Australian recording star Brian Willers is presently in London enjoying the scene as part of his recent trip to Britain. His recent single, "You Came To Me" has been released in the United shipping line, RCA of Australia advices that it has received word from London that Brian's first single recording has just been issued. Titles are "For No Other" and "I Love You Still." The latter was particularly a hot American chart-riding "My Heart's Symphony" and the always popular Al Martino is represented with his new Capitol single "Just Yesterday" c/w "I'm Gonna Love You." The Beatles new single "Yellow Submarine" and "Eleanor Rigby" set for release on Aug. 26th. "Revolver" album will go off around mid-September.

Among the new local records released through Festival we find Sandy Scott with "Love Is A Rose." The recent single by the Tin Man label is Ronnie Burns with "True, True Lovin" and "Too Many People." Derek's "Shattering Glass" was released on the same label.

The Beatles "I Want To Believe" and "Drive My Car" were recently recorded by other artists, and the whole set will surely receive bundles of tele- vision performances when the restriction is lifted.

Ritchie Yorke, based in London as head of the International division of Sun- nies, advises that the satisfactory talks with Nabi Etting, head of Atlantic records of America, regarding the release and pro- motion of the Beatles "Help!" and "The Beatles That Is Life Today," have been completed. Brian Epstein of the Beatles' group, RCA will retail at £2 each, slightly more than the price of the equivalent LP. An interested party would buy at £2 each, slightly more than the price of the equivalent LP. Brian Epstein of the Beatles' group, RCA will buy at £2 each. Ritchie Yorke's forecasts for "Help!" are strong that the record will be released in the UK.

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DENMARK

EMI here (Skandinavisk Grammaphon A/S) has rushed out "Revolver," the new Beatles LP with 14 new songs by George Harrison and Lennon McCart- ney. Among the new songs include "Doctor Zhivago" on MGM—a soundtrack LP—and, among singles, "Yellow Submarine," another Beatles. Following up the present success with "Pretty Flamingo," EMI has released another Manfred Mann, with the titles "You Gave Me Somebody To Love?"/"Poison Ivy" on HMV.

NORWAY

Manu has released a local single with the Dandy Girls, expecting it to be one of the bigger hits of the season when the new season has started. Arne Bendiksen A/S has recorded a new single with Karin Krogh and the Public Enemies, with her new partner: Melon Man! There is A Whole Lot Of Shaking Going On." Krogh will also be available on a new jazz LP within a near future, it is reported. Another Triola group, the Vanguards will also have a new long-play, named the "Kroppas, Kristi Sparde," another nightingale on the Triola label, will soon be introduced at the German market. Her latest local recording includes "Det Blir Ingen Sommer" (There'll Be No Summer), a tune penned by Arne Bendiksen and, by now, sold to a number of foreign countries.

At an international Song Festival in Poland Aug. 25 to 28, Norway will be represented by Triola recording artist Terill Ravnas, who had her latest single released a few days ago here. A/S Nera has released the Swedish group Mak Les Soeren on a Cupul LP here. A female group doing very well in Sweden, they have already discu- buted all on their national and international experiences, among others from a tour to Moscow last spring.

SWEDEN

AB Phillips-Sonora has just released a new Anita Lindblom EP including her performances from the Festival Of The Ballad Of The Blue Berets.

Southern Music AB is very happy about the success of its tunes at the moment, especially the old-time hit in England. It was re-released by Anna-Lena Lofgren on Metronome titled "Varm Barmhartig (Be Merciful)" is among the top sellers here at the moment, and a tune heard on radio and TV was "My Heart's Right In" is a Sunt-Disc recording with the Country Four, in Swedish titled "Ann-Cathrin." Brit Bergstrom, also on Scan- Disc, has done the French hit thing, "Ivan, Blue Eyes." Sweden's newest pop hit, "With Warm And Tender Love" and Wilson Pickett with "Land Of 1000 Dances." The Swedish Hit Parade.

Southern Music AB has also recently released a new Swedish release: "I'm Sorry" by the Stella Malins. On the Polar label has just appeared a new single with the Hooten Singers, a group with a limited activity at the moment, some of the members have to do their military duties. The Fagstad has recorded two of their own songs, and finally, the Symbols with "See You In September/"To Make You Smile Again" come out on the Polar label.

Ola and the Janagers, Gazell recording group, starts their European tour Sept. 16th and before their return here Oct. 10th, they have "done" Holland, Belgium, France, Germany, Sweden and Norway, with p.a.s., radio and TV coming in most countries.

Scandinavia's Best Sellers

This Week On Chart
1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 23 24 25 26 27 28 29 30 31 32 33 34 35 36 37 38 39 40 41 42 43 44 45 46 47 48 49 50 51 52 53 54 55 56 57 58 59 60 61 62 63 64 65 66 67 68 69 70 71 72 73 74 75 76 77 78 79 80 81 82 83 84 85 86 87 88 89 90 91 92 93 94 95 96 97 98 99 100

Norway's Best Sellers

This Week On Chart
1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 23 24 25 26 27 28 29 30 31 32 33 34 35 36 37 38 39 40 41 42 43 44 45 46 47 48 49 50 51 52 53 54 55 56 57 58 59 60 61 62 63 64 65 66 67 68 69 70 71 72 73 74 75 76 77 78 79 80 81 82 83 84 85 86 87 88 89 90 91 92 93 94 95 96 97 98 99 100

Sweden's Best Sellers

This Week On Chart
1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 23 24 25 26 27 28 29 30 31 32 33 34 35 36 37 38 39 40 41 42 43 44 45 46 47 48 49 50 51 52 53 54 55 56 57 58 59 60 61 62 63 64 65 66 67 68 69 70 71 72 73 74 75 76 77 78 79 80 81 82 83 84 85 86 87 88 89 90 91 92 93 94 95 96 97 98 99 100

Levi's Danish Festival

The stage a camping area for some 400 trailers and 400 tents has been built on a hill overlooking Comblain-la-Tour a 140 ft. above the village and the pictures picked up by the TV-cameras to the broadcasting station. Some 50,000 people attended the first of the stage.

"Levi's" Palladium, the "ye-ye" tent, had doubled its surface under canopies to 22,500 sq. ft., with a dance floor of 4,000 sq. ft. Twenty orchestras played for one and a half hours each throughout the two days of the festival. And just one more statistic: 20,000 cigars were sold with a band called "The Crazies" (in an envelope containing four cigars) and each envelope contained a raffle-ticket.

Color TV

TV was of course present at Comblain. The Belgian TV broadcast some of the scenes of the "life and many other parts of the program were recorded and will be shown on our screens in the coming months. Foreign radio and TV stations broadcast from Comblain: the French, German, Italian, Belgian, Dutch, Danish and Czech networks, as well as N.R.C., but this is quite a poor account, judged by the many boasting statements.

