Less than six months ago, an LP was put on sale that was to prove to be one of Capitol Records' biggest hits of the year and the greatest success for its performer. The package is "Lou Rawls 'Live,'" which recently earned a Top 10 spot on the LP charts. Now, the Chicago-born songster can boast of two album chart entries, his next effort, "Soulin'," having recently started a climb on the listings. These recording triumphs have come after six years of one-nilers and less-than-stirring disk success. 1966, however, has turned the tide, and, as a title from his new LP puts it, "It Was A Very Good Year." Lou's latest single, "Love Is A Hurtin' Thing," is also moving up the Top 100.
Variety is the spice of long chart life!

A good music single getting big play...

“The Ballad of the Sad Young Men”
Steve Lawrence

A favorite on most easy-listening stations...

“I Hear a Different Drummer”
Robert Goulet

C & W goodie going Top 40...

“The Goodie Wagon”
Billy Large

Campy new R & B novelty...

“The Shadow Knows”
Paul Peek

The sounds of our times are on COLUMBIA RECORDS®
Sunshine Hits

Summertime and the livin’ is easy for a lot of labels that have cut disks with vernal themes. In recent weeks, a half a dozen or so chart items have carried season-in-the-sun storylines, ranging from the Gershwin favorite, “Summertime,” to a revival of a more recent success, “See You In September,” to a modern-day “Summer Samba.”

These sides, several of which gained Top 10 acceptance, are interesting from a number of viewpoints. They are seasonal items without relying on “sound” concepts and/or fads that tie in with the vacation period, a marked departure from summer hits that can be recalled from yesteryear’s summers. Then, it was the summer-sound records, those exciting romps about the pleasures of surfin’ or revviing-up that hot-rod. This year, there has been a return to more traditional formats, running the gamut of a summer-without-one’s-true-love, to the simple joys of summer and, in at least one instance, to a realistic appraisal of a hard summer’s day or night (“Summer In The City”).

While recordings of the aforementioned types have gone to market even throughout the “sound” binge, their success has been limited of late. One theory we can offer as to their buoyant revival this season is that greater attention to lyrics in pop material has made the kids more receptive to material that tells a story, social comment or otherwise.

All in all, it seems like a good break for the industry, as well as the so-called area of good-music. Seasonal music (e.g. wintertime and Christmas songs) has had a bad time of it in recent years, a shame considering that many of our most charming standards are based either on the weather or some holiday period.

The rash of summertime hits this year is, we hope, indicative of a strong comeback for this type of song, whether revivals in the literal sense or, more importantly, through the creation of new compositions. From a business standpoint, sizeable seasonal successes bless the industry with a certain intangible excitement that seems to put them on the lips of the entire population, making their appearances on LP product a sales aid in their own right.

Should this also lead to a better chance for the most dynamic seasonal song of all—the Christmas smash—it means that more customers will be drawn into record shops at the peak buying period.

The seasonal item that makes it is good to have around, and it would be reassuring to see a crop of them as we drift into the fall-winter season and strong holiday period ahead.
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Diane, 90—69.

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Tom Jones
WHAT A PARTY
PARROT—40008

What A Party—HIT!
Hi-Lili—HIT! What A Party—HIT!
Hi-Lili—HIT! What A Party—HIT!
Hi-Lili—HIT! What A Party—HIT!
Hi-Lili—HIT!

Alan Price Set
HI-LILI, HI-LO
PARROT—3007
Music

SECRET AGENT

THE SAINT

THE STREETS OF BALTIMORE

LEONTYNE PRICE

OUTSTANDING NEW RED SEAL RECORDINGS

The Virtuoso Sound of the Chicago Symphony Orchestra

Jean Martinon: Conducting
EVERYTHING ABOUT THIS RECORD IS CONTROVERSIAL—
EXCEPT FOR THE GREAT SOUND AND ACTION!

JANIS IAN

SOCIETY'S CHILD

KF-5027

PRODUCED BY

SHADOW MORTON
CBS Records' Half-Year Sales Climbed 27%

NEW YORK—CBS Records, now functioning as part of the CBS/ Columbia Records group, reported a 27% increase in sales for the first half of 1966 over a similar period last year. Falling within the scope of CBS Records are the Columbia, Date, Epic, Modern, King, Special Products and CBS Records Collection labels, April-Blackwood Music, Columbia Special Products (audio-visual and graphic LP's) and Columbia Records Productions (pressings and distribution). Formed in 1928, before the complex concept went into effect, CBS Columbia Records now includes the Columbia Records Club and the instrument and educational facilities. In a press release the company said that CBS Records, adhering to the broadcasting System, parent company, shows evidence of being among the month period of this year as compared to 1965's first half. There is no doubt that the improved business trend will continue.

In a further breakdown of sales, Epic and Okeh reported a 23% increase, and Masterwork Audio Products held up relatively well on the tape, record and phonos, etc., lifted sales 41%, with dealers handling its product going up 47%.

All operating departments, in fact, continued to show gains, with the company announcement, said to the division's sales growth.

Speaking on the division's showing, Clive Davis, vp and general manager, said that 1966 will be the biggest year in our history and, in fact, will constitute the largest volume by any record company in the history of the record business. He noted that the entire record business was witnessing a "tremendous" year.

Columbia Strenght

Teen records are being distributed heavily to Columbia's sales volume, with hits by groups such as the Bob Dylan, the Byrds, and Paul Revere & the Raiders leading the way. The first half of 1966 was an all-time record as Columbia's top monopolies, including "Hair," were generating largely from such artists as Andy Williams, Barbra Streisand (2nd) and in We all Love You, Robert Goulet, Eydle Gorne, Jerry (Continued on page 24)

Fach To Call New York His Home

NEW YORK—Charlie Fach, director of recorded product for Mercury Records under the control of CBS will make New York his business and headquarters. Mr. Fach told Cash Box that he was making the move to achieve closer contact with producers and other recording entities. He added that he would travel frequently to several of the major music centers, meet with Mercury's Chicago head office and other regional offices to operate out of the label's New York offices at 745 Fifth Ave.

Ed Barsky, general manager for Sunet, who recently announced the appointment of a national sales manager, reports that the label, introduced with the NARM convention last March, has enjoyed uninterrupted sales in spite of the radically changing music scene. This "is a certain indication of great potential market for the industry," he adds, "and the value for teenage and adult market alike." He stated that he is in a continuation of the label's catalog.

Dave Pell Exits Liberty

Hollywood—Dave Pell has resigned his position as A&R administrator at Liberty Records, where he is a member of the company, he produced sessions with Liberty's In the Cool Groove, June Carter, Martin Denny, Gilbert Beaud, Red Skelton, the T-Bones, Bob Nunnery, Marty Balin, Glenn Johny Mann and others. He said he was negotiating with several labels for a new affiliation.

New York Pirating Law Starts

NEW YORK—The first part of New York State's new law against disk pirating went into effect last week (1). Under this law, it is a crime to dub, copy, reproduce or distribute any recording, several of which will be re-launched by Columbia Records, in New York, Chicago, and Los Angeles. Scheduled for October release are albums featuring Gloria Lynn, Woody Herman, The Platters, Jenni Rivera, Nelson Eddy and Giselle MacKenzie. In addition, the new label's romance chase are Raymond Scott, Dorothy Collins, Bill Wild Davis, Mitchell Ayres, Bob Tutti Camarata and Gordon Jenkins.

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Decca & Lee Hazelwood Start Eden Label

NEW YORK—Decca Records has formed a new label in partnership with record producer Lee Hazlewood, who is also a country producer. Called Eden Records, it will be an exclusive outlet for all new Hazelwood talent discoveries.

The arrangement is a further move in the company's manifold agreements—from either joint owner- ship agreements with other labels, or independents with strong indie producers and other music factors. In recent months, Dot started handling a new Snuff Garrett label, Viva, while RCA Victor worked out a distribution deal with Columbia Pictures' Colgems label.

All Eden product will be distributed in the U.S. and Canada by nor- mal contractual recording and distribution arrangements, Foreign arrangements are the works. Recordings styles are being designed to bring product to market in the near future. An artist roster will be announced later.

In addition to Hazelwood, other artist deals will be worked out. Mr. Decca, and with other producers, including Eggers, his manager, and Marty Ma-. (Continued on page 24)

NARM Mid-Year Meet Opens In Chi

With Top Registration In History

NEW YORK—More than 250 members of the record and trade industry will be in attendance at the 1966 mid year meeting of the National Association ofRecord Merchandisers, Inc. (NARM), reports Jules Malamud, assistant editor, with 60 manufacturers participating in the person-to- person conferences and more than 50 additional new products announced. The meet, which convened in the Grand Hotel in Chicago, Sept. 6 through 9, 1966, stacks up as the best attended since the Fall meeting of 1964. A group of record and advertising representatives participating in person to person will be in attendance at the meeting, and will participate in the Tape Conference on Friday, September 9, 1966. The National Regular Member companies who have already been scheduled for the person to person meetings, applications of eight additional record marketing conference will be presented by the NARM board of directors for approval, and the Board's approval, will be followed by a second meeting to person to person with the manufacturers members. Applications will also be presented for three additional manufacturer (associate) members.

The NARM Board of Directors will meet on Tuesday afternoon (6) to consider the new applications, and to discuss the national NARM News, including the products standardiza- tion committee reports, and plans for the 1967 NARM Convention in Los Angeles.

Following the board of directors meeting, NARM will meet for a dinner-meeting on Tuesday evening (6). Reports by the various NARM committees will be forthcoming, and the regular mid-year meeting of the association will take place for the first time with the association's general counsel, Earl W. Kinney, Chairman. NARM conferences will be held all day on Wednesday and Thursday, and will be open to all NARM members.

A&M Buys CBS-LaBrea Studios

A&M Records— Herb Alpert asks Tijuana Brass Enterprises, have purchased the CBS-LaBrea Studios from the Columbia Broadcasting System. The CBS-LaBrea Hollywood, landmark, are comprised of three sound stages (completely equipped with every modern soundproofing and fire other edifies for multiple usage). Since the studio has always been utilized in A&M operations required this expansion. Within 18 months, A&M is to complete to top indie labels around.

A&M and TJB Ent. two publishing companies, Almo & Irving, will be housed at the studios, with the complete move scheduled for Nov. 1.

Most recently, CBS-LaBrea Studios have acquired the rights to appear on the Perry Mason TV show, no longer being made. Prior to CBS ownership, it was the property of Red Skelton, and years ago, it was the headquarters for Charlie Chaplin's various enterprises.

Anger To Victor Ad Post

NEW YORK—Harry Anger has been appointed advertising manager for RCA Victor Records, according to George Parkhill, the label's director of sales and marketing.

In his new position, Anger will be responsible to Parkhill for all phases of local and national advertising, as well as promotion activities for albums and single records.

Anger is assuming the post vacated recently by Hank Greer, who has been promoted to the position of manager of advertising and sales promotion for the RCA Records and services for the Radio Corporation of America.

Prior to joining Victor, Anger was creative director of Spanish Advertising Company, specialists in sports advertising and merchandising. He had worked previously with Warner Bros. Records, MGM Records, and Victor.

Bernie Blake Named Ad Manager Of Cash Box

NEW YORK—Bernie Blake has as sumed the post of director of ad- vertising at Cash Box, according to an announcement by George Albert, president and publisher of the publication. As advertising director, a newly-created position, Blake will direct an expansion of the advertising department, formulating new policies, and bringing in new talent as was now under his administration. He will report directly to Marty Outrow, vp of Cash Box.

Blake has spent the past three years in the promotion field, where he had his own business dealing with radios, tape recorders, phonos and musical instruments. From 1955 to 1963, he was associated with a national photographic equipment distribution firm that at present as recently as eastern regional sales manager. Prior to this, Blake was one of the founders and officers of a company specializing in magnetic sound on film equipment for the broadcast.
He's a pop favorite... He's an R&B king...

Walter Jackson
a big man with another big single
"After You There Can Be Nothing"
4-7256

O'Keh
A refreshing new album from Jane Morgan:

And her latest single from the album...“Good Lovin’”
“Elusive Butterfly”

Also—catch Jane’s dazzling send-off to the fall night life season, starting September 7th at the Persian Room of the Plaza Hotel!
NEW YORK:
The contemporary folk composer is coming more and more into the musical mainstream. While there are many country and western songs have over the period of years, there is the position of being included in the repertoire of many a folk artist, the Contemporary has not found much use of the compositions of such folk lights as Gordon Lightfoot and Tom Paxton. Platt and Scruggs have done Lightfoot's "That's What You Get". Among the upcoming entries are Waylon Jennings version of "Country Roads" or perhaps even murderer's recent version of "The Rolling Stone discotheque, for the last 15 weeks, has a fandub following that has never been seen before but the group doesn't even have a delinquent rating.

Merrell's Mercury drummer Buddy Ross dropped up with the label's Sometime and other potential-packed releases including Led Zeppelin's " physical me" and Carl Hall's "Get You On My Mind."

The headline among the P.S., other Oscar news is that Nancy LOVED SMASH. She has seen the show and has given it a thumbs up. Other Oscar news is that Nancy LOVED SMASH. She has seen the show and has given it a thumbs up.

Upstairs at the Downstairs at the Downstairs album title, "Fiddler on the Roof" was released. It features the latest rendition of the show's music by the most popular cast. The album includes numbers such as "Sunrise, Sunset" and "If I Were a Rich Man." The album has received positive reviews and is a popular choice among fans of the musical.

In other news, the September issue of Newsweek includes a profile of the singer-songwriter, James Taylor. The article discusses his rise to fame and his influence on the folk music scene. Taylor's music has been praised for its introspective lyrics and acoustic guitar style.

The latest album from the band The Byrds, titled "Sweetheart of the Rodeo," was released in September. The album features the group's signature sound, combining folk and rock influences to create a unique sound. It includes hits such as "Mr. Tambourine Man" and "Turn! Turn! Turn!"

The Cash Box magazine contains reviews of the latest releases and interviews with artists. It also features a column called "Cash Box's Record Ramblings," which provides insights into the music industry and upcoming releases. The issue includes interviews with artists such as Tina Turner and Bob Dylan. The magazine also includes a section on live concerts, with reviews of performances by artists like The Rolling Stones and The Beatles.

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Cass • John • Michelle • Dennie

THE MAMAS & THE PAPAS

DUNHILL
D-50010
VALE AT THE SHOREHAM: During a recent visit to Washington, D.C., Columbia songster Jerry Vale was feted with a cocktail party in the Shoreham Hotel. Among those attending the affair were (L. to r.): Rudy Rannels, program director at WOL-Washington; Don Richards of WTOP-Washington; Jerry Vale; Lou Bonelli, music director at WRC-Washington; and Do Carroll James, a deejay on WWDC-Washington. The artist was in town to promote his latest single, "I'll Take A Little Time," and his most recent LP, "Great Moments On Broadway." Vale's next LP, "Everybody Loves Somebody," is scheduled for release early in Sept.

Johnny Holliday of KYA-San Francisco will be the announcer for Roger Miller's upcoming NBC TVer while retaining his own 3 to 6 p.m. air slot in the city by the bay. The spinner was the announcer for last season's "Hullabaloo" rock romp and is slated to announce the special "Class Of 67" TVer on Sept. 10th.

Still on the golden gate scene, KSFO-San Francisco has won a California State Fair gold medal in the Radio Public Affairs category for a quarter-hour special report on the therapeutic abortion controversy. The in-depth report analyzed the question of whether Calif. may change its abortion laws or anticipate abortion laws as a result of the controversy centering around the charging of 2 San Francisco obstetricians with violation of these laws. Frank Johnstone, who wrote, produced, and narrated the report, has accepted the Media Awards honor for the outlet. Congratulations to KSFO for this fine example of the ability of the air-born editorial and/ or documentary to deal with highly controversial subjects.

RECORD COMPANIES

IF YOU CAN AFFORD THE COST OF DESIGNING AND PRODUCING A FOUR COLOR ALBUM COVER FOR ITS CONSUMER IMPACT . . .

YOU SHOULD CONSIDER USING THIS COVER TO MAKE THE SAME INDELIBLE IMPRESSION ON THE TRADE.

BY INSERTING THE COVER AS A CASH BOX ADVERTISEMENT YOU GET THE ADVANTAGE OF . . .

FULL COVER SIZE
SUPER GLOSSY FINISH
IMPACT THAT'S UNBEATABLE

AND AT A COST THAT'S ONLY A BIT MORE THAN A BLACK AND WHITE PAGE . . .

PLATTER SPINNER PATTER

Go fly a kite! Everyone who has ever been told to do so will have a chance to do just that on Sept. 21st at Sheep Meadow in Central Park when Dick Shepheard, of WNEW-New York, holds his kite flying famous. Although the kite-flying is primarily for advertising agency people, the public is also invited to participate and Dick will provide kites for those choosing not to make their own. A high time is expected to be had by all.

VALE AT THE SHOREHAM: During a recent visit to Washington, D.C., Columbia songster Jerry Vale was feted with a cocktail party in the Shoreham Hotel. Among those attending the affair were (L. to r.): Rudy Rannels, program director at WOL-Washington; Don Richards of WTOP-Washington; Jerry Vale; Lou Bonelli, music director at WRC-Washington; and Do Carroll James, a deejay on WWDC-Washington. The artist was in town to promote his latest single, "I'll Take A Little Time," and his most recent LP, "Great Moments On Broadway." Vale's next LP, "Everybody Loves Somebody," is scheduled for release early in Sept.

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RALLY 'ROUND THE UNION JACK: To counteract the defamation of the Beatles' Dave Chayefsky of WNEW-Belleville, Ont., Norma Tanega (New Voice's folk lark), and Rod Roddy of WRGB-Buffalo, N.Y. (L. to r.), organized and held the first Canadian Pro-Beatles rally at the Belleville Arena. Two Canadian groups sided in the cause, they are: the Sleepers and the Kingbees. The Buffalo Rogers pitched in to help in entertaining the 2,300+ Beatles boosters.

WIP-Philadelphia has held a cinema party for James Bond fans. The outlet hosted its listeners to a special 9 a.m. showing of the "Dr. No" and "Goldfinger" flicks. Somewhere Joe McDaniel, Chuck Dougherty, Ken Garland, and Jim Tate managed to rise at the first light to welcome the audience. Ducata were issued on a first come/first served basis to listeners sending in stamped-self addressed envelopes. Ralph D'Amico, publicity topper for the Metromedia station, reports that 1,674 requests were received in 3 days.