The man in charge of public rela- tions department of the festival, M. de Moro publish a bulletin in order to promote U.S. tourism to Belgium and in it he lists the coming events, among them of course the Comblain Jazz Festival. According to one of the U.S. officials who happened to be read by Barry Wood, the former singer and now producer of one of the stars, that the whole thing was sponsored by Bell Telephone Co. For him Comblain was "a big old house where the road ends," but in fact it's a big old house where the road begins. He added that the festival was intended to be a moral event, the last off the beaten track just for one and he took the first plane to Belgium, going back to New York, where he met Jacques Seron, press attaché for the Belgian Embassy, accompanied by Joe Napoli. Actually, their brief encounter took place not at Comblain, but in Spoleto (Italy) and as a re- sult N.R.C. decided to produce a color TV-program of the festival. Color TV, of course, requires strong light- ing and it explains why Comblain was so well illuminated, N.R.C. shined its equipment, worth 300,000 dollars, at the place the festival. In Spoleto, among others, 25 technicians, came over specially from New York to film this. But in Comblain, as far as for the opening, N.R.C. also hired a helicopter to shoot some of the scenes of the crowd from roof- top height, which a dozen times or so rather upset the show.
The number one position on the Dutch hit-parade went early in August to Karin Kent with her lively rendition of “Dans Je De Hele Nacht Met Mij” (“Dancing All the Night With Me”), from her album "Me of the Sun" released by U.A. Music-Altona in Amsterdam, was composed by Bert Baccarach and counts as the official national instrumental version in the U.A. picture "What's New Pussywill". We already heard, that the great success of this song is due to the fact that Karin Kent picked out the song with Dutch lyrics by Willy Bexe. She has been in the country for some time and it is generally assumed that she is to be the next singer to rise to international popularity. Karin Kent is no stranger to the Dutch audience, having performed in the "Mio & Cia" television show earlier in the year, where she had already sung to great popular appeal.

It seems that American music (top hits) is getting popular again and several radio stations in the country have changed their programming to this type of music. But on the other hand, music from the Caribbean is also increasing in popularity, and it appears that the Dutch are eager to try something new.

German singer Piaf, managed by the famous Mexican rock and roll group the Loud Jets, is preparing a modern music festival at the National Auditorium, with the participation of international artists such as Johnny Rivers, Eddy, the Supremes and other artists. At the moment, nothing is sure. Brandini's group the Tamba Ori performed a cocktail at the press and disc jockeys of Mexico City, to introduce new arrangements which belong to a new look radio station.

Cocktail Fuiste, managed by Guillermo Del Toro, has released so far this summer.

In the Netherlands, the country with the best classical LP releases, is also a Dutch label "Rex", which has released the prize-winning heights. Another Dutch label "Vogue" has also released a new LP.

The new record "Get Away" by Johnny Rivers, the singer who is supposed to perform in one nightclub of Mexico City by the first days of September. "Susie Q" is still his most popular record here.

Spanish singer Mayte, who has settled since about a year in town.

Gamma Records released at the moment four LP's by Johnny Rivers, the singer who is supposed to perform in one nightclub of Mexico City.

The Puerto Rican female group, the De Castro Sisters, is performing at the moment in the A.P.O. (Army Public Office).

The most surprising news was that the group "The Shadows" has released two new singles and a new album, which has been released already.

The Best of Jim Reeves" by Faron Young in his splendid Mercury-album that was considered by the official Dutch Jim Reeves Fan Club as one of the most out of the group. The news from the label counts as the previous single "Walking And Strolling", proved to be quite successful right from the start.

Local KRO-TV aired a 60-minute Show by Simon & Garfunkel on August 12. "We Shall Be On Top Again" accompanied by their manager George Avakian, proved to be quite successful right from the start.

Local AVRO-TV, August 9th, TV-recordings took place at the Concertina Studio in Bilthoven. The show was produced and directed by the producer"The Big Green Light" and the music was produced by the Masters of "The Dangling Convergence" (c/w "The Big Bright Green Television".)

Local CBS Holland recently released the Dutch group Les Crusches (the Pitchers) for their second album. The group consists of 5 boys and are from the southern part of The Netherlands, Tilburg. Their first single, their own composition "Walking And Strolling" has sold over 50,000 copies.

The new Bob Dylan song "It's All Over Now", which is accompanied by their manager George Avakian, again paid a visit to our country, having made Tear-overs on local AVRO-TV, August 9th. Their records are considered as the most interesting of the new singles to be released this week.

The success of Simon & Garfunkel's recent hits has led to a new recording "The Dashing Convergence" (c/w "The Big Bright Green Television").

CBS Holland recently released a handful ofsolidly swinging band "The Likes of Us" by Louie Jones & Leaps Again (with the historical Basie groups) in Fontana's Jazz Club Series, Art Blakey's "Soulful" Side, "The Les McLean-Gerald Wilson cooperation" (CBS Holland).

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Seeburg phonographs give the most value for the dollar, franc, guilder, krona, lira, mark, markka, peseta, peso, pound, schilling, and yen.

That’s why, new or used, Seeburg is the world’s preferred coin-phonograph.
Like the small town civil servant, the average coin machine operator wears several occupational hats. In a very real sense, today's successful operator must be familiar with at least three different and distinct skills—as an entertainer, as an equipment mechanic and as a salesman. Right now, let's direct our attention to the operator as a salesman.

The operator's sales activities fall into two closely knit areas: 1. landing a location, and 2. keeping the location. Although the operator employs his best sales techniques when he sets out to add a new spot to the route, it's equally important for him to continue "selling" himself and his services to the owner in order to keep that location.

While the contract is generally considered to be the best means at hand for holding onto a location for a good period of time, it's important for the operator to keep the owner of that location satisfied with the service he's given and glad that he signed. In the case of the "gentlemen's agreement" where no contract exists, amicable relations between the owner and the operator are vital. But whether a contract exists or not, the satisfaction of every location owner on the route must be the primary concern of every operator interested in maintaining a pleasant and constructive business atmosphere.

How do you, the operator, please that man behind the bar or the lunch counter without killing yourself with loans or an unbalanced commission agreement? Granted you perform all the normal functions of a conscientious operator—maintaining good looking, mechanically efficient, up-to-date equipment backed up by prompt and proficient service. But what else can you do to keep a cordial atmosphere at the location while earning a good buck?

For starters, you can ask the location owner which particular tunes he might want on the juke—both oldies and newies—instead of waiting until he asks. (A good-sized backlog of records should be maintained here in order to give the owner what he wants when he wants it.) You might suggest some practical thoughts on dressing up his place or moving your pieces to better spots on the floor—changes you've seen completed quickly, cheaply and profitably at some of your other locations. Establish a trust by discussing his problems and then leading into yours. From a foundation of mutual trust, you can more successfully discuss the possible need for front money.

Show the location owner the latest advertising circulars on new games which you believe will create greater activity at his place—he's interested in increased income too. If you've got any routemen on the payroll, outfit them in clean, starched uniforms—makes a very strong impression, you know. Hire an artist to paint the firm name on the route truck. Prepare and distribute little promotional doodads (miniature plastic jukes, cue balls, etc.) bearing the firm name. Find out the owner's birthdate and send him a card. Invite him and his wife to join you and yours for dinner some night.

These are some of the many suggestions everybody has thought of at one time or another. To those who practice them goes the cream for the coffee. Take a location owner to lunch sometime—you may end up placing a new pin game for dessert.
Bally Bows "Campus Queen" Pinball; One to Four Players; Free-ball Lanes

■ Appoints Trimount Automatic Distributor

CHICAGO—"Biggest free-ball bargain in flipper game history," is the verdict of the latest Coin-Machine Manufacturing Company, describing the company's newest offering, "Campus Queen." " "Campus Queen" is offered by Bally, the exclusive Bally distributor in Maine, New Hampshire, Rhode Island, and western Massachusetts.

"From a purely personal standpoint, I can tell you that all of us at Bally are happy to be associated again with Mr. David S. Bond, founder of the company. The current management of the company, Bally, has handled the sales and distribution of the college games, but they are in new hands, so to speak, with experience gained from years of handling similar equipment. They offer an attractive price to the college owner and the games have been a great success in the college market. The games are available now, with many of them already in use.

Bally "Campus Queen" is equipped with a new, improved "bongo" style score motor and is available with one or two coin chutes, any desired combination.

TARGETS SCATTERED AROUND THE PANEL

TARGETS SCATTERED AROUND THE PANEL

Bally "Campus Queen"

CHICAGO—Chicago Coin, division of Chicago Dynamic Industries, located in Winston-Salem, N.C., has been pursuing a program of creating, designing and manufacturing a series of one, two and four-player flipper pinball type ball games.

Jerry Gordon Joins Betson Sales Force

NORTH BERGEN, N.J.—The appointment of Jerry Gordon to an executive position with a Chicago area manufacturer of pinball machines will strengthen the national sales effort of the company.

Jerry Gordon, formerly general sales manager and treasurer at the National Shuffleboard Co. (East Orange, N.J.) will be handled by his new company, Coin-Machine Manufacturing Co., in Chicago.

Gordon joined the company in 1966 and has been employed in various positions within the company, including general sales manager and treasurer.

"Jerry's experience will be invaluable to our company," said the president of the company. "Jerry has a strong background in sales and management, and we believe he will be an asset to our organization.

Jerry Gordon is a native of New York City and has been active in the pinball industry for over 20 years. He has held various positions within the industry, including sales manager, sales manager and vice-president, and general manager.

A Day At The Races: COIN To Hold Weekend Meet

OMAHA—Howard N. Ellis, secretary-treasurer of Coin-Operator, Inc. (COIN), announced this past week that his company will host a COIN Convention scheduled for the weekend of September 9 & 10, in the Holiday Inn Motel in Opa-locka, Florida. The convention is scheduled for the period of the recently installed, new president of the company, John Raifer. The convention will be held at the Holiday Inn Motel in Opa-locka, Florida.

A Day At The Races: COIN To Hold Weekend Meet

Sam Stern, president of Williams Electronic Manufacturing Corp., got into the coin machine industry by that familiar process known as "accident." In 1924, he was employed by the old Williams-Gilbert Co., of which he was later to become president, to work for them in the city of New York. At that time, he was the youngest person ever to be employed by the company.

Maloney, who worked for Williams for many years, was one of the founders of the company, and his brother, Bob, had been employed by the company for several years. Maloney, who had been with Williams for many years, was one of the founders of the company, and his brother, Bob, had been employed by the company for several years.

Stern's early days in the coin machine industry were filled with hard work and long hours. He started at the bottom and worked his way up to the top. He was a hard worker and a dedicated employee.

A. What's the advantage of three balls for a dine?

B. Why is the price of the coin machine owner one of the big problems of this industry? They have far too much to spend on the machines, and we have a lot of money to spend on the machines.

C. Why is the high price for this game?

D. Why is the high price for this game?

(Continued on page 80)
Peach State Distibs
Appointed By Rowe For Full Line; Mar-Tab In For Rowe Customusic

WHIPPANY, N.J. — Jack Harper, president of Rowe Manufacturing, has announced the appointment of Peach State Distributing as the exclusive Rowe products distributor for central and northwest Georgia and the state of South Carolina.

In making the announcement, Harper said, "We at Rowe recognize Peach State as one of the very finest distributors in the United States, and feel very proud to add their name to our distribution network. It is confidently anticipated that Peach State will contribute substantially to the booming Rowe sales record."

Peach State has offices in Macon, Georgia and Atlanta, Georgia (Peach State Distributing), and Columbus, South Carolina (Peach State Trading Co.) and enjoys a business reputation that is one of the most respected in the South. W. H. "Dyke" Hawes, president, and Albert Hawkins, vice president, head the Peach State team from the Macon office, while the Atlanta and Columbus offices are very capably managed by W. F. Buford and James C. Faulk respectively.

Hawes said, "Peach State is delighted to be associated with the exceptional line of Rowe products and we are particularly happy to become active in the sale of full line vending equipment." Hawkins indicated that a full schedule of service schools and training seminars would be available for all the operators in their area.

Peach State was formed in 1950, and has experienced a steady and constant growth in sales. The firm, over the years, has emerged as one of the most progressive in the country and, today, its parts business, located in Atlanta sells throughout the country.

Joe Barton, general sales manager at Rowe stated, "Having been in the distribution business in the southeast myself, I can speak on a first hand basis as to the effectiveness of the Peach State organization. I am positive that this company will become one of the finest distributors in the Rowe family, and I am delighted that Rowe customers in the Georgia-South Carolina area will have the benefit of the outstanding experience and service of this company."

A tribute to the management of this company is the fact that the vast bulk of their employees are long term veterans. Management and staff alike look forward to working with their operator customers with the Rowe line.

MAR-TAB APPOINTED

Mar-Tab Vending of Miami and Fort Lauderdale, Florida was also appointed by Rowe last week, to handle their Customusic background music systems, Harper revealed.

"We are delighted to name Mar-Tab to our growing list of Customusic distributors and we proudly anticipate the outstanding representation that this fine firm will give us," he advised.

Sol Tabh, president of Mar-Tab Vending and a veteran coin machine industry leader, said, "I feel that Customusic is precisely what we need to round out our business. It enables us to offer our customers a complete selection of services ranging from audio-visual, coin operated phonographs, vending machines, games and, now, background music.

Tabh operates 3500 pieces of equipment in 1700 locations and maintains up-to-date, personal knowledge of everyone of them.

Training sessions have already been conducted at Mar-Tab headquarters, by Don Lindsay, head of the Customusic Division for Rowe, and by G. Vandenbouwer of the customer services department. Lindsay said, "I am confident that Mar-Tab will assume the leadership in the background music field that it has always shown in other product areas."