Lohman and Barkley of KLAC-Los Angeles will judge the Clearwater, Fla. to Palm Springs, Calif. Air Race over the Labor Day weekend. The race revirved the tradition of the once famed Bendic Air Races which were last held in 1962. Contestants in the 2,700-mile trip vie for $10,000 in prize money and the Paul Mantle Memorial Trophy (in memory of the well-known stunt flyer who was killed during the filming of the "Flight Of The Phoenix" flick). Representative Walter Rogers (D.-Tex.), who has long been known to many broadcasters as a bulwark against Federal regulation and one of the more dutiful guardians of legislatice control over the FCC, has announced that he will not seek reelection this fall. The chairmanship of the House Subcommittee on Communications and Power will be left vacant as a result of Rogers' departure.

A PEAR: The Pair Extraordinaire is shown banking Margaret Draper who is a deejay on WNEW-FM/New York. The occasion is the Liberty recording duo's "Have A Pear On The Pair" campaign to promote their current single, "Rue For Your Life"/"Girl I Think I Love You" and album, "Incident." Before becoming a spinner for the outlet, Margaret was a regular on the "Secret Storm" TV soaper. Marcus Hemphill is on the left and Carl Craig is on the right.

Fred Fiske, morning personality on WWDC-Washington, D.C., has often been instrumental in finding lost dogs but seemingly had met his match when asked to locate a pet-skunk that had been affected with wanderlust.

Fiske's air appeals were going unheeded until he announced that the misplaced polecat was de-odorized.

Deejay, Carroll James, of the same outlet, has changed the "Washington—A Summer Festival" slogan to "Washington—A Summer Sauna Bath.

WJBK-Detroit is currently engaged in a "Swing Our Way" promotion to this end, drawings of the outlet's air staff on a swing have been placed all over the Detroit area. This campaign is combined with a green-stamps giveaway drawing.

SPUTTERS: Bryce Bond, host at WTM-Fresh Meadows, N.Y., has just returned from a two-week vacation in Aruba. Bryce is now readying a big promotion campaign for his latest album, which is scheduled to be released this fall.

VITAL STATISTICS: Brad Melton, who was most recently associated with KPCN-Dallas, has been added to the staff of WCLE-Cincinnati in the program director slot. Frank Tomlinson has joined the staff of WXYS-Detroit as news director. In the past the vet newsman has been with WOWO, Ft. Wayne, Ind.; and WEB-Cutlaph, Minn. among others.
THE LION’S ON THE MOVE
TO THE WORLD’S GREATEST COMMUNICATION COMPLEX

NEW LOOK:

NEW ADDRESS:
1350 Avenue of the Americas, New York, New York 10019

NEW TELEPHONE NUMBER:
(212) 262-3131
Pick of the Week

MR. SPACEMAN (2:08) [Tickson, BMI—McGuinn]

WHAT’S HAPPENING?!? (2:20) [Tickson, BMI—Crosby]

THE BYRDS (Columbia 43766)

The Byrds will undoubtedly have a hit on their hands with this strong follow up to their smash hit "Mr. Spaceman." The group's excellent vocalizing is underscored by a most effective rhythm section. "What's Happening?!?" is a funky, raga-flavored haunter.

THE OTHER SIDE OF THIS LIFE (3:01) [Third Story, BMI—Neil]

SOMETIMES LOVIN’ (3:05) [Blackwood, BMI—Shearston]

PETE, PAUL & MARY (Warner Bros. 5849)

The group trio ventures into somewhat different sound territory with a Nashville-styled travelin' song, "The Other Side Of This Life." With immediate attention-getting appeal, the number's charm is not lost sight of by the group's infectious performance. Could be one of their biggest yet. P, P & M are in a more familiar groove on "Sometimes Lovin’.

CHANGES (2:45) [Barricade, ASCAP—Ochs]

MY LITTLE BROWN EYES (2:45) [Nicholson, BMI—St. Peters]

CRISPAIN ST. PETERS (Jamie 1324)

The "Pied Piper" man should continue his following with a winning rendition of Phil Ochs' great folk number, "Changes." Part of the performance includes effective 2-part vocalizing. A disk that's going to give "Changes" the chart status it so well deserves. The artist himself is the author of the interesting "My Little Brown Eyes" lovey-dovey.

HOORAY FOR HAZEL (2:28) [Low Twi, BMI—Roe]

NEED YOUR LOVE (2:19) [Low Twi, BMI—Roe]

TOMMY ROE (ABC 10852)

Roe is up to his usual (& successful) rock bag with "Hooray For Hazel," a tuneful, good-natured sequel, sequel to his big "Sweet Pea." The kind of catchy cut that teens catch on to. More serious business on "Need Your Love."

IN OUR TIME (2:32) [Criterion, ASCAP—Hazelwood]

LEAVE MY DOG ALONE (2:06) [Criterion, ASCAP—Hazelwood]

NANCY SINATRA (Reprise 0514)

Nancy's due for further chart action with "In Our Time," catchy folkish number. Loaded with sardonic references to the Jet-age, it's infectiously displayed by the artist and her background, which includes effective guitar statements. Can really take-off. Whacky flip rocker.

POOR SIDE OF TOWN (2:03) [Johnny Rivers, BMI—Rivers, Adler]

A MAN CAN CRY (2:55) [Johnny Rivers, BMI—Gordon, Hutchison]

JOHNNY RIVERS (Imperial 66205)

The soft-rock approach for the songster is going to earn him another chart stand, his last one being involved with "Muddy Water." Side to attend to is "Poor Side Of Town," a fervent declaration with fine teen sensitivity by the artist and his lush orch-chorus backing. "A Man Can Cry" has an exotic feel.

PLEASE MR. SUN (2:20) [Weiss-Barry, BMI—Getzov, Frank]

DON'T BLAME THE RAIN [Sherman & DeYorzon, BMI—Addrisi, Addrisi]

THE VOGUES (Co & Ce 210)

From the fertile fields of evergreens, the hit songster offers a touching Ballad-styled ballad on the pretty oldtimer, "Please Mr. Sun." The boys have just come off the Top 100 with "The Land Of Milk & Honey." "Please" should maintain their status as one of today's teen stars. Under's an appealing folkish item.

Record Reviews

Cash Box—September 10, 1966
A new kind of Rivers. A great kind of Rivers.

Poor Side Of Town

JOHNNY RIVERS

PRODUCED BY LOU ADLER
A DUNHILL PRODUCTION
Record Reviews

Cash Box - September 10, 1966

Pick of the Week

ONE MORE TIME (2:27) [AI Gallico, BMI—Fairchild]
SO I'LL TRY (2:14) [AI Gallico, BMI—Fairchild]
CLEFS OF LAVENDER HILL (Date 1538)

Vocal-instrumentalists saw chart action with "Stop! Get A Ticket," their first assault on the listings. "One More Time" steps-up as their second sound success. It's a romp with Beatles-type blending by the boys against hot guitar & handclap work. Speedy-heat stuff on "So I'll Cry."

DON'T THE NAPOLEON (2:44) [Print, ASCAP—Lehner, Gosh]
I'M IN LOVE WITH MY LITTLE RED TRICYCLE (2:13) [XIV, SESAC—Lehner, Gosh]
NAPOLEON XIV (Warner Bros., 5853)

"Don't The Napoleon" is a whacky teen-dance follow-up to the million-seller, "They're Coming To Take Me Away." Taking obvious advantage of the smash, it is, nevertheless, a musical take-off and a catchy one at that. Must be watched closely. Flip is a cute narrative luff date. Both dates stem from an LP.

WHAT NOW MY LOVE (2:35) [Remick, ASCAP—Becaud]
LIVING SOUL (4:30) [Prestige, BMI—Homes]

"GROOVE" HOLMES (Prestige 427)

Richard "Groove" Holmes should be quick to follow-up the heavy action he stirred with his recent "Misty" click with this inimitable recording of the Becaud standard "What Now My Love." It's a swinging, bouncy, infectious outing based on a lifting theme. "Living Soul" is a funky exposition on old jazz sounds.

Newcomer Pick

OFF TO DUBLIN IN THE GREEN (2:40)
[Melody Trails, BMI—Bourke, Drew, McHenna, Sheehan, Lynch]

THE GALLANT FOURTY TWO (2:06)
[Tipparn, BMI—Hammond, P.T.A.L. Clancy, Makem]

THE ABBEY TAVERN SINGERS (HBR 498)

The Abbey Tavern Singers have already broken into the Top 100 chart (89 with a red bullet) with this wild ditty titled "Off To Dublin In The Green," and should have just enough trouble to keep their torrid pace. The tune is a free wheeling rendition of an IRA song done in traditional style. "The Gallant Forty Two" is another ditty of Erin.

SPIN, SPIN (2:32)
[Witmark & Sons, ASCAP—Lightfoot]
FOR LOVIN' ME (2:26)
[Witmark & Sons, ASCAP—Lightfoot]

GORDON LIGHTFOOT (United Artists 30055)

After much success as a songwriter, Gordon Lightfoot should prove a strong singles seller with this self-penned ditty dubbed "Spin, Spin." The tune is a hard rocking, stomping, danceable with a groovy love story attached. "For Lovin' Me" is a lovely, infectious folk tune.

Get Out of My Life (2:18)
[Fourth Landing/Marcus, BMI—Dempsey]

WE NEED A LOT MORE OF JESUS (& A Lot Less Rock & Roll) (2:62)
[Decca-Starday, BMI—Haney]

The Gas Company (Reprise 0512)

As colorful as their name is the group's strong English Sound-type romp on "Get Out Of My Life." A showing that can be the start of a big career of Top 100 hits. Flip portion seems a response to the recent John Lennon remark on "popularity." It's infectious.

IF YOU LOVED ME BABY (2:05) [Saturday, BMI—Camillo]
NOW THAT YOU LEFT ME (1:47) [Saturday, BMI—Camillo]

Duff Thurmound (New Voice 816)

Duff Thurmound should have no difficulty in earning a nationally recorded name for himself with this potent debut titled "If You Loved Me Baby". The side's a groovy, rhythmic, soulful plea for the affection of a special girl. The flip "Now That You Left Me" is a hard driving country side.

Newcomer Pick

SOCIETY'S CHILD (2:59) [Webatch, BMI—Ian]
LETTER TO JON (2:58) [Webatch, BMI—Ian]
JANIS IAN (Veve/Folkways 5007)

Janis Ian makes an impressive record debut with a striking, self-penned tune titled "Society's Child." A strong, driving folk-based sound with ear catching, lifting breaks back a provoking tale of an interracial love affair. "Letter To Jon" is a honky-tonk-like tale of youth.

Best Bets

RAVIN' BLUE (Monument 968)

• LOVE (2:50) [Jack, BMI—Christopher, Bernard, Nix]
Here's a group who look like they could launch Ravin' Blue into the Top 100 area very quickly. Lid features a steady, pounding beat and a full-filled sound sure to hit with lots of teenage buyers.
(B+) IT'S NOT REAL (2:26) [Jack, BMI—Bernard] Similar stuff on the flip.

LOLLIPOPS (Smash 2057)

• HE'S THE BOY (2:15) [Fingerlake, BMI—Carl, Venneri, Grasso]
Watch out for the Lollipops to be back making lots of coin for themselves with this groovy sound. The side is a smooth, slick offering that should go over well with consumers and spinners.
(B+) GEE WHIZ BABY (2:30) [Fingerlake, BMI—Carl, Venneri, Grasso] Girls offer a similar item here.

BITTER END SINGERS (Atco 6423)

EVERYBODY KNOWS MY NAME (2:45) [Seasons Four, BMI—Gaudio]
Saturday, Bitter End Singers debut on the Atco label with a new bag, a strong pop-folk-rock sound that could launch the group into the big picture. Teens and deejays may go for this lively stand.
(B+) COME THE MORNING (2:26) [Seasons Four, BMI—Gaudio] Another rhythmic offering.

LIVELY SET (Capitol 5723)

• LET THE TRUMPETS SOUND (2:44) [Screen Gems-Columbia, BMI—Gates]
Here's a stompin', effective item from the lively set which could see that could big noise for the group. The strong, steady beat best could go real well with the dance set.
(B+) THE GREEN YEARS (2:35) [Shasamy, ASCAP —Livingston, Evans, Addison] Soft, sweet theme from the film "Torn Curtain."

BOYZ (Destination 627)

• HARD TIMES ALL OVER (2:12) [Destination, Pab, BMI—Wilson]
Watch out for the Boyz to garner a heap of reaction to this deck. Solid a perkin', the perky, high-sounding sign with a wild, teen-oriented sound. Could make that... (B+) NEVER BE LONELY (2:52) [Destination, Pab, BMI—Bucicarello] Pretty ballad for youngsters.

GLEN CAMPBELL (Capitol 5638)

• Satisfied Mind (2:07) [Starday, BMI —Hayes, Rhoden] Glen Campbell may make twin-market noise as a result of this rockin' rendition of the country standard. Plenty of potential in both pop and C&W markets.
(B+) CAN'T YOU SEE I'M TRYIN' (2:40) [Four-Sales, BMI—Fuller, Campbell] Wallopping, rhythmic pounder.

JAMES & BOBBY PURIFY (Bell 648)

• I'M YOUR PUPPET (2:59) [Bell, BMI—Dexter, Nix] Look for James and Bobby Purify to stir up a solid reaction to this stanza in r&b areas. A solid slice, the lid could also make big noise in the pop fields.
(B+) SO MANY REASONS (2:37) [Pame, BMI—Oldham, Penn] Soul-filled wailer on the flip.

Ronn Carroll (Philips 4088)

• WAIT FOR ME (2:04) [Duchess, BMI —Williams, Forrest] Plenty of deejays in both good and Top 40 formats may jump on this session by Ronnie Carroll, which could get extra push as the lid could make big noise in both fields.
(B+) TOMORROW (2:34) [MRC, BMI—Carroll] Another sweet ballad here.

HANDS OF TIME (Sidewalk 963)

• GOT TO GET YOU INTO MY LIFE (2:26) [Mackin, BMI—Lennon, McCartney] The Hands Of Time stand a good chance to make good with this Beatles number. Group, featured in the new film, "Hell's Angels," should get extra push as a result of the film's release. Nice job here.
(B+) MIDNIGHT RIDER (2:27) [Dijon, BMI—Card] Wallopping theme from the "Hell's Angels" film.

CHRISTOPHER ROBBINS (RCA Victor 8037)

• HERE, THERE AND EVERYWHERE (2:26) [Mac- len, BMI—Lennon, McCartney] This pretty rendition of the Lennon-McCartney tune could be just the thing to break Christopher Robbins into the winner's circle. Chanter sings softly, but carries a big stick with this one.
(B+) THE STREET OF FORGOTTEN LOVERS (2:10) [Ando- bom, ASCAP—Starr, Twomey] Strong rockier here.

Cash Box

Cash Box — September 10, 1966
(GROW, BAJA, GROW)

BAJA MARIMBA BAND

PORTUGUESE WASHERWOMAN

B/W TELEPHONE SONG

A&M 816

IT'S BAJA MARIMBA TIME
THE ARBORS (Date 1529)

A SYMPHONY FOR SUSAN
(2:30) [Kati Kris, ASCAP—Stegmeier]... and its title, the act is a lavish orch affair with a teen touch. The vocalist are sincere on a feelingful ... are suiting Winner for the Columbia Records affiliate.

L A U D T:

LOVE IS THE LIGHT (2:53)
[Kati Kris, ASCAP—Carney, Stegmeier] A good-music sentimentail with a light triplet make-up.

JACK JONES (Kapp 61)

ALFIE (2:30) [Famous] ASCAP—Bacharach, David] A release from Kapp's Winsers, Circle Series this is a fine version of the legant songster of the lovely flick through song to be up for an Oscar next year. Lots of spins asured.

DIONNE WARWICK (Scepter 12183)

ALFIE (2:43) [Famous] ASCAP—Bacharach, David] Here, the tune is finally been done. A rendition of the off-cut num ber that does it complete good-music justice.


T H E S H I R E L L E S (Scepter 12162)

AFTER MIDNIGHT (2:47)
Hit single of the off-cut oad of the oldie, worthy of a disk revival. This song is still in the charts and the cut-off re-opens the chart☆.

(2:43) SHADES OF BLUE (2:26)
[Fine Line, BMI—Kaye, Wagner] Femmes are still sentimental, but their backing has a bouncy rock quality.

R A Y S H A R P E (Atco 6137)

I DON'T WANT IT (2:16)
[Klynn-Pinto, BMI—Sharpe] Hard driving, rhythmic sounds that can be a good fresh air from the souffled vocal of Ray Sharpe. Leads of potential both pop and R&B here.

(2:44) MARY JANE (2:24) [Klynn-Pinto, BMI—Sharpe] Funky, outing back here.

B B R E V I E W S

VISITORS (Tower 268)

(2:40) THEME FROM WILD ANCS (1:53) [Djon, BMI—M. Curtis, H. Batch, Rhythm rock venture on the outlaw motorcycle gang theme.

(2:42) LET THEM OR ME (2:24)

B R E W S

JEAN-PAUL VIGNON (MGM 13558)

(2:40) ONCE IN A WHILE (2:02) Miller, ASCAP—Edward, Greene] Upbeat ballad in the French yolk-y style.

(2:31) CAN'T HELP MYSELF (2:22)

L E T M E K N O W (2:33)

EDDIE FISHER (Dot 10309)

(2:50) UNCHAINED MELODY (2:52) [Frank, ASCAP—Alex North, H. Zare] Gentle treatment of this off-cut from "Easter..."

(2:52) OLD DEVIL MOON (2:03)
[DeSylva, Brown & Hanson ASCAP—E. Y. Harburg, Burton Lane] Swinging, medium paced ballad.

T A M B O R I N E S (Epic 10065)


(2:47) GUT IT (2:97) [Tree, BMI—B. B. Sherrill, B. Kilien] Instrumental outing.

F R A N K I F E D (Hickery 1411)

(2:45) CALL HER YOUR SWEETHEART (1:54) [Leroy, BMI—Leon Payne] Old-time-like sing-along song.