Joe Barton, general sales manager for Rowe said, "It is becoming an acknowledged trend for the progressive operator to become interested in background music. It makes sense for an operator with qualified sales people calling on vending and music locations to be able to provide background music service as well. Otherwise, they are going to have to turn the business down or give it to someone else. We are mighty proud to welcome Mar-Tab Vending to the Customusic team."

The redoubtable W. H. "Dyke" Hawes, president of Peach State Distributing, caught in an unusual pose—relaxing. The sales record of Peach State, said Rowe general sales manager Joe Barton, "is tops." In photo at right, Peach State's famous parts department.

Peach State Violin and Paper 4-player flipper game featuring new Captive Ball Spinner Unit.

SCORING VALUES

1. EXTRA BALL PLUS 200
2. COLLECT BONUS (100 UP TO 1500)
3. 500 POINTS OR 50 POINTS

HIGH SCORE SKILL LANE (UP TO TOP OF PLAYFIELD), 4 HIGH POWERED FLIPPERS, WIDE OPEN ACTION PACKED PLAYFIELD.

- STANDARD 3 WAY MULTIPLE CHUTE
- NUMBER MATCH
- 3 OR 5 BALL PLAY
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TALES OF TENTH AVENUE—What shall we say of this summer? Always a slow time, operators and distributors are glad to see it go—gladder than ever this summer, which has been slow indeed. "Okay, so it's tough for awhile, but we survive. Everything picks up in the fall, and that's not far away," so said Abe Lipsky during a chat. "My son Burt's getting married the 29th at the Essex House, to Miss Wendy Weiss. Right after that I'm moving from Cherry Hill to Fort Lee. I'll save me about four hours commuting time every day. And when you start growing a moustache?"—Lou 'the Redhead' Druckman is looking forward to discovering this summer's "hotline"; in celebration or anticipation, Lou now sports a silver cigar holder.

"I thought our summer arcade season would be over by now, but the orders are still coming in," said Dick Greenberg of Mike Munves Corp. Where are the lighters going to? "They're still going strong," he says. Meanwhile, Bob and Jerry Gordon (Gordon Vending Corp.) are expecting a new addition to their family—"It's a girl!"—while Al Simon and Jack Hirschfield are back from their vacation. On this note, let's wish everybody a happy September.
The double celebration at Bally Mfg. Co. this past week was prompted (first) by the announcement from Bill O'Donnell and Paul Calamari of the nation’s Trimount Automatic Sales Co., in Boston, Mass., as exclusive distributor for Bally products in Massachusetts, Maine, New Hampshire, Rhode Island and Vermont. Greetings from Bally went out to Dave Bond, Irwin Margol, Dan Brown, Bob Jonas, Dave Riskin, Ben Freedman, Ed Maloney and Gil Lawrence. The second celebration greeted Bally’s new “Campus Queen” four-player amusement game, featuring three separate free-ball entry gates on the playfield, offering “one-ball” skill shooting appeal.

Cash Box accolades to Tom Hungerford, et al, at NAMA headquarters for the 1974 Achievement award of the American Society of Amusement Executives, the association managers’ national organization, for efforts in obtaining an Ohio state quarter to replace silver effectively. The presentation was made August 16th at the society’s annual convention in San Francisco. Sidney S. Kallick, NAMA’s western office manager and counsel, accepted the award in behalf of the association.

The latest communiqué from MGA headquarters reveals that the following new releases were signed up last week: W. Claire Ingraham, Kansas-Stark Vending Co., Sparta, New Jersey; Melody Music, Lake Charles, La.; One Stop Record Shop, New Orleans, La.; Diamond Music Co., Roosevelt, Utah; Scott Music, Inc., Omaha; Puck Automatic Inc., Tucson, Arizona; C. & W. Music Company, Boonville Mo.; and J. F. LaFleur & Son, Inc., Devils Lake, N. D. This brings the total to date, according to Fred Graziano, to 120 new members since January . . . Clinton Pierce of Brohead, Wisconsin, and Lou Glass, of Madison, Wisconsin, have offered to assist Les Montooth, who recently took over as chairman of District Six (Illinois, Indiana, Ohio, Michigan and Wisconsin) in the burgeoning membership drive. Jack G. Bess heads the whole “ball of wax.”

MORE ASSOCIATION NEWS: Howard N. Ellis writes in from Omaha that the next meeting of the Coin Operated Industries of Nebraska, Inc. Assn. (COINA), will be held September 10 & 11, in the Holiday Inn in Norfolk, hosted by COINA prexy Ralph Reeves. Also hosted by Ellis, vice prexy Hugo Prell and sergeant-at-arms Ted Dutton. Direction: Harry Abramson, First National Bank of Omaha; George lngerson, Grand Island; Ed Kort, Fremont, and C. B. Casey, of Norfolk, Sioux City and Laurel.

Congratulations being heaped on Mike and Rae Blumberg from all the gang at Atlas Music Co., whose son, Jeff Blumberg, recently passed the tough CPA exams with honors on the initial attempt, 21-year-old Jeff, who is a graduate of the University of Illinois School of Commerce (Certified Public Account¬ings), will enter Northwestern University’s Law School this fall (Chicago Chastain & Co., prexy of Jeff, too)! . . . We bid welcome to Fred E. Plimer, who was appointed to the regional sales and field engineering staff of Williams Electronic Mfg. Corp., by sales manager Buddy Lurie last week. Fred, who was with Johnson, then associated with Al Rodstein’s Active Amusement Co., in Philadelphia, will cover the eastern seaboard.

You guys must give up! Paul Gange, age 17, the son of Seeburg’s Al Gange (a regional vice presy), was locked up in a three-way tie with two other boys in the Cleveland Plain Dealer Junior Golf Tournament recently with a 27. That’s all! Cause young Gange finally did it all up with a (I can’t stand it!) hole-in-one on the third extra hole (Anyone for a shot like that)? . . . Gitt, owner of Empire Distributors, recently took last week from a delightful vacation looking well tanned and rested . . . During a visit last week with Joe Schwartz and Mort Levinson, at National Coin Machine Exchange (Certified), it is informed that due to the summer months’ flipper amusement games and Wurlitzer phonos maintained a high level.

Events of note for a lengthy visit to New York, Pete Estrinrer, of Advance Distributors in St. Looey, reported that his firm is clearing out the three-quarter period with the best sales record Advance has ever enjoyed. Charlie Kayser, head of Advance, expects to accompany Pete on the eastern trip . . . During a visit to D. Gottlieb & Co. last week we chatted with Dave Gottlieb, A1 Gottlieb, Nate Gottlieb, Judd Weinberg and Manny Skibell. This alert group looks forward with eager anticipation to a fine fall season with Gottlieb flipper amusement games . . . Our disappointment was definitely obvious when Midway Mfg.’s chiefs (Iggy Wolverten, Jayson Ross, Bob Jendern and Art Rapa-zez) had Ruth Sheldieff a bottle of champagne on the cornerstone of the new Gottlieb’s Stop-Go (Water Wagger) Assembly Plant (What a waste of good champagne)! Anyway we remained as thirsty as we were before the episode.