M A R I L Y N M A Y E (RCA Victor 8958)

(2:24) CABARET (2:14) [Sunbeams, BMI—I. Meaux, J. Depo] Bouncing, up-tempo, romp from the "Cabaret" mainstemmer.

(2:40) TWO LOVERS (2:40) [Hastings, BMI—J. Williams, L Herb ness] Gentle ballad for the romantics. Very much so with the "How To Save A Million" kick.

K E N & B E V E R L Y

(2:23) WHAT HAPPENS (2:30) [Mountain, BMI—Michel LaGrande, Norman Gimbel] Easy going jazz venture with a late-night feeling.

(2:30) ON THE ROAD (2:30) [Rab, BMI—Carr, B. Wayne, M. Moore] Thumping, thumping, blues dug-wrenched ballad.

J A M O T H O M A S (Chess 14946)

(2:20) MUST I HOLLER (2:50) [Arac, Creek, Jasho, BMI—J. Thomas] Pallating, thumping, blues-dug-wrenched ballad.

(2:18) I'LL BE YOUR FOOL (2:31)

L A W R E N C E W E L D (Dot 1043) [TAR_Show’s MARCH] (2:05) [Pin-Tar, BMI—Lee] Interesting reading of the off-cut theme from the upcoming T'Ver.

(2:40) FAMILY AFFAIR (2:53)
[Don-Dana, BMI—DeVol] Perfect tune back here.

F I S T E V A L S (Smash 2656)

(2:21) MUSIC (2:01) [Dodie, BMI—Richards] Thumping, contagious danceable.

(2:09) I’LL ALWAYS LOVE YOU (2:09) [Dodie, BMI—Moss] Potent reworking of the whole-back smash.

G U Y M I C H E L L (Reprise 06512)

(2:45) FOREIGN LOVE AFFAIR (2:07) [Riverside, ASCAP—Wakely, Dant] Sweet, happy go lucky romance ditty for Guy Mitchell.

(2:31) RUN TO THE DOOR (2:31)
[Don-Dana, BMI—Knight] Another cute tune.

D R A G O N S (MGM 14021)

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RE-ORDERS ALL ADD UP
TO A NATURAL HAPPY
SMASH!

SUNDAY, THE DAY BEFORE MONDAY

TOMMY BOYCE
A&M 809
WE'RE EXCITED
NATIONAL ASSOCIATION OF RECORD MERCHANDISERS, INC. 1966 MID YEAR MEETING

Person to Person Conferences—Tape Cartridge Seminar

September 6-September 9

TUESDAY, SEPTEMBER 6
7:30 PM
DINNER-MEETING
Regular Members Only
Continental Plaza Hotel Chicago, Illinois

WEDNESDAY, SEPTEMBER 7
8:00 AM-9:00 AM
BREAKFAST
Regular and Associate Members
PERSON-TO-PERSON CONFERENCES
Buckingham Room

9:00 AM-12:00 Noon
BREAKFAST
Regular and Associate Members
PERSON-TO-PERSON CONFERENCES
BUCKINGHAM ROOM

12:00 Noon-1:15 PM
LUNCHEON
Regular and Associate Members
PERSON-TO-PERSON CONFERENCES
BUCKINGHAM ROOM

1:15 PM-6:31 PM
BREAKFAST
Regular and Associate Members
PERSON-TO-PERSON CONFERENCES
BUCKINGHAM ROOM

THURSDAY, SEPTEMBER 8
8:00 AM-9:00 AM
BREAKFAST
Regular and Associate Members
PERSON-TO-PERSON CONFERENCES
BUCKINGHAM ROOM

9:00 AM-12:00 Noon
BREAKFAST
Regular and Associate Members
PERSON-TO-PERSON CONFERENCES
BUCKINGHAM ROOM

12:00 Noon-1:15 PM
LUNCHEON
Regular and Associate Members
PERSON-TO-PERSON CONFERENCES
BUCKINGHAM ROOM

1:15 PM-6:31 PM
BREAKFAST
Regular and Associate Members
PERSON-TO-PERSON CONFERENCES
BUCKINGHAM ROOM

FRIDAY, SEPTEMBER 9
8:00 AM-9:00 AM
BREAKFAST
Regular and Associate Members
TAPE CARTRIDGE SEMINAR
BUCKINGHAM ROOM

9:00 AM-1 PM
BREAKFAST
Regular and Associate Members
TAPE CARTRIDGE SEMINAR
BUCKINGHAM ROOM

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The Sound of Tomorrow is Here Today
Created by
THE SEEDS
Flower-Rock Music
Opening the Door to a New Dimension

Cash Box—September 10, 1966
3 Naturals From Motown

Beauty
Is Only Skin Deep
The Temptations GORDY 7055

Reach Out I'll Be There
Four Tops MOTOWN 1098

What Becomes Of The Broken Hearted
Jimmy Ruffin SOUL 35022
The FM radio outlets throughout the city, it is known, and continue to be, the prime source of support to the recording companies who endeavor to get their jazz product exposed on the air. Comparatively speaking, jazz receives a smaller volume of promotional mention on FM stations than the standard AM radio stations. Actually, the station's allowance of AM station-airtime is no jazz at all, so that the people who do not own an FM radio receiver are not receiving recordings played on their air. This is a consequence of the "for-fee" situation. Where an agency sends records, it has robbed the listener of the chance to hear a wide assortment of presentation, and suffered a loss by being satisfied with the "drone" sound, as it was so aptly put, regarding the FM stations.

From the beginning, FM radio has made an honest attempt to offer the listener an assortment of points of view. Not too long ago owning an FM receiver was the exception, rather than the rule; we are rapidly approaching the time when this is no longer true, if, indeed, it is not already so. Recognizing the fact that FM listeners are very discerning, the powers chose to program with a greater degree of variety, to capture their interest and not already assuaged, they did not want to hear on the standard AM radio. True, FM radio was, for the first time, subjected to a listening, non-discriminating basis, without sponsors, and able to carry the pinch of commercial pressure from the agencies who bought time for advertising. The fact that FM was not as revenue-producing as a result of the paucity of FM stations and the non-existent direct buyers at agencies, now, as we begin to bear sponsors participating in what we call jazz, this situation arises: "Will the flavor of programming change by FM?"

Record Industry Debt? By the end of this year, stations licensed in a city with a population of 100,000 or more, free media, an amount on AM and FM will be obliged to split their signals for at least half their broadcast day. In essence, this means that there will be many new outlets created in the field of jazz. No longer will it be possible for these stations to simulate the Programs at least half the time will have to be devoted to independent program material on FM and AM. Obviously, the Federal Communications Commission feels that less licensees have been fulfilling their responsibilities to the audience. At least, we like to think that such a gathering is the motivation for the FCC. The creation of so many new areas for programming as will arise will only heighten the competition for sponsorship, that ingredient which keeps a radio station solvent and able to remain on the air. Now we come to the time when even record companies can repay a debt of long standing. There is nothing in the rules of the Federal Communications Commission or the Federal Trade Commission that forbids a company from buying time on a radio station to advertise its product, providing it is not clearly stated that such time is being bought for that purpose. The payola scandals of several years ago about buying and gun-shy about participating in radio advertising for the reasons such, not be the case. Through the long, lean years of survival FM radio operators have developed a kind of participation, that the stations which stations whom they have supported for the many years.

The jazz recording industry should recognize the necessity of giving complete support to FM stations, that the stations represent the last oasis for jazz product exposure to the listener. Let's face it, as soon as Detroit... (Continued on page 28)

Blue Note Tells crackdowns.

NEW YORK—Blue Note Records plans to give its best-selling catalog a promotional airing through a monthly "Product Knowledge Bulletin," a compendium of new Blue Note releases and promotions.

OPS PROMO

On the ops end, a promotional mailing has been designed with: a newsletter advising of new jazz singles being made available and items with particular strength for those who play jazz. Also, in order to promote direct exposure of material the Blue Note labels, will send them so that they can listen to product at their own leisure.

Fall Newcomers

Blue Note is offering six new records, or "new" titles, as it were, including: sales, including records by Andrew Hill ("Smoke Stack"), Blue Note's first release for 1967. Dexter Gordon ("Gettin' Around"), Hank Mobley ("Dippin'"), and John Patton ("Got A Good Thing Going"). A thorough merchandising campaign in support of these records will expand the Blue Note library and will no doubt result in FM activity and sales.

Columbia Pacs Art Farmer

NEW YORK—Art Farmer, has been signed by Columbia to an exclusive recording contract. The flugelhornist has worked extensively in Europe and has a number of recordings to his credit in the United States. He is known for his performances with the Horace Silver Quintet, the Gerry Mulligan Quartet, Charlie Mingus, Benny Golson, George Russell, and his own group.

Farmer's Columbia recordings will be produced under the supervision of Tom Merson, pop A&R producer.

FOCUS ON JAZZ

Ops "Bout All That Jazz

ads and co-op funds and ad components for simple makeup of ads. Block notes that the label is benefic from its recent acquisition by Liberty Records with greater penetration of the jazz market, and the addition of new and well-established jazz artists to the Columbia roster. The theme reads: "The Jazz Sound for Everyone!"—not just the discerning core jazz buyers. As Block puts it:

Columbia’s new strategy will be to focus on the "Bout All That Jazz" with the "Bout All That Jazz" ad campaign.

Jim Evers, president of the label, has launched a new advertising campaign that will feature a series of "Bout All That Jazz" ads. The campaign will be supported by a variety of co-op funds and ad components for simple makeup of ads. Block notes that the label is benefic from its recent acquisition by Liberty Records with greater penetration of the jazz market, and the addition of new and well-established jazz artists to the Columbia roster. The theme reads: "The Jazz Sound for Everyone!"—not just the discerning core jazz buyers. As Block puts it:

Columbia’s new strategy will be to focus on the "Bout All That Jazz" with the "Bout All That Jazz" ad campaign.

James Barry Keeler was born, raised, and still lives in Philadelphia. His parents died when he was very young so he was raised by his grandpa, whom he is still close to.

As an outgrowth of a disdain for complicated matters, he has changed his name to "Keith" and much in the Carnaby St. bag, Keith is usually found wearing wide belt, belled hip-huggers, pointed boots, and the rest . . . topped off with a shape-defying head of shoulder-length hair that is said to rise and fall with the whim of the wind.

He once attended the Kutztown State Teachers College with the intention of becoming a commercial art teacher. Although he still paints occasionally, Keith feels that music is his groove. Keith, who was born in the spring of 1948, now lives with his sister, Dana, 18, in an apartment shared with the members of his group. Keith and his group (consisting of bass, rhythm, lead, tambourine, and flute) have been keeping busy by playing area schools (Drexel, Princeton, Temple, etc.). The current Keith single on Mercury, "Ain't Gonna Lie," is No. 87 on this week's Top 100.

Cash Box—September 10, 1966
Double Play!

1. Christopher Robbins sings “Here There and Everywhere”
   (a John Lennon–Paul McCartney penned tune)
   c/w “The Street of Forgotten Lovers” #8937

2. Tom & Ellen’s first RCA Victor release “Too Many Things”
   c/w “My Up Is My Down” #8939. The “A” side features that strong-selling folk-rock sound with an original vocal approach.

They’re both geared for action in today’s market—you can bank on it!

RCA Victor

The most trusted name in sound
FOCUS ON JAZZ

(c)deis to make AM/FM radios the only bay that the car with your new FM will unquestionably supplant AM as the most listened to. Once that happens, and it will, where will jazz be heard in the air? It will be heard on the air that is purchased by jazz record companies who, like the producers of any other commodity, want the buying public to know what they have. Of course the companies that own radio stations will have to know that you have purchased your new FM so they will advertise on it. The percentage of jazz recordings purchased in relation to the total number of recordings sold is extremely favorable if you use as a denominator the amount of airplay that is allotted to jazz. That fact should only give impetus to the belief that record companies should exploit the advantage of having more of their jazz represented on the air. The time is now, and that jazz albums don't sell like they used to. Why should they sell like they used to? It could be that the public no longer has the supply and demand, or, if you prefer, kills like the goose that lays the golden egg. How long can the public be expected to embrace mediocrity, the product of too many releases by too many unqualified artists? If the record companies believe otherwise, let them promote all the albums they have, and what better way than getting their recording artists heard on the air. You know, one listens for a thousand words.

Profit Factor Realized
We must assume that there is a profit to be enjoyed in the production of jazz recordings. If that is so, the owner of a successful company like Liberty should make Blue Note Records the most prominent independent jazz label for the next twenty years. This acquisition by Liberty is, almost immediately on the heels of its having brought out Pacific Jazz, another formidable competitor to Blue Note, a great catalogue of jazz recordings. Since it was bought by Liberty, the complexion of the Pacific Jazz label has changed considerably; its product has been on another plane entirely. Even when Pacific was helmed by Jack Bock, its founder, Blue Note has always been, uncompromisingly, a jazz label, giving no quarter in its devotion to jazz. The founders of Blue Note, Alfred Lion and Francis Wolff, the owners of Blue Note in 1938, have been retained by Liberty to operate the Blue Note label. It will be interesting to see how far ahead Blue Note will journey under its new owner. Knowing Lion and Wolff, and their fierce devotion to jazz, it is hoped that they will hold the fort. If these two gentlemen manage to keep the label from its lifetime of devotion, money notwithstanding, jazzdom is in some serious trouble.

To return to our original premise, let the record companies make the most acutely aware of their responsibilities! The time has come when they must come to grips with themselves, and realize that they must help share the risks of their industry. With sales of producing good albums, is to help see that they get played on the air. The record companies that are afraid to sell jazz, and in this day of intensified competition, are to be pitied. The public has always been, and is, to believe that a virtue, certainly deserve the complete support of the companies whose product they are promoting. Remember the old axiom about never missing the water till the well runs dry.

NARAS Trustees Meet In New York This Weekend

NEW YORK—The annual meeting of the national trustees of NARAS, the shrine of jazz, will be held this coming weekend, Sept. 30 and 11, in the New Hilton Hotel.

Scheduled to attend the two-day affairs, which will be devoted to a number of topics of national importance to the academy, will be its five national officers: president Francis Wolff of Liberty Records, executive vice president Mickey Katz, 2nd vice president Harold Bradley, secretary A.B. Clapper and treasurer Jack Ford. Many others are expected in attendance.

Representing the hosting New York Chapter will be trustee George Araki, Milt Gabler, David Hall, John Hammond, Father Norman J. O'Connor and Steve Sholes, plus executive director George Simen.

Flying in from Los Angeles will be, in addition to Scott and Friedman, trustees Lou Busch, Ernest Gold, Dave Poll, Noey Plumb, Morris Stoloff and Executive Director Christine Farnon.

Nashville is sending Bill Denny in addition to Bradley, who is also a Tennessee man. Accompanying Clapper from Chicago will be Johnny Patet and Bill Truet.

Hammond Acept Post With Symphony Of New World

NEW YORK—John H. Hammond, director of talent acquisition at Columbia Records, has accepted the post of vice president of the New World Symphony of the New World, released as the first and only integrated professional symphonic orchestra in the United States. This association does not affect his Columbia post.

Most widely known for his contribution to the development of jazz as talent finder and taste maker, Hammond has also served the cause of classical music, both as the Las Vegas Philharmonic and the Budapest String Quartet to Columbia Records and David Giesekathe's master recordings of which he was then vice president. He is an accomplished musician and appeared with Benny Goodman in the Mozart Clarinet Quartet.

Hammond brings to his new post a lifetime of dedication to the orchestral department and an array of acquires in large part through his pioneering in arranging interracial musical units for all kinds of music. He is an active participant in many civic organizations and is chairman of the Board of the Newport Jazz Festival, the New York Urban League, and the National Academy of Recording Arts and Sciences.

When the Symphony of the New World, Benjamin Steinberg, Music Director, appears in Philharmonic Hall on October 22, he will renew his friendship with guest conductor, Everett Lee, the American Negro in whom he first brought to New York about a generation ago.

Prestige Releases 6 LP's


Fingerprinting Ends For New York Nitary Talent

NEW YORK—Fingerprinting of performers as a prerequisite to appearing in a New York club has been ended. This process, often seen as degrading to acts, has been in operation since the early 40's, and has kept some name talent, including Frank Sinatra, from keeping nity dates here (since the late 50's). The move is also viewed as a first step in the completion of the complete licensing procedure for acts coming to town for nity appearances.

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Atco Sets Promo For Bitter End Singers

NEW YORK—Atco Records is setting up a "Big Daddy" promotion campaign to push the first single by the Bitter End Singers for the label. The tune, "Everybody Knows My Name" was written by Bob Gaudio of the Four Seasons. The Atco campaign involves extensive advertising and promotional activity plus a contest for the distributor promotion men.

Teddy Roy, Jazzman, Dies In New York At 61

NEW YORK—Teddy Roy, a pianist with jazz groups and jazz dance bands since the '20's, died of cancer, Aug. 30th at the Metropolitan Hospital in New York. In the '30's, he played with the Max Kaminsky Club and had appeared occasionally with the Bobby Hackett group in recent years. His Symphony of the World is survived by his wife, Helen; his mother, and a sister.

Chess Gives Stewart LP A 'Summertime Lift'

CHICAGO—Thanks to a Top 10 hit, the Chess label is re-tilting and re-issuing the single by the Stan Getz Sextet, with LP, "Unbelievable." It now carries the tag of Stewart's big hit, "Summer- time." The number, 1499, remains the same. The new pressings do have the option of returning the old version for the revised package.

Cash Box—September 10, 1966
Seraphim had to happen.

Angel answers the need for low-priced albums of supreme quality.

Albums in the new Seraphim series are indeed "Angels of the highest order." They feature:
- the finest, most celebrated of Angel's earlier releases.
- brand-new stereo recordings never before issued in America.
- significant works of all periods interpreted by leading artists of yesterday, today and tomorrow.
- historical performances never to be equalled, including fabulous opera casts that can never again be assembled.
- improved monophonic sound for older recordings, without the artificial gimmickry of false stereo, and with no loss of artistic values.
- stereo and monophonic pressings made to the same exacting technical standards as the higher-priced Angel label—yet at modest cost to the collector: $2.49* stereo and mono.

The first twenty Seraphim releases are illustrated on this page. Many more great recordings will follow. (optional with dealer)

Free sample album (exclusive to the trade). Enjoy a personal preview of the Seraphim series. This free album features excerpts from the first 20 Seraphim recordings. Send for it now.

Seraphim, c/o Angel Records, 1730 N. Vine St., Los Angeles, Calif. 90028

Name ____________________________
Address __________________________
City ___________________________ State ______ Zip ______

Cash Box—September 10, 1966
A survey of key radio stations in all important markets throughout the country to determine by percentage of those reporting which releases are being added to station play lists this week for the first time and also the degree of concentration combining previous reports. Percentage figures on left indicate how many of the stations reporting this week have added the following titles to their play list for the first time. Percentage figures on right include total from left plus the percentage title received in prior week or weeks. *(SURVEY COMPLETED TO AUGUST 31, 1966)*

<table>
<thead>
<tr>
<th>% OF STATIONS ADDING TITLES TO PROG. SCHED. THIS WEEK</th>
<th>TITLE</th>
<th>ARTIST</th>
<th>LABEL</th>
</tr>
</thead>
<tbody>
<tr>
<td>50%</td>
<td>I've Got You Under My Skin—Four Seasons—Phillips</td>
<td></td>
<td>86%</td>
</tr>
<tr>
<td>43%</td>
<td>96 Tears—? (Question Mark) &amp; Mysterians—Cameo</td>
<td></td>
<td>93%</td>
</tr>
<tr>
<td>40%</td>
<td>My Uncle Used To Love Me But She Died—Roger Miller—Smash</td>
<td></td>
<td>40%</td>
</tr>
<tr>
<td>38%</td>
<td>Last Train To Clarksville—Monkees—Colgems</td>
<td></td>
<td>67%</td>
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<tr>
<td>37%</td>
<td>Summer Wind—Frank Sinatra—Reprise</td>
<td></td>
<td>94%</td>
</tr>
<tr>
<td>35%</td>
<td>Reach Out I'll Be There—4 Tops—Motown</td>
<td></td>
<td>56%</td>
</tr>
<tr>
<td>32%</td>
<td>All Strung Out—Nino Tempo &amp; April Stevens—White Whale</td>
<td></td>
<td>71%</td>
</tr>
<tr>
<td>31%</td>
<td>Flamingo—Herb Alpert &amp; Tijuana Brass—A&amp;M</td>
<td></td>
<td>84%</td>
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<tr>
<td>30%</td>
<td>Cherish—Association—Valiant</td>
<td></td>
<td>97%</td>
</tr>
<tr>
<td>29%</td>
<td>See See Rider—Eric Burdon &amp; Animals—MGM</td>
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<td>29%</td>
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<td>28%</td>
<td>I Really Don't Want To Know—Ronnie Dove—Diamond</td>
<td></td>
<td>50%</td>
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<tr>
<td>27%</td>
<td>Sometimes Good Guys Don't Wear White—Standells—Tower</td>
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<td>50%</td>
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<tr>
<td>25%</td>
<td>I Can Make It With You—Pozz Seco Singers—Columbia</td>
<td></td>
<td>25%</td>
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<tr>
<td>24%</td>
<td>Just Like A Woman—Bob Dylan—Columbia</td>
<td></td>
<td>56%</td>
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<tr>
<td>23%</td>
<td>Psychotic Reaction—Count Five—Double Shot</td>
<td></td>
<td>23%</td>
</tr>
<tr>
<td>22%</td>
<td>Only When You're Lonely—Grass Roots—Dunhill</td>
<td></td>
<td>22%</td>
</tr>
<tr>
<td>21%</td>
<td>She Drives Me Out Of My Mind—Swingin' Medallions—Smash</td>
<td></td>
<td>42%</td>
</tr>
<tr>
<td>20%</td>
<td>All I See Is You—Dusty Springfield—Phillips</td>
<td></td>
<td>20%</td>
</tr>
<tr>
<td>19%</td>
<td>I Chose To Sing The Blues—Ray Charles—ABC Paramount</td>
<td></td>
<td>74%</td>
</tr>
<tr>
<td>18%</td>
<td>Ain't Gonna Lie—Keith—Mercury</td>
<td></td>
<td>27%</td>
</tr>
<tr>
<td>17%</td>
<td>Love Is A Hurtin' Thing—Lou Rawls—Capitol</td>
<td></td>
<td>17%</td>
</tr>
<tr>
<td>16%</td>
<td>She Ain't Loving You—Distant Cousins—Date</td>
<td></td>
<td>16%</td>
</tr>
<tr>
<td>15%</td>
<td>Off To Dublin On The Green—Abbey Tavern Singers—HBR</td>
<td></td>
<td>15%</td>
</tr>
<tr>
<td>14%</td>
<td>I Want To Be With You—Dee Dee Warwick—Mercury</td>
<td></td>
<td>30%</td>
</tr>
<tr>
<td>13%</td>
<td>Sunday—Day Before Monday—Tommy Boyce—A&amp;M</td>
<td></td>
<td>13%</td>
</tr>
<tr>
<td>12%</td>
<td>In The Arms Of Love—Andy Williams—Columbia</td>
<td></td>
<td>38%</td>
</tr>
<tr>
<td>12%</td>
<td>I Can Make It With You—Jackie DeShannon—Imperial</td>
<td></td>
<td>12%</td>
</tr>
<tr>
<td>11%</td>
<td>Walk Away Rene—Left Banke—Smash</td>
<td></td>
<td>11%</td>
</tr>
<tr>
<td>10%</td>
<td>Fiddle Around—Jan &amp; Dean—Liberty</td>
<td></td>
<td>34%</td>
</tr>
</tbody>
</table>

**LESS THAN 10% BUT MORE THAN 8%**

<table>
<thead>
<tr>
<th>TOTAL % TO DATE</th>
<th>TOTAL % TO DATE</th>
<th>TOTAL % TO DATE</th>
</tr>
</thead>
<tbody>
<tr>
<td>Summer Samba</td>
<td>28%</td>
<td>Sticky, Sticky</td>
</tr>
<tr>
<td>Walter Wanderley (Verve)</td>
<td></td>
<td>Bobby Harris (Shout)</td>
</tr>
<tr>
<td>Pollyanna Classics (Capitol)</td>
<td>9%</td>
<td>We Can't Go On This Way</td>
</tr>
<tr>
<td>Wish You Were Here, Buddy</td>
<td>9%</td>
<td>Teddy &amp; Pandas (Musicor)</td>
</tr>
<tr>
<td>Pat Boone (Dot)</td>
<td></td>
<td>Torzan—(Tanzan's Dance)</td>
</tr>
<tr>
<td>Marketts (Warner Bros.)</td>
<td></td>
<td>I've Been Unfaithful</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Alan Vannone Group (ABC)</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Born Free</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Roger Williams (Kapp)</td>
</tr>
</tbody>
</table>
Who's that fresh new group with the fresh young sound?

The Lively Set – that's who!

You've seen them all Summer on NBC TV's John Davidson Show. Now get their brand new Capitol single . . .

LET THE TRUMPETS SOUND

b/w The Green Years
(The Theme From "Torn Curtain")
DISNEYLAND RECORDS
Proudly Presents
Three Exciting New Releases
in the D.Q. series (suggested retail $1.89 • stereo $2.49)

AMERICA'S FAVORITE STAGE AND
MOTION PICTURE MUSICALS

THE SOUND OF MUSIC
DQ 1296 STER 1296
MARY MARTIN
STAR OF THE ORIGINAL BROADWAY HIT
WORDS AND MUSIC BY
RODGERS and HAMMERSTEIN
PRODUCED BY
CAMARATA

•

CAROUSEL
DQ 1292 STER 1292
JAN CLAYTON
STAR OF THE ORIGINAL BROADWAY SHOW
WORDS AND MUSIC BY
RODGERS and HAMMERSTEIN
PRODUCED BY
CAMARATA

•

BRIGADOON
and other favorites
DQ 1299 AND STER 1299
WORDS AND MUSIC BY
LERNER and LOEWE
PRODUCED BY
CAMARATA

MILLIONS WILL WATCH THE 'BRIGADOON' TV SPECTACULAR ON ABC TV IN COLOR SATURDAY OCT. 15 9:30-11:00
MAKE SURE YOU HAVE RECORDS FOR THE MANY NEW FANS OF THIS GREAT MUSICAL HIT

THREE MORE REASONS FOR CONTINUOUS PROMOTION OF THE MOST-HONORED, BEST-SELLING
CHILDREN'S RECORDS IN THE WORLD. FOR CHILDREN OF ALL AGES

CONTACT YOUR DISNEYLAND DISTRIBUTOR FOR IMMEDIATE DELIVERIES
### Top 100 Albums

<table>
<thead>
<tr>
<th>Pos. Last Week</th>
<th>Title</th>
<th>Artist/Label</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>REVOLVER</td>
<td>Capitol/T (ST 2576)</td>
</tr>
<tr>
<td>2</td>
<td>WHAT DO YOU LOVE</td>
<td>Herb Albert &amp; Tijuana Brass (A &amp; M LP 1755/SP 4112)</td>
</tr>
<tr>
<td>3</td>
<td>SOMEWHERE MY LOVE</td>
<td>Al Campbell/Sundowns (Columbia CL 2519/CB 9319)</td>
</tr>
<tr>
<td>4</td>
<td>DR. ZHIVAGO</td>
<td>Soundtrack ( MGM E/ST &amp; ST)</td>
</tr>
<tr>
<td>5</td>
<td>AFTER MAT</td>
<td>Rolling Stones (London L 3476/PS 4716)</td>
</tr>
<tr>
<td>6</td>
<td>STRANGERS IN THE NIGHT</td>
<td>Frank Sinatra (Reprise F 1017)</td>
</tr>
<tr>
<td>7</td>
<td>YESTERDAY &amp; TODAY</td>
<td>Beatles ( Capitol F 2553)</td>
</tr>
<tr>
<td>8</td>
<td>SOUND OF MUSIC</td>
<td>Soundtrack ( RCA Victor LCO/LSD 2095)</td>
</tr>
<tr>
<td>9</td>
<td>BEST OF THE BEACH BOYS</td>
<td>Vol. 1 (Reprise/DO 2545)</td>
</tr>
<tr>
<td>10</td>
<td>GOING PLACES</td>
<td>Herb Albert &amp; Tijuana Brass (A &amp; M LP 1755/SP 4112)</td>
</tr>
<tr>
<td>11</td>
<td>WHIPPED CREAM AND OTHER DELIGHTS</td>
<td>Herb Albert &amp; Tijuana Brass (A &amp; M LP 1755/SP 4112)</td>
</tr>
<tr>
<td>12</td>
<td>WONDERFUL</td>
<td>Bill Cosby ( Warner Bros. W/VS 1634)</td>
</tr>
<tr>
<td>13</td>
<td>LOU RAWLS LIVE</td>
<td>(Columbia CL 2548)</td>
</tr>
<tr>
<td>14</td>
<td>YOU CAN BELIEVE YOUR EYES AND EARS</td>
<td>Mamie &amp; Peppe's (Dunhill/D/S 5006)</td>
</tr>
<tr>
<td>15</td>
<td>BLONDE ON BLONDE</td>
<td>Dylan ( Columbia CBS 541)</td>
</tr>
<tr>
<td>16</td>
<td>SINATRA AT THE SANDS</td>
<td>Frank Sinatra (RCA Victor F/FS 1019)</td>
</tr>
<tr>
<td>17</td>
<td>GETTIN' READY</td>
<td>Temptations (Gerry GM/CS 918)</td>
</tr>
<tr>
<td>18</td>
<td>BIG HITS (HIGH TIDE)</td>
<td>Rolling Stones (London NP-1)</td>
</tr>
<tr>
<td>19</td>
<td>AND THEN...ALONG COMES THE SOUNDS</td>
<td>(Valiant VLM 5006)</td>
</tr>
<tr>
<td>20</td>
<td>ANIMALIZATION</td>
<td>Animals (MGM E/ST 4384)</td>
</tr>
<tr>
<td>21</td>
<td>MAME</td>
<td>(Columbia KOL 6600/KOS 3000)</td>
</tr>
<tr>
<td>22</td>
<td>MIDNIGHT RIDE</td>
<td>Original Cast (Columbia CL 2528/CB 9308)</td>
</tr>
<tr>
<td>23</td>
<td>THE IMPOSSIBLE DREAM</td>
<td>Jack Jones (Kapp K 1480/KS 1466)</td>
</tr>
<tr>
<td>24</td>
<td>THE BEST OF THE ANIMALS</td>
<td>(MGM E/ST 4386)</td>
</tr>
<tr>
<td>25</td>
<td>PET SOUNDS</td>
<td>(Reprise/DO 2548)</td>
</tr>
</tbody>
</table>

### Looking Ahead Albums

- **1 WHAT'S UP, TIGER LILY?** LaVern Baker (Columbia CL 2521/CB 9326) - 1966
- **2 ROAD RUNNER** Jr. Walker & All Stars (Soul 703) - 1966
- **3 FREAKOUT** MC5 (RCA Victor LPM/LSP 3623) - 1966
- **4 ON TOP** Four Flips (Motown MH/MS 467) - 1966
- **5 BORN FREE** Soundtrack (MGM E/ST 4386) - 1966
- **6 THE GREAT SONGS** Nat King Cole (Columbia/T 2558) - 1966
- **7 LIVIN' ABOVE YOUR HEAD** Joy & America (United Artists GAL 3554/1645 LS68) - 1966
- **8 ANNIE GET YOUR GUN** Original Cast (RCA Victor LSP 1249) - 1966
- **9 CARNEGIE HALL CONCERT WITH BUCK OWENS AND HIS BUCKAROOS** (Capital T 2546) - 1966
- **10 ALL TIME PIANO HITS** Ronnie Aldrich (London SP 44081) - 1966
- **11 SILENT NIGHT** Dean Martin (RCA Victor LPM/LSP 3570) - 1966

### Compilation Notes
- Compiled by Cash Box from leading retail outlets. Indicates strong upward move.
VERVE

Jimmy Smith
I Got My Mojo Workin'  V/V6/8641
Wes Montgomery
Go'Out Of My Head  V/V6/8642
Astrud Gilberto
Look To The Rainbow  V/V6/8643
Prysock/Basie
Arthur Prysock/Count Basie  V/V6/8645
Elia Fitzgerald
That's All Baby--So Fit  V/V6/8646
Stan Getz/Charlie Byrd
Baden-W/WS  V/V6/8432
Stan Getz/Joao Gilberto
Getz/Gilberto  V/V6/8545
Antonio Carlos Jobim
Jobim, Plays  V/V6/8547
Johnny Hodges/Wild Bill Davis
Blues  V/V6/8559
Stan Getz With Astrud Gilberto
Getz A Go Go  V/V6/8600
Gary McFarland
Soft Samba  V/V6/8603
The Oscar Peterson Trio
We Get Requests  V/V6/8596
Astrud Gilberto
The Astrud Gilberto Album  V/V6/8598
Wes Montgomery
Movin' Wes  V/V6/8610
Kenny Burrell/Gil Evans
Guitar Soul  V/V6/8611
Cal Tjader
Soul Sauce  V/V6/8614
Jimmy Smith
The Monster  V/V6/8618
Wes Montgomery
Bumpin'  V/V6/8625
Astrud Gilberto
The Shadow Of Your Smile  V/V6/8629
Johnny Hodges/Wild Bill Davis
Wings & Things  V/V6/8630
Willie Bobo
Spanish Grease  V/V6/8631
Kal Wining
More  V/V6/8651

WARNER BROTHERS

Bill Cosby
Why Is There A Rhythm In My Life  W 1006
Bill Cosby
Bill Cosby Is A Very Funny Fellow  W 1067
Bill Cosby
I Started Out As A Child  W 1068
Peter Paul & Mary
My Love  W/WS 1630
Peter Paul & Mary
In Our Image  W/WS 1620
Manhattan Singers
The 1844 Singers  W/WS 1641
Peter Paul & Mary
In The Wind  W/WS 1590
Peter Paul & Mary
We Know What Tomorrow Brings  W/WS 1615
Peter Paul & Mary
The Batman Theme  W/WS 1624
Petula Clark
Downtown  W/WS 1590
Peter Paul & Mary
Peter Paul & Mary In Concert  W/WS 1554
Everly Brothers
Very Best Of The Everly Brothers  W/WS 1544
Peter Paul & Mary
Moving  W/WS 1473
Milt Gabbi
Music Man  W/WS 1459
Petula Clark
I Know A Place  W/WS 1588
Petula Clark
A Child Will Rise  W/WS 1588
Bonnie Prudden
Keep Fit And Be Happy  W/WS 1530
Original Soundtrack
Rome Adventure  W/WS 1458
Freddy Cannon
Freddy Cannon's Greatest Hits  W/WS 1624

WONDERLAND

Ian Camerichand
Winnie The Pooh And Christopher Robin  1442
Dick Bcney
In The House At Pooh Corner  1434
Vivien Leigh
The Tale Of Peter Rabbit  1443
Tom Glazer's
Second Concert For And With Children  1467
Robert Rolfe
Concert For And With Children  1452

WONDERLAND (Cont'd)

The Sinfonia of London
A Child's Introduction To The Instruments Of The Orchestra  1443
The Collegiate Choir
A Child's Introduction To Patriotism  1445
Cyril Ritchard
Selections From Alice In Wonderland  1406
Irene Wicker
Cinderella/Sleeping Beauty  1433
Irene Wicker
Beauty And The Beast And Other Fairy Tales  1427
Sir Ralph Richardson
And Robert Morley
Jonah And The Whale/Noah's Ark  1440
Sir Donald Wolfit
The Tale Of Benjamin Bunny  1457
Evelyn Lohoreh
Tresure Island/King Arthur  1446
Cyril Ritchard
Alice In Wonderland - Vol. 1  1431
Irene Wicker
Snow White/Rumpelstiltskin  1437
Oscar Brand
Children's Concert  1438
Alec Templeton
Children's Concert  1403
Martyne Green
Arabian Night's Entertainment  1405
Irene Wicker
A Child's Introduction To The Alphabet  And Numbers:  1448
Pete Pete
A Child's Introduction To Square Dancing:  1463
Moira Shearer
A Child's Introduction To The Ballet:  1439
Rex Graham
The Stories Of Peter Pan And Thumperlina:  1441
Margorie Bennett
First Songs For Children:  1413
Alic Templeton's
Mother Goose  1409
Famous Folk Singers
Songs From The Children's Zoo  1425

WORLD PACIFIC/PACIFIC JAZZ

The Delegates
Hole In The Wall  WP-1837/WPS-21837
The Folkwingers
12 String Guitar, Vol. 1  WP-1812/WPS-21812
Kimie Eto
Jazz  WP-1846/WPS-21846
Gil Fuller & The Monterey Jazz Festival Orchestra
Festival Orchestra  WP-1843/WPS-21843
Gill Fuller & The Monterey Jazz Festival Orchestra
Richard "Groove" Holmes  WP-1837/WPS-21837
Jazz Crusaders
Lookin' Ahead  WP-1837/WPS-21837
Jazz Crusaders
The Thing  WP-1847/WPS-21847
Billy Larkin & The Delegates
Live At The Lighthouse '66  WP-1843/WPS-21843
Bob & The Delegates
Don't Be Confused  WP-1845/WPS-21845
Marco Brasi
A Taste Of Tequila  WP-1839/WPS-21839
Hats Off To Lourdes
Spanish Onions  WP-10079/WPS-210079
Les McCann
Les McCann Plays The Truth  WP-2/S-2
Les McCann
Les McCann Plays The Shampoo  WP-63/S-63
Jazz Waltz
WP-81/S-81

MIKE DOUGLAS

Mike Douglas
Easy Groove  WP-10104/WPS-210104
Mike Douglas
Paris Concert  WP-10102/WPS-210102
Joe Pass
A Sign Of The Times  WP-1444/WPS-21444
Bud Shank
California Dreamin'  WP-1445/WPS-21445
Bud Shank
Sound Of The Sitar  WP-1443/WPS-21443
Portraits
WP-80/S-80
Once in a while
with
Jean-Paul Vignon
b/w A Little Love From You (Will Do) — K-13585
The sound of the great French star swings America
RIGHT NOW!