Very ambitious plans for a very good fall season are being set at Chicago Drycleaners. While there we huddled with Sam Wolsberg, Sam Ges-burg, Avron Gensburg, Harry Glick and Mort Swore. Another visitor there was Charles Alpert, of the Frederic R. Kleinman Advertising Agency . . . The wheels of industry are spinning at World Wide Distributors, where Nate Feinstein, Harold Schwartz, Freddie Shor, Irv Ovitz and Howie Freer see a rosy outlook in the retail business for the remainder of this year in sales of music and vending equipment.

Three of the busiest guys in coindom are Dennis Ruhber, Richard Uttanoff and Lyn Ruhber, of D & R Industries. They are eagerly looking forward to the MAA Convention & Trade Show. Last year they enjoyed excellent sales results and decided to exhibit floor in the Pick-Congress Hotel. Tom Mackey strongly urges all you MAA members to rush your reservation requests in to his attention at the Pick-Congress for the upcoming convention. It’s never too early— but it suddenly can get TOO LATE!
New CA Unit Changes Pricing At Turn Of Screw

ST. LOUIS—Coin Acceptors, Inc. recently announced the Tri-Price—an electronic changer with the addition of a price adjusting screw. A turn of the screw will change the price range from 10¢ to 15¢ or 25¢. This can be accomplished in a few seconds by a serviceman with a few simple tools.

G. Scott Collins, sales manager of Coin Acceptors, Inc. points out that "an electronic changer equipped with a price conversion screw will greatly reduce the cost of inventory, while almost eliminating costly conversion time."

With the addition of the Tri-Price screw Coinco feels that the electronic changer may become one of the most important advances ever made in the vending industry. Coinco maintains that in over 50,000 field trials lasting over 18 months, the solidstate principle has been proven beyond a doubt of the American Society of Associ- ating. The presentation was made August 16 at the Society's annual convention in San Francisco. This is the second round-up of NAMA's convention during the year. The convention continued with the coinage program. In June the association won a special public relations award from the Publicity Club of Chicago.

The coinage's competition is held annually and the awards are classified according to the annual budgets of associations. NAMA won the only guarantee of its kind in the vending industry. Coinco believes that the electronic changer is an integral part of their pricing policy.

TRI-PRICE CHANGER

Management Achievement Award Goes To NAMA

For Assn's Role In 1965 Coinage Victory

CHICAGO—The 1965 campaign of the National Automatic Merchandis- ing Association (NAMA) to obtain clad metal coinage has won the "Salesman of the Year" award in the 1966 competition of the Coinage Foundation of America's Society of Associ- ating. The presentation was made August 16 at the Society's annual convention in San Francisco. This is the second round-up of NAMA's convention during the year. The convention continued with the coinage program. In June the association won a special public relations award from the Publicity Club of Chicago.

The coinage’s competition is held annually and the awards are classified according to the annual budgets of associations. NAMA won the Grand Award in Class A, which is for associations with an annual budget of over $500,000. Members of the Society's 1965 Jury of Awards made their decisions at the annual convention. Secretary of commerce; Nathan A. Bivens, chairman of the School of Business, American University; Spencer Shaw, manager, Institute Depart- ment, The National Bureau of Commerce, George Tasso, partner, Ernst and Ernst; Bernard Weiss, editor, Research Institute of America's; and William F. Velverton, senior editor, Kiplinger Washington Letter.

Sidney S. Kallick, NAMA Western office manager and counsel, accepted the award in behalf of the association.

Electric Stamp Unit Released By Scribe

DES PLAINES, ILL.—Scribe Interna- tionales Sales, Inc., is introducing its patented Scribe Electric Stamp Vending to commercial and retail mar- kets nationally. The machine, origin- ally developed by Scribe for use by the U.S. Post Office Department, is now available in commercial models for immediate distribution in U.S. markets.

For the past three years the U. S. Government's Post Office Department, now being used in post offices throughout the country. Commercial models of the Scribe Electric Stamp Vending machines are approved by the same standards set by the U. S. Post Office Department.

Available for distribution are single model and three module units. The machine with the single model is designed by Scribe to be vend at stamps to full value or at a 30% profit. "In heavy traffic areas the machines become a profit operation. The unique feature--has been known as the Pourn." Full automatic, the Scribe vending units can dispense over 1000 stamps in 30 seconds. The machine features a bank of stamps, an "out-of-stamps" setting unit, which flashes an ex-ternal "empty" light, and an automatic coin return. Other features include an integral five-digit, non-resetable counter which permits an accurate count of stamps dispensed, a special cutter shears as stamps are dispensed to prevent stamps from falling to the ground, and unique built-in modifications to allow adjustment in the event of postal rate changes.

The Scribe units were developed three years ago by Charles Plu- backer, creator of such important products as the Scribe telephone-answering device, wireless public-health service, hospitals, and a jet aircraft ice-warning system. The machine, under design by Coinco, holds patents on important new inventions.

Happy Birthday This Week To:

Rock-Ola’s CORONADO puts ‘take’ where space used to be.

Rock-Ola’s smashing new 100 selection phonograph sensation ... the Coronado, is turning no locations into go locations. It’s beautiful. Compact. Quality. Dependable. It’s Rock-Ola!

Now, Rock-Ola engineering excellence puts proved performance and traditional trouble-free operation into a superb cabinet of prestige styling. Distinctively trimmed with polished anodized aluminum for lasting location appeal. All of the same high performance features that have made Rock-Ola phonographs profitable to operate: Rock-Ola Revolving Record Magazine, Mech-O-Matic Intermix and foolproof mechanical selector. Handles 33⅓ and/or 45 rpm records. (7” LP feature optional.) Now, the new Coronado joins the proud family of the Rock-Ola GP/Imperial and GP/160 to give operators unequaled product versatility. Rock-Ola Manufacturing Corporation, 800 North Kedzie Ave., Chicago, Ill. 60651.

MODEL 501 PHONETTE WALLBOX. Individual listening pleasure. 100 selections. Personal volume controls. Plays 33⅓ and/or 45 rpm records. Stereo or monaural. 50¢ coin chute optional. Model 500 with 160 selections.

EXCLUSIVE MECH-O-MATIC INTERMIX. Completely automatic mechanical changer intermixes 33⅓ and/or 45 rpm records. Stereo or monaural. Any sequence. No wires or electronic aids for motor or spindle speed changes.

TUBE-TYPE STEREO-MONOAURAL AMPLIFIER. Tubeless AVC controls record volume variations automatically. Silicon rectifiers in the amplifier and “Thermisters” in the AVC circuit reduce tube replacement problems.
COLD DRINK VENDORS
100—Round Ice Vendor, Cold Drink Vendor, Four and six selections, with or without ice. Large ice or small ice in ice box. With or without cold drink vending unit. £26. —Moderator Cold Drink Vendor, Four and six selections, with or without ice. Mounts on any floor, with or without cold drink vending unit. £26. —Moderator Cold Drink Vendor, Four and six selections, with or without ice. Mounts on any floor, with or without cold drink vending unit.