MGM Records is a Division of Metro-Goldwyn-Mayer Inc.
THE SUPREMES A Go-Go—Motown 649

The top girl group outdoes itself with this amazing package filled with goodies one after the other. Aside from such well remembered Supremes titles as “Love Is Like An Itching In My Heart” and current smash “You Don't Have to Be Afraid,” this treasurable gives its own special touch to “These Boots Are Made For Walking,” and “Hang On Sloopy” as well as other items. Pick a track, any track and you have instant enjoyment.

SUNSHINE SUPERMAN—Donovan— Epic LN-24217/BM-26217

This latest Donovan offering, his Epic LP debut, contains self-penned tunes that give insight into the mind of this English product of the recent folk boom. "Legend Of A Girl Child Linda," "Season Of The Witch," and "The Fat Angel" are all blue rock tracks as is the recent chart topping "Sunshine Superman." This one will go well with the teens and young adults.

CHEER—Imperial 9320/12320

Cher should head up the LP chart in giant strides with this power packed album. In addition to her recent smash of "Alfie" the album has included a wonderful reading of the recent chart topper "Sunny" plus a number of other tracks, all of which have been tailored to the inimitable Cher style. Among the blue ribbon efforts are "Homeward Bound" and "Until It's Time For You To Go."

THE BEST OF THE LETTERMEN—Capitol T/ST—2354

The Lettermen work their special variety of charm that has gathered and held their devoted followers, throughout this collection LP. The trio have such well remembered goodies as "Portrait Of My Love," "Secretly," and "Theme From A Summer Place" gracing this disk that should take off and climb the heights of the LP chart in no time flat.

THE DAVE CLARK FIVE—EPIC LN 24212/BM 26212

The Dave Clark Five should add to their impresive LP record with this swinging set stuffed after the group's latest chart item "Satisfied With You." The Britiishers have added a host of top tracks to the click for a disk that should spur fans to their local retailers. Among the goodies are "I Still Need You," "Good Lovin'" and "Do You Still Love Me."

DISTANT SHORES—Chad and Jeremy—Columbia CL 2564/CS 9341

Chad and Jeremy, should do quite well with this LP follow-up to their recent singles chart item "Distant Shores." The pair have selected a wide variety of tunes ranging from the folk powerhouse "Early Morning Rain" to the group's "Bound" and on to the evergreen "The Way You Look Tonight." Each item is gently and prettily handled by the boys and delight should shine in the faces of their many fans upon digging this disk.

YOU MAKE ME FEEL SO GOOD—McCoys—Bang 213

The feel good feeling obviously enjoyed by the McCoys as they cut this disk should be instantly communicated to rock devotees. The foursome set the pace for dance throughout the LP, never neglecting however, the importance of well done and meaningful lyric content that today's market demands. Among the top items are the title track, "Stagger Lee," and "Say Those Magic Words." This set could establish the young group in the LP market.

STEVE LAWRENCE SINGS OF LOVE AND SAD YOUNG MEN—Columbia CL 2544/CS 9340

Steve Lawrence has added a compelling collection of lovely tunes to his LP catalog, one that should prove to be a favorite spinning item for lovers of easy to listen to sounds. The chanter's choice of material is par excellence and his interpretations are up to his usual fine standards. Among the top tunes contained here are "I'm A Fool To Want You," "Tender Is The Night" and the title track.

ALLAN SHERMAN LIVE (Hoping You Are The Only One) (CBS 6183)

Another laugh filled offering from this vet funster. In this live performance he covers such subjects as "Moonstruck," "Dodgin' The Draft," "Second Hand Nose," and "Sam You Made The Pants Too Long." All of the artist's many fans are likely to go for this exercise in laughter.

RIGHT FROM THE HEART—Jimmy Roselli—United Artists UAL-6529/UA 3329

Up-tempo rousers and romantic ballads are combined into this package which is (as the title implies) "Right From The Heart." Among the blue ribbon tracks are such cleftfings as "What Can I Say After I Say I'm Sorry," "Sleep Time Gal," "Swingin' Down The Lane," and the title song. Pop fans and the romance minded should sit up and take notice of this one.

WILD THINGS!—Ventures—Dolton BLP—2047/BST—8047

The Ventures are back with more of the hard driving, rocking instrumental rock that has for so long been associated with their name. This package is filled with such recent noisemakers as "Wild Thing," "Summer In The City," "Hangin' Panky," "Sweet Pea," and "The Pied Piper." This should be a big item with the teens.

THE LOVIN' SPOONFUL in WOODY ALLEN'S WHAT'S UP, TIGER LILY?—Rama Sutra LP/R/LP—8053

This is the original soundtrack LP of the forthcoming Woody Allen film, "What's Up, Tiger Lily." The sound is supplied by the Lovin' Spoonful which is its usual masterful self throughout the disk. The title track, "Mama's Funky Theme," and "What's Up, Tiger Lily" are examples of the sound that has made the Spoonful the top group that it is today. Among the goodies are "Bespoken," and "Gray Prison Blues."
**Dot's RED HOT**

**WITH BEST SELLING SINGLES**

- 144 WIPE OUT
  - SURFER JOE
  - THE SURFARIS
- 16904 CRY, CRY DARLING
  - FALLING IN LOVE AGAIN
  - JO STAFFORD
- 16916 MORNING MEANS TOMORROW
  - YOUNG IDEAS
  - JIMMIE RODGERS
- 145 PIPELINE
  - MOVE IT
  - THE CHANTAYS
- 16924 ALFIE
  - SOMEWHERE, MY LOVE
  - BILLY VAUGHN
- 19643 TARZAN (TARZAN’S MARCH) / FAMILY AFFAIR
  - LAWRENCE WELK

**NEW RELEASE**

- 16933 WISH YOU WERE HERE, BUDDY
  - LOVE FOR LOVE
  - PAT BOONE
- 16919 THE TALLEST TREE
  - ARE YOU SINCERE
  - BONNIE GUITAR

**& BEST SELLING ALBUMS**

- THE SURFARIS
- ALFIE
- THIS IS
- PAT BOONE
- MIKE MINOR
- THE WELLS BOYS
- BILLY VAUGHN
- MYRON FLOREN
- TEN COMMANDMENTS
- LAWRENCE WELK
- LAUREL & HARDY
- HARRY JAMES & HIS WESTERN FRIENDS
- GREAT HITS
- BONNIE GUITAR
- THE PIPES
- VIVA-6002 RHAPSODIES
- THE STRING QUARTET
- MIDNIGHT STRING QUARTET
- THE JULIETHE WOODMINDS

**& BEST SELLING ALL-TIME HITS**

- 101 CALCUTTA / BABY ELEPHANT WALK
  - LAWRENCE WELK
- 102 WHEELS / ORANGE BLOSSOM SPECIAL
  - BILLY VAUGHN
- 105 MELODY OF LOVE / SAIL ALONG SILV’RY MOON
  - BILLY VAUGHN
- 107 MOODY RIVER / SPEEDY GONZALES
  - PAT BOONE
- 110 LOVE LETTERS IN THE SAND
  - BILLY VAUGHN
- 133 COME GO WITH ME / WHISPERING BELLS
  - DELL-VIKINGS
- 136 YOU CHEATED / NATURE BOY
  - THE SHIELDS
- 153 HOT PASTRAMI / DARTELL STOMP
  - DARTELLS
- 238 SUGAR SHACK / DAISY PETAL PICKIN’
  - JIMMY GILMER & THE FIREBALLS
- 249 WONDERFUL SUMMER / DREAM BOY
  - ROBIN WARD

THE GREATEST TALENT ON RECORDS

Cash Box—September 10, 1966
POP BEST BETS

INTRODUCING JAYE KENNEDY—UAL 3542/UAS 6342

Jaye Kennedy's disk intro, via this thrill packed set, is certainly an impressive one. The young artist displays charm and talent in a degree that one does not usually expect in a newcomer, and these abilities should soon raise her to name artist status. Among the fine tracks are particularly noteworthy renditions of "The Shadow Of Your Smile," "Ebb Tide" and "My Funny Valentine."

THE MAN BEHIND THE BADGE—Red Simpson—Capital T/SF-2508

Red Simpson made quite a bit of noise in country markets via his "Highway Patrol" single, and aims to capitalize on that success with this package of tunes dedicated to the lawman. Featuring that hit sound, as well as his latest release, "The Turnin' In My Star," the collection touches almost all of the law enforcement bases from county to city to highway police, all done up in the winning Simpson style. Should go well in C&W markets.

JUAREZ WOODWINDS—Viva VS-6002

Take a host of well known tunes, set them to lovely Latinized arrangements played by entrancing woodwinds and you have this debut LP of the Juarez Woodwinds out of Viva Records. The many newly created fans of the Latin flavor in pop music should find this set a must item for inclusion in their collections. Among the fine instrumentals presented are "A Message To Michael," "Strangers In The Night" and the everpopular "La Bamba."

JAZZ PICKS

MARQUIS DE SADE—Lalo Schifrin—Verve V/V6-8554

An offering of "the dissection and reconstruction of music from the past" performed by the inmates of Lalo Schifrin's demented ensemble as a tribute to the memory of the Marquis de Sade. "The Blues For Johann Sebastian," "Vernailles Promenade," and "Beneath A Weeping Willow Shade" are all blue ribbon efforts. This package is a must for jazzophiles of all ages.

TENDER GENDER—Kenny Burrell Quartet—Cadet LP/LPS-772

An offering of good solid jazz featuring the guitar of Kenny Burrell as backed up by the Kenny Burrell Quartet, which includes Richard Wyands, piano; Martin Krejci, bass; and Oliver Jackson, drums. "Girl Talk," "Sassy," "Isabella," "Mother-In-Law," and the title song are among the more outstanding tracks. Jazz enthusiasts will go for this one.

NIGHT TIME IS LONELY TIME—Van McCoy—Columbia CL 2497/CS 9257

Van McCoy's reputation, as a songwriter, will definitely be augmented when the word of his singing abilities is spread via this lovely debut album. The young charter's mellow voice cures each tune and lends each of them a sweet, misty, entrancing depth. The fine tracks offered here include such blue ribbon efforts as the title track, "The House That Love Built" and "How High The Moon."

JAMIE AND THE J. SILVA SINGERS—ABC-Paramount—ABC-562

An offering of easy-going pop tunes arranged and conducted by Don Costa. "The Shadow Of Your Smile" and "Vivace" are among the more outstanding tracks. Pop and mood music fans should go for this one.

DUKE ELLINGTON'S CONCERT OF SACRED MUSIC—RCA Victor LPM-3552/LSP-3552

This album was recorded live by Duke Ellington, his orchestra, Brock Peters, and others at the 5th Ave Presbyterian Church in New York. "Tell Me It's The Truth," "The Lord's Prayer," "Come Sunday," and "New World A-Comin'" are outstanding tracks. This one should do equally well in the jazz and pop fields.

JUDY COLLINS—Capitol T/SF-2522

This is an offering of original jazz compositions as performed by Judy Collins and an all-star reline of jazz men that includes Bob Brookmeyer, Jimmy Cleveland, Gabor Szabo, Richard Davis, and Zoot Sims, to name just a few. "Winter Colors," "Mountain Heir," and "Milo's Other Samba" are blue ribbon tracks. Should be a fast moving item in the jazzophiles.

GARY McFARLAND: PROFILES—Impulse A-9112

This is an offering of original jazz compositions as performed by Gary McFarland and an all-star reline of jazz men that includes Bob Brookmeyer, Jimmy Cleveland, Gabor Szabo, Richard Davis, and Zoot Sims, to name just a few. "Winter Colors," "Mountain Heir," and "Milo's Other Samba" are blue ribbon tracks. Should be a fast moving item in the jazzophiles.

MEAN GREENS—Atlantic SD-1453

Jazz buffs will certainly sit up for this swinging jazz package featuring such penning as "It Was A Very Good Year," "Blues In The Basement," "Without You," and the title song. For the outing, the artist is backed up by jazz notables like the likes of Cedar Walton, Billy Higgins, Ray Crawford, and Sonny Phillips. Should be a fast moving item in the jazz bag.

CLASSICAL PICKS

TCHAIKOVSKY: MANFRED SYMPHONY—London Symphony Orchestra/Markievitch—Philips PHM568-110/PHS-3555

The "Manfred Symphony" is considered by many to be the only "true" program symphony that Tchaikovsky ever wrote. Although the 4th and 5th symphonies leaned in this direction, the "Andante Con Moto" and the "Vivace Con Spirito" are outstanding tracks. A must for the collector of classical music.

MOZART: SINFONIA CONCERTANTE IN E-FLAT/CONCERTO IN E-FLAT—Chech Philharmonic Orchestra/Karel Ancerl—Crossroads 22-16-0035/22-16-0036

This offering is the first in Epee's budget lineup. Crossroads series. This is highlighted by the smooth flowing sound of the Chech Philharmonic Orchestra as conducted by Karel Ancerl. Enthusiasts of classical music the world over should go for this one.
TV Showing Sparks Victor’s Revival Promo Of Presley’s ‘Blue Hawaii’ Track, Single

NEW YORK—Anticipating strong viewer response, RCA Victor Records is having a strong promotional revival for its Elvis Presley “Blue Hawaii” soundtrack LP and single from the film, “Can’t Help Falling In Love,” with the movie scheduled to kick-off NBC-TV’s new season of “Tuesday Night at the Movies” (Sept. 13, 9 pm).

The campaign, announced by Harry Jenkins, marketing vp, is based on the label’s contention, Jenkins said, that the combination of the drive plus the “vast number of new viewers who will be seeing ‘Blue Hawaii’ for the first time under such ideal conditions will, for the first time, enable these viewers to become aware of the ‘Blue Hawaii’ soundtrack album, which has sold well over 2 million copies to date.” Both the LP and single are RIAA gold record sellers. The “Blue Hawaii” track is also available in 8-track tape cartridge form.

In “Blue Hawaii,” originally released by Paramount in 1961, Presley stars as a ukelele-strumming tourist guide who takes a group of teen schoolgirls on a tour of the 50th State. Angela Lansbury, currently starring in the Broadway hit musical show, “Mame,” co-stars with Presley.

Atlantic To Release Mireille Mathieu In U.S.

NEW YORK—Mireille Mathieu, 19-year-old French songstress, will have her first album released in the United States on Atlantic this fall. The lark rapidly rose to popularity in France after one appearance on French TV last spring. She has been called the new “Sparrow” because of the resemblance of her sad, plaintive style to that of the late Edith Piaf. In just a few weeks she has become the top record seller in France and a smash hit throughout Europe. Her two EPs issued to date on Barclay, have done well in France. Her big one “Mon Credo” is on the charts all over Europe.

In the United States she has already appeared on the Ed Sullivan Show and is scheduled for the Andy Williams, Danny Kaye and Ed Sullivan TVers in the fall.

Mercury Wraps Up Strongest Summer Sales

NEW YORK—With a total of thirteen records pinpointed on the week’s Cash Box Top 100, Mercury Record Corporation president Irving B. Green stated that the company, along with Philips, is “in the healthiest position—mercury and Fontana—is experiencing the hottest Summer in its nearly twenty year history.

Green cited the heightened chart and sales activity as the result of both continuing hit product coming from established label artists and through the development of several new acts. His comments were made on the eve of his departure for Europe where he will hold a series of conferences with key execs in the world-wide Philips organization with whom Mercury is affiliated internationally.

Further elaboration on Mercury’s currently hot status was provided by Charles Fach, vice president and director of recorded product. Fach attributed much of the success to the wide diversity of material, vocalists and artists represented by the chart disks.

Chart listed recorded produced by staff A&R personnel include the recent number one waxing of “Sunny” by Bobby Hebb for Philips, Dee Dee Warwick’s “I Want To Be With You” and “Air Gonna Lie” by Keith, both on Mercury and Roger Miller’s latest release for Smash, “My Uncle Used To Love Me But She Died.”

The list included five of the thirteen Top 100 records emanated from England. They are: “Wild Thing” and “With A Girl Like You” by the Troggs on Fontana; “Ashes To Ashes” also on Fontana by the Mind-benders; Manfred Mann’s initial release “Hang On Sloopy” also on Mercury; “Just Like A Woman”; and as a follow-up to her recent number one record, Dusty Springfield’s latest Philips outing “All I See Is You.”

As a result of Mercury’s heightened utilization of product provided via independent producers the chart listings are swelled by the presence of new artists. On Smash, The Left Banke with “Walk Away Renee” and the second release and second chart item for the Swingin’ Medallions, “She Drives Me Out Of My Mind.” “The Joker Went Wild” by Brian Hyland represents an artist contracted to the label but produced independently on assignment. The Hyland disc was a production for Philips by Snuff Garrett and Leon Russell.

With the Summer drawing to a close at this pace, Green commented that the entire Mercury organization looks optimistically toward the Fall selling season with a flow of single and album product backstopping the currently accepted product presently in the marketplace. With the trend toward greater LP sales generated by the excitement of a hot single, he added, we expect heavy sales by these established and growing new artists.

Scherbo Heads Int’l. Dept. Of Musicior

NEW YORK—Bob Scherbo, head of production for Musicior Records, has been named to direct the international operations of the company as well. Scherbo’s promotion involves expansion of his duties, including maintaining close coordination of operations with the world-wide CBS Records affiliates as well as EMI in England, GBD in Italy and El Palacio de la Musica in Venezuela.

The move, according to Musicior president, Art Talmadge, was occasioned by the steadily increasing tempo of sales and record schedules of the firm’s foreign-based product.

Vogues To Form Talent And Publishing Firms

NEW YORK—Elmer Willett, manager of the Vogues, has announced a plan under which he will organize a music publishing and talent management firm in the near future. Working closely with Herb Cohen and Nicky Eyzen of the CoCo record label, the company plans both not only to produce the masters for the new company but also to acquire potential “hit” masters for CoCo. The Vogues’ current unidentified musician and tour will release their 8th CoCo deck, “Please Mr. Ray,” on August 22. The group will also have just released the film of a Coca Cola commercial.

Roselli A Sell-Out For Carnegie 2-Parter

NEW YORK—Jimmy Roselli’s 2-part concert at Carnegie Hall next week (12) is a complete sell-out. The concert is the United Artists Records singer’s first appearance outside of a hitry engagement. This engagement will be called “Saloon Songs At Carnegie Hall, No. 1,” while his 12:30 show on August 2 is called “Ray’s Saloon Songs.” “It is one of the performer’s best selling packages for 10 and 20 cent Musicior cards,” Miss Stipanowic, producing the event.

Liberty Expands Studio

LOS ANGELES—Construction on the enlarged Liberty recording studios, located at 8110 West 3rd St., L.A., has been completed and is now operating at a hectic pace. In addition to updating innovations in miscellaneous recording equipment, a new room houses a consul with master lathe while the other is used for transfers. Engineer line includes Dino Lappas, Lanny Lindstrom, Rudy Hill, and Bert Argudo. Kathy keep is studio co-ordinator and is assisted by Karen Stuart.

A CAPITOL MOVE—Alan Livingston (right), president of Capitol Records, and Irving Berlin, de point to the dotted line for vocalist Dobie Gray, Gray, who will record with de Lory, comes to Capitol from Changer Records where he made a name for himself with the “In Crowed.”

Larger Quarters For Merco

GARDEN CITY, N.Y.—Merco Enterprises, the people with the newest and larger quarters at 536 Broad Hollow Road, Route 110, in Melville, L.I. Formerly in Garden City since 1962, the company will occupy a modern, fully air-conditioned complex of 61,000 square feet, giving it three times more space than before. Merco racks about 100 disk departments and 40 “junior” sized departments in 24 states. It also has 34 leased departments.

During the first six months of 1966, Merco reported record sales of $4,229,488 and profits of $28,169, or 69 cents per share. During the corresponding period in 1965, Merco’s sales were $3,863,776 with income of $127,710 or 26 cents per share.

MGM/Verve Moves

NEW YORK—MGM/Verve Records expects to be housed in its new quarters in the MGM Building at 1350 Avenue of the Americas (8th Ave.) this week. The operation will take over the entire 24th floor. New telephone number is: 212-262-3131.
HOLLYWOOD—Capitol Records has announced the release of 21 new LP's (43 as a whole) with Capitol logo and "Angel" classical sets.


The new Angel items include Falo-lia's "La Vida Breve" with Victoria de los Angeles with Rafael Frühbeck de Burgos conducting the Orquesta Nacional de Espan. Another two disk set is "The Genius of Puccini" with various artists. The balance of the new LP's include scenes from "Dr. Faustus" Klemperer conducting the New Philharmonic in Haydn's "Symphonies Nos. 88 and 104," Mozart's "Symphony No. 40" and "Schubert's "Symphony No. 5" by the Moscow State Orchestra under Rudolf Barshai; Yehudi Menuhin is featured and conducts the Bath Festival Orchestra in Bach's "Triple Concerto and the Harpsichord Concerto in D Minor" and "Four Cycles by Francis Poulenc" is performed by Jean-Christian and the Paris Conservatory Orchestra under Georges Preverte.

Capitol is also releasing two sets in its "Good Times Classics" series. The pair includes guitarist Laurindo Almeida in works by Villa-Lobos, Bach and Weiss and "Erich Leinsdorf Plays the Good-Time Classics."
Roemer Is VP Of PX Marketing Co.

NEW YORK—Roemer, who bought more than 75 million records in the past 11 years as senior buyer of home entertainment products for the Army and Air Force Exchange service, has resigned this position to head a new marketing operation specializing in selling records, hi fi equipment, radio, television and audio components to military exchanges around the world.

He has joined Melco International, a leading military sales representation firm, as vice president, effective August 29.

He will be responsible for launching the only home entertainment products marketing operation of its kind in the military market and for developing special programs and products keyed to the unique merchandising problems faced by exchanges from Alaska to Vietnam.

As a market, Roemer estimates that records alone account for $20 million in sales to military personnel and their families through the worldwide network of post and base exchanges.

"It's one of the most important moral items the PX sells," he says.

In addition to records, his new marketing division will assist exchanges in merchandising the complete audio and home entertainment products department including hi fi components, radios and television, tape recorders, accessories, etc.

Employed by the Army and Air Force Exchange headquarters in New York continuously since 1946, with time in the military service during the Korean War, Roemer has been one of the merchandising world's leading buyers of records and hi fi equipment for the past 11 years.

Fred Raphael Dies

HOLLYWOOD — Fred Raphael, 55, music publisher for the Danny Kaye firms and former station manager for WHN in N.Y., died of undetermined causes at Cedars of Lebanon Hospital last week. He was personal manager for the Bob Crane, TV personality, and also had his own music publishing outlet, Fred Raphael Music Co.

Services were held at Hillside Memorial Cemetery. He is survived by his widow and two children.

Melco International has been one of the leading sales and marketing organizations to the military for the past 20 years and services military bases in more than 20 countries, as well as the United States.

The company has offices in Bangkok, Yokohama, Okinawa, Hong Kong, London and Nurnberg, Germany, as well as in New York.

Roemer expects his new division to fill a vacuum that has existed for many years in military exchanges.

"There is a real need," he said, "for a specialized, concentrated sales and marketing service in home entertainment products. I hope to be able to bring to the market the kind of merchandise, buys and service I would have looked for when I was in the flip side of the business—the buyer's desk."

In his 20 years service with the PX system, he progressed through the ranks, from a traffic clerk, to procurement clerk, assistant buyer, senior buyer, and has also purchased institutional equipment, glassware and china, flatware, sporting goods and luggage.

Original

Herb Alpert (left) A&M toperrer and the label's national promo director Don Graham (right) present the first copy of "Sunday, The Day Before Monday" to the deck's artist Tommy Boyce. In addition to singing, Boyce along with partner Bobby Hart have penned 20 original songs for the NBC-TV series "The Monkees."
HOLLYWOOD—The Beatles became the top Gold Record act in RIAA his-
tory, when the group's single, "You've Got To Hide Your Love Away," was
awarded the honor.

Talent on Stage

TONY MARTIN

LOS ANGELES—Bouncing into the stage door of the Plaza Hotel's Westside Room for his first L.A. ap-
appearance in more than five years, Tony Martin makes a few brief com-
ments about the National League pennant race, offering several box-
scores for the evening, "tonight with the Mets tonight," he infers, "must have had a bad piece of her-
ring." Displaying wit, charm and exceeding warmth, Martin goes on
to prove that he obviously had a good hunk of herring before his one hour show-
up stung.

A total performer, Tony wisely mixes his punches, introducing bal-
ld and rhumba, old and new, with good deal of dugout chatter between.
Martin, who's in town for a week at the Plaza, nor
aren't many of us left. This is the
way people used to sing for a living.

George Auld conducts the Frankie
Ortega Orquestra, stepping down from
the stage every once in a while and
performing with his Goodman.
Martin will be exhibiting his bright
chest of pace of song, alongside the
music he performed with Benny Goodman.
Martin will be exhibiting his bright
chest of pace of song, alongside the
music he performed with Benny Goodman.

Faron Taylor

NEW YORK—The Living Room was
the scene of a stellar performance by
Columbia's Faron Taylor, a soloist (30).
She was preceded by Ted Brown, who
sang his way through songs of passion
and pathos, soulfully delivered, then
moved over into the folk fold with
"If I Had A Hammer" and a relatively
long, very bluesy treatment of
"Georgia.

Faron Taylor breezed onto the
stage and opened her set with strong,
up-beat versions of "He Loves Me" and
the evergreen "Witchcraft.
This la
d and rhumba, old and new, with good
d of dugout chatter between.
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This la

by regular Command artists Doc Severinsen and the Ray Charles Singers plus new artists as well as a movie soundtrack and an original cast LP.

Loren Becker, Command vp and general manager announced that label execs who will also be in attendance at the meetings include national sales manager Charles Trepel, A&R director Bobby Byrne, Grand Award Records' sales manager Gene Goodman and regional sales managers Bill Rogers and Sidney Hess.

Nusa Sutra Expands Operations

NEW YORK—As a result of its continuous movement on almost all fronts of the music industry, Kama Sutra has announced a new expansion move. The firm has just added additional office space along with its present offices, at 1650 Broadway, for use as the publicity and promotion departments headed by Charlie Tuna and Ed Levine.

Among the firm's current activities is a new group, the Charltonas, for Kama Sutra Productions for release on Kapp Records. Additional artist signings include Tony Bruno, who also produces for the organization, and TV-film artist Vincent Edwards, whose debut KS single, produced by Artie Bipp, will be released very shortly.

A new KS production, "Just Let It Happen" by ChiChi, has been produced by Hi Mirzahi for Kapp and is set for release this week. Meanwhile, the firm has applied for an RIAA million-record award for one of its recent productions, "Summer in the City" by the Lovin' Spoonful.

KS Artists On Tour

A good deal of Kama Sutra artists are, like the firm itself, constantly on the move. The Critters, streamlining up the charts with their latest single, "Mr. Dieingy Sad," and then topping it on the LP "Younger Girl," returned to N.Y. from a 48-city tour where they immediately did a week stand at Ungano's, and lined up appearances at The World on Long Island. Plans are now in the works for the boys to make a Fall trip to Europe.

Another busy KS artist is Moni Rock III who has logged over 7500 miles of air travel in the past 12 weeks, with stops in Chicago, Dallas, Las Vegas and Hollywood, where he made screen tests for Universal Pictures. The performer soon returns to New York before winging to Chicago to open the new Cheatham disco-theque. In the future, Rock will be recorded and released on the Kama Sutra label, according to an announcement from vp Frank Melf.
Decca Starts Series Of 4-Track Cartridges

NEW YORK—The Decca-Coral operation, a division of the Decca recording division of Decca Distributing Corp. The label is already leading the pack with 71 releases available from Decca-Coral and Brunswick.

An "aggressive" merchandising program on the dealer and consumer level is promised to support the 4-track entries, which feature top disk names (see below).

The first Decca-Coral 4-track stereo tape cartridge release includes product from the Rolling Stones, Percy Faith,4 Jimmy Dorsey, Bert Kaempfert, Earl Grant, Carmen Cavallaro, The Dukes Of Dixieland, Lenny Dee, Wayne King, The Sur- faris, Guy Lombardo and a package titled "America's Greatest Music Makers," encompassing individual selections by various performers. In making the announcement of the company's entry into the 4-track cartridge market, Goldberg stated: "The wonderful reception to our entry into the stereo tape cartridge field a short while back with the release of our 8-track product has been very gratifying, and has more than justified our faith in the early role that Decca will play in the growth and development of this new and exciting facet of our industry. We are proud of the fact that we were among the first in the release of 8-track product and continue to be among the leading companies with this type of merchandise.

At the same time we also recognize the growing market potential for 4-track product, and feel certain that Decca, Coral and Brunswick will be a major supplier of these tapes, with a regular schedule of releases."

London Material Kicks-Off Ampex 4, 8-Track Tapes

ELK GROVE VILLAGE, ILL.—Forty-eight album-length selections from the London catalog constitute the initial market release of cartridge tapes by Ampex Corp., largest producer of reel-to-reel tape for professional use.

Donald V. Hall, general manager, Ampex Stereo Tapes, said the initial cartridge release, now being marketed, includes 88 selection options for the Lear playback system and four 4-track type units in Fitdelapac-type units for use.

Both single albums and double-play selections are included. Single album tapes, either four-track or eight-track, retail for $8.55. Dig. Single album tapes, combining two albums on a single cartridge, are available only in the eight-track configuration for $13.55.

Printed edition of this service is available with a one song starting fee and the following cost per page:

- $6.00 per column inch
- $10.00 per inch for display

Contact: Ricci Aronson, Media Mail

Aurora Sonic Add Cartridge Distris

RUNNEMEDE, N.J.—Del Roy, west- ern sales manager for Aurora Sonic Corp. has announced the appointment of Pan American Distributors in Den- ver and Dulany’s in Oklahoma City as distris for the Aurora Sonic line of 4-track cartridges. Previously, Tape Tronics in Seattle had been added to supplement distribution in the Northwest.

PUBLICITY—BOOKING PHOTOS

MASS WHOLS You fast service

MASS WHOLS You fast service

All shots are available for publication; for requests please contact LUCK & LADY

MASS WHOLS You fast service

Publicity—Booking Photos

Top 50 in R&B Locations

1 YOU CAN’T HURRY LOVE Supremes (Motown 1097)
2 CAN’T SATISFY IMPRESSIONS (A&M Paramount 1043)
3 OPEN THE DOOR TO YOUR HEART Dorrell Banks (Revolution 204)
4 I CHOSE TO SING THE BLUES Ray Charles (A&M 1086)
5 LAND OF 1,000 DANCES Wlakim Pickett (Atlantic 3134)
6 REACH OUT, I’LL BE THERE Four Tops (Motown 1096)
7 MR. SWEET POTATO Booker T & MG’s (Stax 196)
8 BLOWIN’ IN THE WIND Stevie Wonder (Tamla 4516)
9 SUMMERTIME Billy Stewart (Chess 1966)
10 WARM AND TENDER LOVEsync Stables (Atlantic 3140)
11 WADE IN THE WATER Ramsey Lewis (Cooke 1484)
12 BEAUTY IS ONLY SKIN DEE Temptations (Gordy 7055)
13 MONEY WON’T CHANGE YOUR MIND James Brown (King 6049)
14 WORLD OF FANTASY Five Stairsteps (Windys 602)
15 WHAT BECOMES OF THE BROKEN HEARTED Jimmy Ruffin (Motown 32022)
16 PHILLY FREEZE Arifn Cash (Mot-Out-Dus 6012)
17 AIN’ NOBODY HOME Howard Tate (Toro 10480)
18 THAT’S ENOUGH Rasco Robinson (Wood 1125)
19 BABY LOVE Carla Thomas (Stax 195)
20 MISTY Richard "Groove" Holmes (Prestige 401)
21 LITTLE DARLING Marva Gaye (Tam 54138)
22 UNITED The Intruders (Gamble 301)
23 LOVE IS A HURTIN’ THING Lou Rawls (Capitol 5789)
24 HE’LL BE BACK Players (Arista 32001)
25 THE RIGHT TRACK Billy Butler (Okeh 7243)
26 DIRTY WORK GOING ON Little Joe Blue (Checker 1141)
27 BEST OF LUCK TO YOU Little Glasses (Whit 456)

Cash Box—September 10, 1966
SOUTHERN HOSPITALITY—Commencing with the “official” welcome to Tennessee by the Governor’s office through the closing night festivities climaxd by a catfish and hushpuppies feast, Starday distrbs lived high on the hog during the label’s recent Country Music Seminar in Nashville. Marking the first time that such a meeting was held in the Country Capital, and the fir st time Nashville has honored distrbs, the confab boasted of genuine “southern hospitality,” including tours of the city and recording studios (they had to squeeze in some business) and then some good livin’—golf, music, fishing, sailing and, of course, Saturday night at the Grand Ole Opry.

The Axeman Cometh

Chet Atkins, country-don’s most well-known ambassador, finds that ambassadorial duties, as evidenced by a few recent photos of the inveterate Victor axeman-producer making the rounds. Shown in the top photo, Atkins represents the label in presenting a Gold Record award to Mary Reeves for the recently RIAA-certified album, “The Best Of Jim Reeves,” one of the few country albums achieving million-dollar status in the last few years. Another recent good-will function came with the arrival of former Columbia waxer Jimmy Dean to Victor country (center). Atkins, along with the company mascot, Nipper, greeted Dean at Nashville’s Municipal Airport and immediately headed for Record Row in search of a hit to launch the songster’s new career. When all the work is done, there’s time to relax, and the axeman merges musical talents with Sri Harbhar Rao, a Fulbright Scholar and East India Music lecturer at the University of Cal. Rao’s musical specialty is the sitar, a 1500 year old Indian guitar now coming into popularity in the West.

CMA Plans Hollywood Spectacular

NASHVILLE — The CMA has announced plans to stage another gigantic country music show, this time before television, motion picture, and advertising executives in Hollywood on Sept. 13. The show, which will be co-sponsored by the CMA and over twenty Western broadcasters, will be staged at the famous Coconut Grove in the Ambassador Hotel, beginning at 12 Noon on Tuesday (13).