COLD CANNED DRINK VENDOR
10—Fifteen, Cold Drink Vendor, Four and six selections, with or without ice. Mounts on any floor, with or without cold drink vending unit. £26. —Moderator Cold Drink Vendor, Four and six selections, with or without ice. Mounts on any floor, with or without cold drink vending unit. £26. —Moderator Cold Drink Vendor, Four and six selections, with or without ice. Mounts on any floor, with or without cold drink vending unit.

CIGARETTE VENDORS
10—Fifteen, Cold Drink Vendor, Four and six selections, with or without ice. Mounts on any floor, with or without cold drink vending unit. £26. —Moderator Cold Drink Vendor, Four and six selections, with or without ice. Mounts on any floor, with or without cold drink vending unit. £26. —Moderator Cold Drink Vendor, Four and six selections, with or without ice. Mounts on any floor, with or without cold drink vending unit.

COFFEE VENDORS
10—Fifteen, Cold Drink Vendor, Four and six selections, with or without ice. Mounts on any floor, with or without cold drink vending unit. £26. —Moderator Cold Drink Vendor, Four and six selections, with or without ice. Mounts on any floor, with or without cold drink vending unit. £26. —Moderator Cold Drink Vendor, Four and six selections, with or without ice. Mounts on any floor, with or without cold drink vending unit.

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M. J. Stanley Hosts
Rock-Ola Open House
To Show New Phonos
BELLEVUE, WASH.—The M. J. Stanley Company of Bellevue, Washington recently hosted a large number of operators in the State of Washington at a gala premiere unveiling Rock-Ola's new GP/Imperial, 160 selection deluxe phonograph and the compact companion, the GP/160. Hosting the happy occasion held at the exclusive Spokane House in Spokane, Washington, was Michael Stanley, owner of the firm bearing his name. Following the open house and the enthusiastic reception given the new Rock-Ola equipment, Mike Stanley said "from all the great comments I heard from these operators about this new line, I personally think this is going to be the Golden Era for Rock-Ola."

Testo Pdts. Moves Kiddie Line In USA

NEW YORK—One overseas coin machine manufacturing firm currently making strong sales inroads among U.S. kiddie ride operators is Testo Productions Pty. Ltd. of Australia. The firm, which also distributes their rides on a world-wide scale, counts more than a dozen pieces currently in production at the Queensland factory, including their most recent, "Rickshaw" (shown here).

On a visit to the Cash Box editorial offices here several months back, the firm's general sales manager Maurice Tanner announced the beginning of a broad sales and promotional campaign which would bring his kiddie ride program to every important operating area in the country and to virtually every trade show to help market the line.

Last April 16, Tanner and other Testo principals Alan Rodgie, Gordon Jones and Arthur Uren brought samples of their line to the International Council of Shopping Centers trade show, held in Los Angeles. Results of that single show, according to Tanner, have established the name and quality of Testo rides on the West Coast. Tanner and his associates, expecting to return to America shortly, have since brought their line to London, Belgium, Holland, France, Germany, Switzerland, Italy and Singapore.

U.S. kiddie ride operators ordering Testo rides can expect delivery from the Australian plant approximately eight weeks after placing their orders, Tanner revealed. He further advised that he will grant discounts for quantity orders. Included in the Testo line-up are: the Logomobil, Tractor Ride, Kangaroo Ride and rides patterned after the Flintstones TV Show.

Testo RICKSHAW

Cash Box—August 27, 1966

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AND HERE'S WHY...

• 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.

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NEW YORK—A letter addressed to the assistant editor of the coin machine section of Cash Box from Millie McCarthy, president of the New York State Coin Machine Association, is reprinted below. It concerns one of the objections raised to a bill passed by the New York State Legislature and signed by the Governor two weeks ago. As mentioned in an editorial ("Is Anybody Out There?"
August 1966), the Conference of Mayors advised against the bill, on the grounds that it would deny them the right to issue licenses, and their accompanying fees. McCarthy now reveals a new factor in her letter:

Dear Joel:
I learned the final reason why the Mayors decided to vote against the bill. As you know, the bill was amended any number of times in three attempts. On the second try, a request was made to insert a section that most Licensing measures have because they don’t want to bother to check out one or two shares to see if a fel- on is buying them. Therefore, a provision that says no license shall be granted if a partner, officer, director or stockholder of a company has within ten years been convicted of a felony and he holds more than ten per cent of the outstanding shares of stock.

Now—Mr. Donald Walsh, Chief Counsel of the State Conference of Mayors said, "It would throw the door wide open to felons." He noted that six felons, each owning 2% of the shares of the company would own 54% of the stock, which is enough to control the company.

Joel, can you possibly imagine such unreasoning? It is as if they were say- ing that it’s alright for a felon to own the whole blasted thing right now without looking for five worst cohorts to gain only 54% of it. Again, I’m quite sure this is not the Mayors’ opinion. He, couldn’t possibly understand our business. Most of ours are three—possibly four-man operations. What would one business do with six felons plus the good men to own the other 46%?

If there is a possibility that such a thing could happen someday, then an amendment could be passed to cover a loophole. After all, the fees are not taking effect until 1967 anyway. Furthermore, show me any measure the Government has ever passed—from compensation, unemployment insurance to the licensing bill. Why didn’t someone find a way to collect who wasn’t really intended in the measure. Nothing is absolutely ‘loop- hole’ proof. That is why we have laws and not just a ‘check of the above’ that I have heard—especially when he says, "wide open to felons"—as though six felons who could get together were easy to come by. I blame the Government for not thinking of all the sound reasons for the bill—as against this ridiculous statement against it.

Sincerely,
Millie McCarthy

FREE BALL GATES

insure top play appeal, top profits in new

Bally CAMPUS QUEEN

TOP GATE opens when Targets 4 and 5 are hit when lit. Gate can also be opened by hitting tricky Target 6 alone when lit. Free Ball rings up 300

MIDDLE GATE opens when Targets 1, 2 and 4 and 5 are hit when lit. Player then has a choice of shooting through Top or Middle gate scoring 300 either way

BOTTOM GATE swings open when Targets 1, 2, 3 are hit when lit. and Free Ball adds 100 points to score

Plus 2 dozen score-building targets

CAMPUS QUEEN not only gives players the biggest free-balls bargain ever built into a 4-players game, but also popular, profit-proof off-center playfield to insure dynamic ball action.

And 24 different score-building targets insure the slam-bang scoring sympathy that stimulates repeat-play, guarantees top earnings. Get your share. Get the sensational Bally CAMPUS QUEEN today.

See your distributor or write BALLY MANUFACTURING COMPANY · 2640 BELMONT AVENUE, CHICAGO 18, ILLINOIS, 60618, U.S.A.