Dan McKinnon, a CMA director and president of KSON-San Diego, is chairman of the event, and has co-ordinated plans for the show. McKinnon has announced that Gene Nash, a top producer in the music business, will produce the star-studded event, which will feature several country acts, including Leroy Van Dyke, Minnie Pearl, Dottie West and Johnny Cash. The fast-paced production will follow a cocktail hour and luncheon sponsored by several C&W stations, including KSAT, KEEN, KEAP, KUZZ, KIEV, KWOW, KGBS, KFOX, KSON, KKC, KWWJ, KAYO, KểAT, KDJS, KHO8, KSOP, KLAK, KHEY, KMO8, KTOO. Plans call for over 500 top advertising, motion picture and television executives to attend, with a special charter flight from San Francisco bringing several Bay area advertising executives to the presentation.

Door prizes for the spectacular include a Tennessee Walking Horse, Billy Grammer Guitar, Gibson Guitar, Fender Guitar and hundreds of C&W albums.

Dollie’s Perkin’ Up

The brand new Music City label, Dollie Records, has added another name to its rapidly-growing talent roster—this time it’s the former Deeza hitmaker Carl Perkins. The pacting of Perkins (the fifth signee to the label) boosts the label’s bid for big-time country action and brings beams of approval from company execs Jan Crutchfield and Bill Dennis.
Out at the DuQuoin State Fair in Illinois, another great All Star Country Music package brought down the house. With the expanded C&W policy providing the main stage show for the first two nights of the Fair, Aug. 21 & 22, a crowd of 10,000 was on hand for the opener (Sat.), while another 12,500 turned out for the second show (Sun.). The Saturday show featured Pete Drake & his band, Warren Mack, Loretta Lynn, the Stony Mountain Cloggers, Grandpa Jones, Hank Williams, Jr., Flatt & Scruggs, Carl Smith, Ferlin Husky and Roy Clark. The next day's lineup saw Pete Drake & his band, the Cloggers, Sonny James & the Southern Gentleman, Dottie West, Marty Robbins, Ernest Tubbs, Don Bowman and Roy Acuff. Both shows were produced by Bob Neal in cooperation with E. O. Stacey of G.A.C. in Chicago.

Roy Drusky proved recently that he's not only red-hot on the recording scene, but on wheels as well. Roy topped some talented competition at Music City's fairground's speedway on Aug. 23 to win a special 16-lap celebrity race. The competition drove late-model modified speedsters in a race which had been scheduled for only ten laps. Flag operator Marty Robbins became so engrossed with Drusky's performance that he had to wave the white "one-lap-to-go" flag on cue, and the race continued for an additional five circuits.

Jack Stapp, who holds down the top job in the Tree pubbery, is beating the drum for one of his new writers, Bobby Braddock, who's been blazin along with an excellent record track thus far. Since signing his exclusive writing pact with Tree shortly over a month ago, Braddock has had some seven songs recorded, an average of one every two weeks. Those who have just cut Braddock tunes are Bobby Lewis, Jack Holow, Al White, Jimmie Williams, Jr. (one) and Jim Ed Brown and Jack Scott (two each). Bobby Braddock looks like a record man to watch out for.

The WPLO-Atlantic policy of posting the songs recently came in very handy, not for music listeners in the Jackson, Miss., area, but for the Department. A DeKalb County police- man, James Puckett, was shot and killed July 16, and a search for a shot in the vicinity could not be made prior to the day he died. It was later learned that Loretta Lynn's latest hit, "You Ain't Woman Enough" was on WPLO the time of the killing. The station requires each deejay to post the records played during the hour, and a quick check pinpointed the time of shooting within a five-minute period, giving the police an important clue in the case. Thanks in large measure to deejay Whiting, president of CAPA and wife, and Anne Whiting, producer of LAV Publishing Company, radio station WPLO recently in Nashville on music business. Records in Nashville, 4 new sides were presented by the label on "Bashin' Johnny Foster whose current release "Tell Me Messenger" is selling Frontier's "I Know What It Is". The CAPA office also reports the Kitty Hawks "The Bridge" b/w "I've Only Myself To Blame" on the broadcasting picture, KXLR-Little Rock is in the process of running a "political campaign" with its "Mr. Country Music DJ of Arkansas", coinciding with the current political race going on in that state. Station is broadcasting speeches by the four "candidates", Chuck Love, Gus Johnson, George Goan, Bill Summers and Bill Vanduaen. Each announcer has his own campaign manager. The votes will be tabulated this week and the winner will be presented with a $25 bond and a plaque with "Mr. Country Music DJ of Arkansas" and new title. -KATN-Boise has just received a couple, for its new 25,000 watt FM station, and also received authorization to up its AM power to 1,000 watts. The outlet, which is the No. 1 spot in the area, sends out a lot of its programming via its "Rodeo" network, especially albums. -Deni Lee, out at WLTY-Lady Smiths-, WLCI recently staged a special "Vernon Glenn" day on the air, and turned the show over to the Superstar himself, with additional time tacked on the schedule as an added honor. Next day, Vernon reciprocated, acting as a groomsman at Lee's wedding. Truly an "All-Country Music Wedding", the wedding party consisted of nothing but country artists and performers. -WWVA-Whitney has just taken on George Bland as its new local regional sales manager, according to general manager George Faulder. At the same time, Faulder announced the appoint- ment of John (Monty) Means as the station's sales staff... Brad Melton has taken over as the new general programming director with WCLU-Cincinnati. Mel- ton comes to the station from Texas where he held a similar position. One morning man slots, most recent of which was with KPCN... After tremendous promotion in the popular "Rodeo Week" gimmick, featuring all-county broadcasts, the KJRN-Wichita, for its "Rodeo Week" gimmick, featuring all-county broadcasts, the KJRN-Wichita, for its "Rodeo Week" gimmick, featuring all-county broadcasts, the KJRN-Wichita, for its "Rodeo Week" gimmick, featuring all-county broadcasts, the KJRN-Wichita, for its "Rodeo Week" gimmick, featuring all-county broadcasts, the KJRN-Wichita, for its "Rodeo Week" gimmick, featuring all-county broadcasts, the KJRN-Wichita, for its "Rodeo Week" gimmick, featuring all-county broadcasts, the KJRN-Wichita, for its "Rodeo Week" gimmick, featuring all-county broadcasts, the KJRN-Wichita, for its "Rodeo Week" gimmick, featuring all-county broadcasts, the KJRN-Wichita, for its "Rodeo Week" gimmick, featuring all-county broadcasts, the KJRN-Wichita, for its "Rodeo Week" gimmick, featuring all-county broadcasts, the KJRN-Wichita, for its "Rodeo Week" gimmick, featuring all-county broadcasts, the KJRN-Wichita, for its "Rodeo Week" gimmick, featuring all-county broadcasts, the KJRN-Wichita, for its "Rodeo Week" gimmick, featuring all-county broadcasts, the KJRN-Wichita, for its "Rodeo Week" gimmick, featuring all-county broadcasts, the KJRN-Wichita, for its "Rodeo Week" gimmick, featuring all-county broadcasts, the KJRN-Wichita, for its "Rodeo Week" gimmick, featuring all-county broadcasts, the KJRN-Wichita, for its "Rodeo Week" gimmick, featuring all-county broadcasts, the KJRN-Wichita, for its "Rodeo Week" gimmick, featuring all-county broadcasts, the KJRN-Wichita, for its "Rodeo Week" gimmick, featuring all-county broadcasts, the KJRN-Wichita, for its "Rodeo Week" gimmick, featuring all-county broadcasts, the KJRN-Wichita, for its "Rodeo Week" gimmick, featuring all-county broadcasts, the KJRN-Wichita, for its "Rodeo Week" gimmick, featuring all-county broadcasts, the KJRN-Wichita, for its "Rodeo Week" gimmick, featuring all-county broadcasts, the KJRN-Wichita, for its "Rodeo Week" gimmick, featuring all-county broadcasts, the KJRN-Wichita, for its "Rodeo Week" gimmick, featuring all-county broadcasts, the KJRN-Wichita, for its "Rodeo Week"....
TOUCH MY HEART (2:25) [Mayhew, BMI—Young, Mayhew]
IT SHOULD BE EASIER NOW (2:58) [Pamper, BMI—Nelson]
RAY PRICE (Columbia 43795)
Just coming off a two-sided winner, "A Way To Survive" and I'm Not Crazy Yet," Ray Price is ready to go the hitsville route once again with this item tagged "Touch My Heart." A sure-fire choice, this one is a low-down, heartfelt blueser with lots of appeal. "It Should Be Easier Now" is another heart-rending weeper that could also go.

BAD SEEDS (2:53) [Stallion, BMI—Anderson]
YOU GO YOUR WAY (I'll Go Crazy) (2:37) [Wilderness, BMI—Williams, Cordle]
JAN HOWARD (Decca 32016)
Just coming off her "Evil On Your Mind" smasheroo, Jan Howard has an even bigger one on her hand with this blue ribbon called "Bad Seeds." The excellent sound on this rhythmic tale of a footloose woman should give the lid skyrocket potential. "You Go Your Way (I'll Go Crazy)" is also a superfine effort with loads of potential. Watch for strong pop reaction.

GOIN' DOWN THE ROAD (Feelin' Bad) (2:02) [Crestmoor, BMI—Arr: Davis]
I CAN'T STAND THE SIGHT OF YOU (2-22) [Crestmoor, Novachamino, BMI—Mann]
SKEEPER DAVIS (RCA Victor 9392)
Always a chart threat, Skeeper Davis is bound to stir up plenty of reaction to this rendition of "Goin' Down The Road (Feelin' Bad)." Tune gets a rollickin', bluegrass-flavored arrangement from the bubbling stringers, making it an alone. "I Can't Stand The Sight Of You" is a mid-tempo stand, also done up nicely.

THE PROOF IS IN THE KISSING (2:27) [Barmour, BMI—Lee, Louvin]
SCARED OF THE BLUES (2:04) [Central Songs, BMI—C./L. Louvin]
CHARLIE LOUVIN (Capitol 5729)
Here's another wallowing item from Charlie Louvin, called "The Proof Is In The Kissing," which should soon be seeing healthy reaction. Lid is a fast-moving, downhearted stanza about a fella who finds that his gal's love is growing colder. "Scared Of The Blues" is a slow-down, shuffling stanza with a pretty sound.

ANCHORS AWEIGH (My Love) (2:30) [Tree, BMI—Wayne]
TONIGHT'S THE NIGHT MY ANGEL'S HALO FELL (3:10) [Vanjo-Wright]
SHEB WOOLEY (MGM 13556)
After recently re-entering the Top 50 circle with his "I'll Leave The Singing To The Bluebirds" outing, Sheb Wooley should continue in that vein with this goodie called "Anchors Aweigh (My Love)." Tune is a sweet, winning story of a man who can't find a permanent port. Also effective, "Tonight's The Night My Angel's Halo Fell," is a blue-eyed ode of a guy who drives his woman to another man.

NOW TELL ME (2:40) [Glad, BMI—Hunter]
AFRAID (2:08) [Milene, BMI—Rose]
GEORGE JONES & MELBA MONTGOMERY (United Artists 50015)
George Jones and Melba Montgomery have teamed up for what looks like another chart stand from the pair. Top side, "Now Tell Me," is a light, loping ditty about a couple who still dig marriage despite the problems. Flip, "Afraid," is a twangy, shuffling ballad that could also make noise.

ALMOST PERSUASED No. 2 (3:16) [Al Gallico, BMI—Sutton, Sherrill]
PATTERNS OF PENCILS (2:19) [Channel, ASCAP—Wooley]
BEN COLDER (MGM 13590)
Under the alias of Ben Colder, Sheb Wooley has built up an engine full of steam with this stanza called "Almost Persuaded No. 2." A hilarious comedy followup to the David Houston giant, this Colder lid should soon be roaring on home. "Packets Of Pencils" is a cute double-talking singalong.

SHE'S NEVER GONE THAT ROUTE BEFORE (2:18) [Central Songs, BMI—Mcdonald]
THERE SITS AN ANGEL (2:19) [Central Songs, BMI—Mcdonald]
SKEETS MCDONALD (Columbia 43791)
Although absent from the charts for a spell, Skeets McDonald could well do Top 50 business with this effort, dubbed "She's Never Gone That Route Before." She's a honey-tonk, barrelhouse wallower that tells of a gal who's getting a taste of high life. "There Sits An Angel" is a misery-laced, mid-tempo stomper.

THE BIGGER THE FOOL (The Harder The Fall) (2:41) [Seashell, BMI—Mize]
YOU CAN'T STOP ME (2:26) [Seashell, BMI—Mize]
BILLY MIZE (Columbia 43770)
Billy Mize may well break into the national spotlight as a result of this song dubbed "The Harder The Fall." He's a honky-tonk, barrelhouse wallower that tells of a man whose nightly doings gave him a lot of morning woes.

THE HURT'S PUT ME IN THE DRIVER'S SEAT (2:17) [Barmour, BMI—Lee, Louvin]
IF I PAID YOU BACK (2:18) [Barmour, BMI—Lee, Louvin]
RONNIE BLACKWELL (Hilltop 3013)
Already making a good bit of noise with this lid, tagged "The Hurt's Put Me In The Driver's Seat," Ronnie Blackwell could well zoom into the big picture. Side is a misery-laden, catchy weeper based on a very popular TV commercial. Watch out. "If I Paid You Back" is a real tear-pulling woester.

LEO LEBLANC (Morris 246)
(B+1) ROLL STEEL ROLL (2:00) [Dial-Neck, BMI — Le- Blan/Le Blan/LeBlanc] Ode gets a wallpin', hand-driving workout on the flip.

SANFORD CLARK (Ramco 1972)
THE SOUL (2:38) [Debra, Desert Palms, BMI — Hazel- wood] Sanford Clark may see light- ning strike with this potent revival of his own years-back, pop-country smash. Could go again.

JO ANN REYNOLDS (Banner 111)
STRANGER IN MY HEART (2:56) [Heart of the Hills, BMI — Williamson] Here's a pretty item that could make some noise for Jo Ann Reynolds. Tune is a plaintive, tear-tugging tale of woe.

RING A DING DONG DADDY (2:00) [Heart of the Hills, BMI—T./M. Williamson] Song offers a lively, thumping stanza here.

TOMMY JONES (Tornado 142)
(B+) COUNTRY D.D. (2:32) [B.—W., Live-Wire, BMI — Perkins, Willie, Talmadge] Jones may do well with this rhythmic, easy-paced story of a spinner who hits paydirt as an artist.

FRANKIE MILLER (Starday 777)
(B+) CHARLIE'S GOT A GOOD THING GOING (2:02) [Starday, BMI—Cooley, McLain] Frankie Miller could break big with this happy-go-lucky, high-stepping takeoff on the well-known TV commercial.

JOHN SILVER (K-Ark 702)
(B+) HOW'S MY EX TREATING YOU (2:10) [Tree, BMI — Almoine] John Silver could make a big name for himself with this tear-juicing, feel-good tale of a man who can't forget his old love.

RONNIE BLACKWELL (Hilltop 3013)
"I've Never Gone That Route Before" by Skeets McDonald hit No. 24 in January and March to break into the Top 50. Another recording of the same song was issued by Billy Mize, who was the original artist to hit the charts with it. This was the first release of the latter version, which eventually became a Top 10 hit, reaching No. 3 in March. The song has the same basic melody and structure as "I've Never Gone That Route Before," but the lyrics are different. The song is about a woman who has never been faithful to her lover and is now seeking a new relationship. The chorus is: "She's never gone that route before / Baby, she's never been that way before."

Alton "Skeets" McDonald, an influential country-western singer and songwriter, was born in 1941 in Crestmoor, Kentucky. He began his music career as a teenager and went on to have several chart hits in the 1960s and 1970s. His most famous record was "The Harder The Fall," which was a Top 10 hit in early 1966. The song was written by Bob Montgomery and George Jones, and it was recorded by Skeets McDonald. The song is about a man who is downhearted and has had a string of bad relationships. The chorus is: "The harder the fall, the bigger the fool / I'm the bigger fool, I'm the fool again."

The song was produced by Porter Wagoner and arranged by Sherrill milton. It was released on the Starday label in 1965. The song was a crossover hit, reaching No. 9 on the Billboard Hot 100 chart and No. 14 on the Country chart. It was also a Top 10 hit in Canada. "The Harder the Fall" was a landmark record for Skeets McDonald and helped to establish him as a major force in country music.
Another Big Hit By... JOHNNY

WRIGHT

"I'M DOING THIS FOR DADDY"

Published By Southtown Music Inc., Nashville, Tenn.

Cash Box—September 10, 1966
Almost Persuaded #2
K-13590
Ben Colder's version of today's no. 1 Country & Western Hit!
b/w Packets of Pencils
DENMARK

Latest sheet music from Francis, Day & Hunter Scandinavia A/S includes "Over Under Sideways Down," at the moment on international charts recorded by the Yardbirds, and "To Make A Big Man Cry" by Les Reed and Robin Conrad, Wilhelm Hansen. Musik-Förlag has released "I Am A Rock" by Paul Simon with Danish Lyrics ("Jeg Er En Klippe") by Thøger Olesen. Finally, Reg Connely, Musik-Förlag A/S has released the sheet music for "Bus Stop" by Graham Gouldman. Recorded by the Hollies, this tune is or has been on the charts in all Scandinavia countries the last months. Swedish subpublisher of the tune in Ehrling & Lifvenholm A/S in Stockholm while Norsk Musikförlag A/S in Oslo handles it for Norway.

Arne Lambeth, well known Danish musician (on trumpet) of Swedish origin, has signed a record contract with Dansk Grammophonförlag for where he will appear at the Sonet label.

NORWAY

Late Jim Reeves continues keeping his position as one of the all-time best selling artists in Norway. Recently his "Four Walls" was given a Silver Disk after a 25.000 sale—this is more notable as the record never was released as a single, but as an LP only. This month, his "The Best Of Jim Reeves, Vol. II" holds the 9th spot on the LP charts here. The recent Silver award to the late Jim Reeves was his 16th award from Norway. The list includes one Platinum and one Diamond (for 100,000 and 75,000 respectively of "I Love You Because"), three Gold Disks and eleven Silver. It seems most dubious to say, the least that anyone will be able to hurt this record.