A Profile on Sam Stern: Nobody Waits in Line

(Continued from page 80) portation are all going up. As labor goes up, as material goes up, we have to go up. Some operators say, "Ah what do the manufacturers care?" But we do care. The life blood of the industry is new equipment. If it gets more expensive to produce, I see steel just went up and lumber is going to go up, so that’s a higher price for cabin’s material, Copper—where do you find it? And once you find it, how do you buy it? The Government put a premium on it. I say right now that is going to be going up. Within the next thirty or forty days the price may go up again—who knows—and the operat- or has to have some means of offsetting his costs and still make a profit.

Q. Three-ball play or front money? A. Three-ball play or front money or both—preferably both.

Q. Do your sales agents promote three-ball play? A. Of course. With every game we release we send out a full color circular explaining our ideas.

Q. Do you think there are new markets or markets that aren’t fully being exploited? A. There are a lot of airports and hotel recreation rooms that have pin-balls, but a lot of them don’t. Those are areas that a good wide-awake operator should cover.

Q. If you did not to sum up your experience in the industry in twenty-five words or less, how would you do it? A. This is still one of the greatest industries in the world and big opportunities are still available—if they aren’t taken advantage of it’s the fault of the people in the industry itself.

Q. Do you see any way of reaching operators who may be slow to respond to new ideas and changing situations? A. They’d have to get together with themselves and the distributors. There may be one or two fellows who’d try to undercut and make a quick profit, but if the rest of them stuck together they’d have to come in. The location has too much power. It’s got to be cut down. And the operator should know that the manufacturer does care. We care.
WANT

WANTED TO BUY—ROUTE LARGE OR SMALL anywhere in United States. All information kept strictly confidential. William Peterson, State Road Bank of Boston. REPC DISTRIBUTORS. WOBURN, MASS. 01801.

SAMPLE D. J.'S FOR PROMOTION—WE PROMOTE ALL KINDS OF SHOWS. TOP QUALITY DJS. Want no replies. William B. Kinch, 1428 W. 12th St., Chicago, Ill.

LP’S, CUTOUTS, OVERSTOCKS, CLOSOUTS, BLOOD, BLOOD, BLOOD, etc. Large quantities give merchantable. We pay cash. again. Buy direct from manufacturers. WALTHER RECORDING CO. 4610 LIBERTY AVENUE, ST. LOUIS, MISSOURI.

CONSUMER'S BIG BARGAIN SHOP-A-LOT, 4352 AAGHEY AVENUE, YONKERS, N.Y.

NEW 45 RPM RECORDS. NO QUANTITY TOO LARGE or SMALL. We pay the highest price. plus shipping costs. Contact immediately. Jack F. Fink, 817 S. Wabash Ave., Chicago, Ill. (Tel. CH 2-5320)

USED 45 RPM RECORDS. WE PAY FIGHT for 45s. ALL SINGLES. 817 W. WASHINGTON STREET—FORDON, MASS.

45 RPM RECORDS. NO. QUANTITY TOO LARGE or SMALL. Selling state quantity on hand. TONY GALIANO 1236 W. Chicago Ave., Chicago, Ill. (Tel. D'OH 2-7105)

FOR SALE

ACE LOCKS KEYED ALIKE, SEI J D LOCKS and the like. Write for complete list. All locks @ 50c or mixed. RAND L. A. LOCK CO., 223 Folsom St., San Francisco 3, CALIF. (Tel. MIA-6261). Our 35th year in vending.

FOR SALE: TWINS DRAGONS and DELUXE LEFT HAND DRAGONS. Write for prices. Send coin through the mail. K. S. Tinari, 14-16 AVE, SOUTH. GREAT FALLS, MONTANA.

NEW-OR-USED 45 RPM SINGLE. NOT over 6 months old. We buy 1 Qt. each 25c. Stop in at our store or call Tony Peterson Phone number PH. 312-766-3383. SKYLANE MUSIC COMPANY, 1510ct Ave., Chicago, Ill.

BASEBALL CARDS, PANDERAS, MERCEDES, OZARK, PROCTOR, STRIKER, AMERICAN, L. J. REEFER, 20c each. 25c doz. 35c per 50 or more. RANDI LOCK CO., 223 Folsom St., San Francisco 3, CALIF. (Tel. MIA-6261).

FOR SALE—UNITED SHIPS: EMASHY 25c; CREST 45c. Ultra—45c; WINCHESTER 75c; NEW KING 95c; SWAGWORTHS ROAD, SCOTIA, N. Y.

FOR SALE: LARGE SUPPLY of BINGOS from Wisconsin, Mich., Ohio, and other States. Specialty permitted to reissue inventory. Also some coin operated. Write or call. S. L. WING, 9836-56, Chicago, Ill.

ATTENTION: WHOLESALE and EXHIBITION DEALERS. 15c, 25c, 40c, 75c, $1.00, 25c, 50c. CALLER SPRING ROAD, ROME, GEORGIA.

FOR SALE—DOONEY JOHNSON COIN COUN for 1-5, 10-25 and coin tokens. Complete with boxes, Professionally done. 303 OH phone NOBRO NOVELTY CO. 4427; 2005-45, ATLANTA, GA.

IF IT’S PARDON PARTS YOU WANT, WE HAVE THEM. For tables. 35c; FOR PINBALL PARTS, 25c; CALLER, 1911-47, MICH.

FOR SALE COMPLETELY RECONDITIONED. Wurster, 1950s, $250.00; 1960s, $225.00; 2270, $150.00; 2150, $150.00; 2220, $125.00; 2100, $125.00; 2000, $100.00; 2150/225, $100.00. WURSTER DISTRIBUTORS, 414 KELKER ST., HOLLYWOOD, CA. 244-2335.

ATTENTION: WHOLESALE and EXHIBITION DEALERS. 15c, 25c, 40c, 75c, $1.00, 25c, 50c. CALLER SPRING ROAD, ROME, GEORGIA.

FOR SALE: WURLITZER 1960, F-1000, $250; 1960, $200; 1950, $150; 1940, $100. Send $25.00 deposit for complete catalog. Complete, noorest. WURLITZER, 3004 W. 94TH ST., LA CROSSE, WIS.

FOR SALE: KLOPP COUNTRIES AND WURLITZER. Send $25.00 deposit for complete catalog. Complete, noorest. WURLITZER, 3004 W. 94TH ST., LA CROSSE, WIS.

ATTENTION: THE TRADE'S LARGEST suppliers of Pool Table supplies—tables, rolls, & accessories. Call or write. SHIP FROM GWINN, AR. (Tel. 317-482) OR ARKANSAS DISTRIBUTORS, 825 S. 5TH AVE., NORTH little ROCK, AR.

UNITED 16 FALCON B.A. $45.00, JUMBO $55.00; CARRAVERA $60.00; PHILADELPHIA $55.00, $50.00; SHEFFIELD $45.00; SUPER GALA $55.00, $50.00; SUPER KING $45.00; YOMAN $50.00; 8 BALL $55.00. ANDREW BROS., EASTERN NOVELTY DISTRIBUTORS, 7253 E. 87TH ST., CLEVELAND, OHIO.

FOR SALE: JENNINGS REPRINTS—INDIANA, 1800, WITH TRADING CARDS. Complete stock. J. J. FULTON FLAT (Slot) Machine Co., P.O. Box 5734, Kenosha, Wisconsin.

FOR SALE: BALLY BUCKY BUCKY HORSES, BOSTON DIME MACHINE, AND OTHERS. RANDI LOCK CO., 223 Folsom St., San Francisco 3, CALIF.

FOR SALE: DODGE 500, $250.00. Send $25.00 deposit for complete catalog. Complete, noorest. WURLITZER, 3004 W. 94TH ST., LA CROSSE, WIS.

FOR SALE: ALL CHROME WALL BOXES, ACTION close-outs. 100 selection, each—$1.50. SWVA 200 selection. each—$2.50. We will give free catalog. Change any make or model of Large chrome wall boxes. Lowest price. WURZER DISTRIBUTORS, 414 KELKER ST., HOLLYWOOD, CA. 244-2335.

HIGH SPEED, SUPER FAST SHUFFLE BOARD WAX. 24 one-pound cans per case. Great buy. Dash, Inc., 318 W. 119TH STREET, NEW YORK, N.Y.

NEED A NEW PART? SEE US! WE HAVE EVERYTHING YOU NEED. MOSTLY NEW. GREATLY REDUCED. T. A. MAHONY, 630 W. 118TH STREET, NEW YORK, N.Y.

FOR SALE: TROJAN OUTFITTERS. ALL TROJAN OUTFITTERS. Complete stock. J. J. FULTON FLAT (Slot) Machine Co., P.O. Box 5734, Kenosha, Wisconsin.

FOR SALE: TROJAN OUTFITTERS. ALL TROJAN OUTFITTERS. Complete stock. J. J. FULTON FLAT (Slot) Machine Co., P.O. Box 5734, Kenosha, Wisconsin.

MISC.

NEW FOR DEJAVU—SIX VOLUME LIBRARY of 6,000 notorious classified one-liners, $5.00. From "Comedy Spectacular", giant laugh sample of material, plus Dejavu's best. DO NOT ORDER—FREE. EDWARD ORRIN, 8034 GENTRY, N. Y.

$30,000 PROFESSIONAL COMEDY LINE! Largest laugh library in show business. Forty, plus Dejavu's best material, plus Dejavu's current comedy. Located in each issue. Great sample included with your subscription. DEJAVU LAUGHS, 3356 Daniel Crescien, P.O. Box 13, La Habra, CA 90631.

Cash Box—August 27, 1966
Rosen Adds Seven To Film Catalogue

PHILADELPHIA—With well over 700 film subjects listed in his catalogue of titles presently available to operators of audio-visual machines, David Rosen announced the addition of seven brand new films last week. Six of the new subjects were created by Jerry Williams in Australia and the last by Don Peterson in the United States.

One of the most popular entertainers in Australia, Jerry Williams’ TV Show of the same name has brought him greater attention in many other areas of the world where the show is syndicated. Produced by the Giselle Co. in Australia, Williams’ six musical film subjects, in full color, include: ‘Cheating Baby,’ ‘Savage Love,’ ‘Down By The River,’ No. 1 On The Hit Parade,’ ‘Mr. Dynamite’ and ‘Johnny Loves Me.’

Johnny Loves Me’ is reported to be a major international hit. Filmed and sung with Miss Satie, whose ABC Paramount Recording has sold over 250,000 copies in Germany, according to Rosen, this subject is sure to be a coin-gatherer on location.

Peterson’s film is titled ‘Teacher an Go Go’ and described as a “whirl-wind dance feature with a most modern beat,” by Rosen.

Ralph Lopatin, head of Ralph Lopatin Productions, Inc., TV and film producers here, edited the film subjects for Rosen. The Lopatin firm is one of the largest independent film and TV commercial producers in the country and gained wide prominence in the production of film commercials for “TV Guide” magazine.

While the new film subjects are basically for the Filmotheque-Discotape coin machine concept distributed by Rosen, he said the new films will be available as all others in his film series to all machine operators for rental or purchase. Rosen distributes the CineJukebox, the combination movie machine and juke box in a single unit. The new model will premiere at the Music Operators of America show.

New MMI Car Wash Unit Accepts Dollars & Coins

PALO ALTO, CALIF.—Micro-Magnetic Industries has just released the first combination dollar bill and coin controlled automatic car wash unit allowing car-wash customers to remain in their cars whether they have change or not.

This new unit, called the MMI 645, provides car-wash operators with a one-step control of automatic bays with both bill and coins eliminating need for a separate bill or coin changer on the location.

The MMI 645 was developed initially for Kwik Systems of Lawnwood, Kansas, for the Whiteway Automatic Car Wash. The controls have been tested in the field for a full year and now are in operation in 75 locations from Minnesota to Miami.

For Kwik’s 50‘ bays, the customer drives up to the control, inserts a $1 bill and gets fifty cents in change and drives into the two-minute wash. The control will operate with coins as well—a half dollar or any combination of silver totaling fifty cents.

An optional feature is two-pricing capability. The control can be used for a $1 wash only or a 75¢ wash and wax, for example.

“We believe our new control offers both the car wash operator and his customers the ultimate in convenience,” said John B. Riddle, president of MMI. “The total time from pay-in to activation of the bay is only six seconds because of the dynamic scanning process of our validator.”

Housed in a security vault cabinet 24" high by 18" wide by 9½" deep, the control has three basic modules. First, MMI’s all transistorized, dynamic-scan bill validator. Second, a four-in-one coin acceptor. And, third, interchangeable, cartridge-type magazines for operator loading convenience and positive cash control. An interlocking rim of high-tensile steel, about ½" thick around the door, and spinner latches are provided for maximum security protection.
Easier installation and faster service make the new Rowe AMI Wall-Ette a collector's dream. Its high-speed service-on-the-spot means greater profits for you. Saves a minimum of five minutes service time per box. On a 12-box location you'll save an hour's labor.

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

Many exclusive features make service a breeze. When used on counter, the Wall-Ette can be serviced from back without disturbing customers.

Winking waitress call-to-service light she can't ignore.

Most compact of all wallboxes. Smallest in depth and height. With handy above-table mounting, salt, pepper, sugar can be stored underneath.

30° Stereo Round* Sound offers the finest play-promoting remote stereo reproduction available.

*U.S. Patent No. 3,153,120
THE PUBLIC GOES FOR PRIVATE LISTENING

- Wurlitzer Model 5220 Remote Speaker Wall Boxes enable you to turn booths, bars and counters into extra profit-producing private listening centers. Music lovers really go for them. Amazing bass response. True stereo reproduction. Actually, the only remote speaker wall box offering the Golden Bar. Little LP's or ten top tunes for a half dollar or two quarters. Ask your Wurlitzer Distributor for a demonstration of this proven investment. Choice of 100 or 200-selection models.