Dizzy Tunes on Troll label has recorded "Good Day Sunshine" and "Here, There And Everywhere," two titles from the recent Beatles LP album. Other news from Jørn-Fr. Ellertsen A/S, manufacturing the Troll label, includes local singles with Laila Granum, Jan Hertun, Lenni Arneblad, Lars Ljung and Li Baxter.

Latest releases from Arne Bendiksen A/S includes two LPs on Warner Bros., a new James Brown LP on Sonet and two LPs on Dot.

SWEDEN

In town for biz talks last week was Harvey Schein and Peter de Rougemont of CBS. They discussed their local representatives here, AB Philips-Sonata (handling CBS) and Sonet Grammofon AB (Handling Epic). As a result of the visit, local Swedish recording with international appeal will start to appear at the Epic label here.

Dag Häggqvist of Sonet Grammofon AB reports that Ray Adams, Norwegian singer, has recorded a single on Sonet label, his debut record. The LP is to be released by Ariola. Main title will be "Ich Liebe Dich," which is "I Love You Because" in German. On September 25th, Sonet Concert Agency in cooperation with Stingproduktion and Aristissanst arranges a pop gala in Stockholm with plenty of local brands plus, as highlights of the show, Lovin Spoonful and the Kinks.

Gert Lengstrand of Aristissanst reports that the local group, The Streaplers are now to make a career in Germany. TV in Hannover and Frankfurt is on their schedule the next months. The group has just recorded "Get It," a tune penned by the members of the group themselves. Between Oct. 17 and Nov. 1, the Streaplers will probably be touring England, while the British group Koobas is touring Sweden at the same time, this is a result of negotiations between Aristissanst and British promoter Arthur Housley.

Norway's LP Best Sellers

This Last Week
1 1 Sound Of Music (Soundtrack/RCA Victor)
2 2 Aftermath (Rolling Stones/Decca)
3 3 Revolver (Beatles /Parlophone)
4 4 Past! (Pussycats/Polydor)
5 5 Animals (Animals/Decca)
6 6 Strangers In The Night (Frank Sinatra/Reprise)
7 7 Did You Ever Have To Be So Nice? (Lovin Spoonful/Kama Sutra)
8 8 Rubber Soul (Beatles /Parlophone)
9 9 The Best Of Jim Reeves, II (RCA Victor)
10 10 Daydream (Lovin Spoonful/Kama Sutra)

Local product.

RIGHT SIDE UP—Even though this photo was snapped way down under, Sydney, Australia, April Stevens and Nine Tempo were still autographing the right side of their latest Festival release "All Strung Out." The deck was rush released in connection with the duo's current Australian visit, to play at the Chevron Hotel in Sydney.

SPEECH MAKING—Larry Page had centre stage at the recent Philips London sales meeting. Page, who co-heads Page One Records with Dick James (seated right) blank Philips' managing director Leslie Gould. Page One will be getting its own label in England on Oct. 1, which will be distributed by Fontana.

Cash Box—September 10, 1966—International Section

Denmark's Best Sellers

This Last Week
1 1 Paper Back Writer (Beatles /Parlophone) Multitone A/S, Denmark
2 2 Beautiful Brown Eyes (Sir Henry & His Butlers/Columbia) Imudio A/S, Denmark
3 3 Sunny Afternoon (Kinks/Fye) Belinda (Scandinavia) AB, Sweden
4 4 21 Capitalisms (Per Dich/Sonet) Musikproduktion Winkler, Denmark
5 5 Monday-Monday (Mama's & Papa's/RCA Victor) Music AB, Sweden
6 6 Strangers In The Night (Frank Sinatra/Reprise) Sweden
7 7 9 Pretty Flamingo (Manfred Mann/HMV) Multitone A/S, Denmark
8 8 13 Paint It Black (Rolling Stones/Decca) Musikförlaget Ess, AB, Sweden
9 7 9 Otte Dage (Bjorn Tidmand/Odeon) Imudio A/S, Denmark
10 10 9 Sherry (Red Squares/Columbia) Imudio A/S, Denmark

Norway's Best Sellers

This Last Week
1 1 Yellow Submarine (Beatles/Parlophone) Sonora Musikförlags AB, Sweden
2 2 Summer In The City (Lovin Spoonful/Kama Sutra) Reuter & Reuter AB, Sweden
3 3 With A Girl Like You (Troggs/Fontana) Sonor Musikförlags AB, Sweden
4 3 11 Strangers In The Night (Frank Sinatra/Reprise) Sweden
5 6 Did You Ever Have To Make Up Your Mind? (Lovin Spoonful/Kama Sutra) Reuter & Reuter AB, Sweden
6 2 7 Sunny Afternoon (Kinks/Fye) Belinda (Scandinavia) AB, Sweden
7 4 6 Bus Stop (Hollies/Parlophone) Norsk Musikförlag A/S, Norway
8 1 1 Black Is Black (Los Braves/Decca) No publisher
9 9 1 I Saw Her Again (Mama's & Papa's/RCA Victor)
10 10 2 Very Last Day (Hollies/Parlophone) No Publisher

Sweden's Best Sellers

This Last Week
1 2 3 With A Girl Like You (Troggs/Fontana) Sonora Musikförlags AB, Sweden
2 1 5 In My Dreams (Tages/Platina) Tagemusik Edition Odeon, Sweden
3 3 Yellow Submarine (Beatles/Parlophone) Sonora Musikförlags AB, Sweden
4 5 3 Del Torr Jag Inte Pâ (Sven Ingvars/Svensk-American Seven Brothers Musik Inc./Edition Odeon, Sweden
5 6 2 Summer In The City (Lovin Spoonful/Kama Sutra) Reuter & Reuter AB, Sweden
6 6 1 They Are Coming To Take Me Away (Napoleon XIV/No publisher
7 3 7 Bus Stop (Hollies/Parlophone) Ehring & Lifvenholm AB, Sweden
8 8 2 The End Of The World (Caretakers/Swe-Disc) Multitone AB, Sweden
9 4 8 Sunny Afternoon (Kinks/Fye) Belinda (Scandinavia) AB, Sweden
10 10 1 Hanky Panky (Tony James/Scan-Disc) Southern Music AB, Sweden

Local copyright.
A record in aid of the Save the Children Fund. The following artists have donated their services:

Andy Williams
Dusty Springfield
Cliff Richard
Walker Brothers
Johnny Dankworth
Cleo Laine
Roger Miller
Spencer Davis Group
Frankie Vaughan
Sandie Shaw
Vai Doonican
Swingle Singers
Harry Secombe
Kathy Kirby
Ken Dodd

Photograph by Lord Snowdon by kind permission of The Sunday Times

The photo, taken by Lord Snowdon, tells its own story. The record sleeve houses “Stars Charity Fantasia,” an LP in aid of the Save the Children Fund. This is a follow up to the United Nations LP, “All Star Festival” of 1963, which sold over one million copies in aid of UNICEF. Once again the record industry as a whole has contributed to the “Stars Charity Fantasia” album which has been pressed and distributed by Philips, retailing at £1 per copy. An all-out effort is called for to ensure maximum sales to help the 100,000 children throughout the world who are cared for daily by the SCF.
Internationally bound with a hit sound!

The Monkees...
America's most exciting new group is creating a sales sensation with their first Colgems single. It's available now, so get in on the action.

See the Screen Gems TV Show "The Monkees," produced by Bert Schneider and Robert Rafelson.

"Last Train to Clarksville" produced by Tommy Boyce and Bobby Hart.

"Take a Giant Step" produced by Tommy Boyce, Bobby Hart and Jack Keller.

Music Supervision, Don Kirshner.

COLGEMS
Manufactured and Distributed by RCA
ORDER FROM YOUR RCA VICTOR DISTRIBUTOR TODAY!
Tony Bennett To Top 'Grand Gala' Bill

AMSTERDAM — the world-famous CBS chanter Tony Bennett, accompanied by the Ralph Sharon Trio, will perform a selection of folkish oldies, including the annual Grand Gala Du Disque Populaire to be held in Amsterdam, on October 1. The annual Grand Gala is organized by the Dutch companies (C.C.G.C.), and each year many artists from all parts of the world are invited to perform on one of the two Gala nights; a popular and classical one, which will be broadcast by radio and TV.

Quoting artists reporting at the "Grand Gala" are, as Cash Box reports before Al Hirt, Dionne Warwick, Astrud Gilberto, Lou Ferre, Richard Anthony, Spencer Davis Group, The Peanuts, Georgia Fame, Les Barouques, Paul van Vliet, Rames Shaffy, Orchestra directed by Dolf van der Linden and announce Jan Theya. Also there will be 2 fashion flashes by Yves St. Laurent.

So far, CBS Holland released 12 Albums by Tony Bennett including his "Carnegie Hall Concert" (June 9, 1962), and such albums entitled: "I Left My Heart in San Francisco," "The Many Moods of Tony," "Thank You, Mr. Las Vegas," and "In Person!" album with Count Basie & his Orchestra and, more recently, "Who Can I Turn To?" and "Song for the Jet Set." CBS also released a 2-record set entitled "A String of Tony's Hits," featuring such famous items as "Boulevard of Broken Dreams," "At Left My Heart," "San Francisco," "Because of You," "Just One of Those Things," and many others. Simultaneously with Bennett's visit, the premiere-date of the Paramount is "The Oscar," in which Bennett plays a leading role, is scheduled for Amsterdam. CBS is going to tie in with the release of the sound track LP recording containing the music by Peter Faitz, who also conducts the orchestra as well as the theme-song on a single, sung by Bennett.

Middle East: Expansion Of Disk Market

BEIRUT (LEBANON) — Three years ago has seen a vast improvement for record sales in the Middle East. After the first three years, Cash Box has found in territories here a marked change in the comprehension of the public in general.

Around,' Jordan.

1372, 358, 93

93

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93

61

South Africa. Arrangements were also made for the reciprocal acquisition of each other's product. Mcnuggets at meetings with his British publishing associates, Robbins, Feldman, Francis have been made for the sale in Portugal he acquired the Telstar label for South Africa.

Musicassettes Success Cited By Klausen

AMSTERDAM — Amsterdam-Phono- gram's deputy manager Rein Klausen has stressed the importance of the Musicassettes, as introduced by Philips in 1963. Since the start, the price of the long-playing records (LPs) has expanded to 150 countries, which have recorded tapes in the little pocket-cases (and to be played with a small rolling disk). The tape (which is considered a small technical jewel in itself) have assumed very interesting proportions in both America and

Europe, said Klausen told Cash Box he is very determined to develop the reper- toire close cooperation with his friends—label-managers—to a highly differenti- ated scale with all sorts of modern and traditional music from all parts of the world. It is the only solution to give the public various new possibilities for car, home and outdoor use. Sales-figures so far are much to his satisfaction.

Pye Renewes So. Africa Deal With Teal

JOHANNESBURG — During a recent visit to London, Gerald McGrath, chairman and managing director of Pye Records, held some lengthy meetings with Louis Benjamin of Pye Records and extended a long-term contract to represent Pye Records in South Africa.

The list of the top 100 countries with the highest number of records sold in various regions of the world includes:仙境, 河北, Jiaozuo, 西安, and Dalian. The list is based on data from the international media market and takes into account factors such as record sales, airplay, and online streaming.

Cash Box September 10, 1966

International Section

Cash Box International News Report

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This week's news starts with dieky Mueller, as given by São Paulo newspaper Estado de São Paulo, published on 06/11/66. Mueller gave news that the company had acquired a record plant in Petrópolis, near Rio de Janeiro—now this is being re-adapted for full activity and soon it will make possible that Brazil could become the world's first Latin American country to have a complete system through the sale of recorded tapes: each will contain music from the better-liked radio studios (São Paulo 14, Rio de Janeiro 114), they will be stereo and in speed 3%. Four to five reels will be released monthly and all kinds of music will be included, from classic to the most popular. This music distribution system is no longer being taken care of by RCA, as was before. . . .

El Dois Chanter-composer A *Longe, Eudoxia about presenting Jair Philips the Paraguayan artist. That and such varied Pittman, Argentine albums now 100,000 copies sold) we through instrumental movement Tempo Booker. Another new instrumental cast, the Latin music lovers, a new instrumental group, the Sunshine, after several years of activity. Celebrating another anniversary of activity (its 7th) the company is making a special press promotion distributing the label's bio, from its first release (April 50,000 copies sold) and the appearance of Luiz Bordon, who made popular the paraguayan harp; to celebrate the company's first anniversary, Chanter composer Elzirh, who possesses the complete masterpieces of "samba" style, is appearing in the absence of present market, pacing new names for its cast. . . . Bruno Sauer Quartet and Tito Madi, who is a real "samba" player is presented with excellent arrangements and called "Na Bossa".

Sad news has again hit the musical scene of Brazil: popular composer of many hits, Orestes Barbosa, who is responsible for one of the most beautiful standards of Brazilian popular music, "Chão De Estrelas", died last week and all over Brazil homages were rendered. All radios and TV stations played his music and spoke about his music, his life and his bohemian days.

Brazili's TOP TWELVE LP'S

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<th>Week</th>
<th>Album</th>
<th>Artist</th>
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<tr>
<td>This</td>
<td>California Dreamin' (Vitale) Mama's &amp; Papa's/RCA Victor</td>
<td>Bruce &amp; Gerry</td>
<td>Dunhill</td>
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<tr>
<td>Week</td>
<td>Dois Na Bossa Vol. 2 - Elis Regina &amp; Jair Rodrigues/Philips</td>
<td>Rossi/Bona</td>
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<td>The Beatles</td>
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<td>Tata &amp; Geraldo Vandre/Phil</td>
<td>Philips</td>
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<td>Longe, Tito Perto (n.p. Os Vips/Continental)</td>
<td>Tito Madi</td>
<td>Continental</td>
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<td>This</td>
<td>Perdindindemente Te Amarote</td>
<td>Joaozinho &amp; Chico</td>
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<td>Yesterdays-The Beatles</td>
<td>The Beatles</td>
<td>Odeon</td>
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<tr>
<td>Week</td>
<td>New York Shopping</td>
<td>Marlene Dietrich</td>
<td>Odeon</td>
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<tr>
<td>This</td>
<td>O Astro Do Sucesso</td>
<td>Agnaldo Timoteo/Odeon</td>
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Trouble Contacts

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As we get in the fall season with full swing in production and no swing in promotion due to the radio blackout, let's check out the top hits once again for a quick ansay of the industry as a whole. There is no reason to cry that the two trade listings that we have are headed up by different tunes this month. Although the hits are by the same artists such as The Beatles and Bob Dylan, a look at the best seller list contains 5 English tunes and 3 U.S. hits including "Strangers In The Night" listed both in German and English and written by German favorite Bert Kaempfert. The only German song in the list is by perennial favorite Peter Alexander who releases his 14th in Britain and 2nd in the charts and stays and stays. The juke box, radio, sales listings and four German hits including the first 3 in the German Pop Music Festival held recently, a dip side of one of the tunes and of course, the same German hit by Peter Alexander. English hits and one U.S. goody along with "Strangers In The Night" make up the balance. If the charts look loaded with U.S. and British hits, that's just the start, friends. With only Radio Luxembourg, AFN, BFN and other sounds from abroad are pouring into the country, best sellers band blunting the newest chartlistings from Cash Box from both England and the U.S. and the many discothesques already spe- cially featured in previous pages are either listing more foreign and even in the months to come. A new best seller by Graham Bonny shows that you don't have to have a hit some times it helps. The first single release by his new release, "Super Girl" has a smash hit produced in the discothesques and he'll be making his first tour here this week along with a package including The Walker Bros., Chris Andrews, and German stars Drat Deutsch & The Rainbows. The tour covers 31 cities in 19 days.

It looks like Frank Sinatra is in a German groove these days as "Strangers In The Night" from Bert Kaempfert helped him to his first smash here in years. His newest single is once again a German tune, "Summer Wind" written by German songwriter Henry Mayer and published by Rolf Bude here.

Electrola has started a new label for their low priced LP line. Kristall Records is putting out the Gloria line of "Volksplatten" (Records for the masses). The $2.50 tag is set for top promotion and plenty of re-releases and new LPs from the German bands for the promotion.

This week marked the start of the German TV lottery with the theme song this year sung by Phillips star Vic Torriani. The record should get off to a good start after the many TV shots of the tune week for week. Proceeds from the lottery go to the children of Berlin for summer vacations.

GERMANY—BEST SELLERS OVER THE PAST 8 WEEKS

(Courtesy "Music")

<table>
<thead>
<tr>
<th>This Last Week</th>
<th>Week Week On Chart</th>
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<tr>
<td>1</td>
<td>26</td>
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GERMANY—THE 60'S RADIO-SALES FAVORITES

(Courtesy "Automat-Markt")

<table>
<thead>
<tr>
<th>This Last Week</th>
<th>Week Week On Chart</th>
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<tr>
<td>1</td>
<td>39</td>
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*Original German Copyright*
By now you should be aware of the tendency of music publishers and authors to prefer non-publishing groups for their new material. And this is exactly what has happened in Argentina. This year, many songs have been written by local musicians who, instead of using the traditional music press, have turned to other means to promote their work.

One of the most successful of these efforts was the "Flowers On The Wall" campaign, which was launched in response to the tremendous success of "The Beatles" in Argentina. This campaign involved the release of new singles by various local artists, all of which were meant to be promoted as replacements for the Beatles' songs. In many cases, the local artists performed their own versions of the Beatles' songs, which were recorded as singles and released on local labels.

This approach was particularly effective in Buenos Aires, where the Beatles were extremely popular. The campaign quickly gained momentum, and within a few weeks, the local artists had managed to capture a significant portion of the market, with their songs becoming the top hits of the week.

The success of the "Flowers On The Wall" campaign inspired other local musicians to develop similar strategies. Some of them used their own compositions, while others adapted existing songs to fit the local audience. In all cases, the goal was to create an alternative to the Beatles, and to promote local talent.

One of the most successful of these efforts was the "Borrachos de Alvear" campaign, which was launched by a group of local musicians who wanted to promote their own original compositions. The campaign was a huge success, and the group quickly became one of the most popular bands in Buenos Aires.

Another successful campaign was the "Jazz on the Road" project, which was launched by a group of local jazz musicians. The project involved the release of new jazz albums, all of which were meant to be promoted as replacements for the Beatles' songs. In many cases, the local musicians performed their own versions of the Beatles' songs, which were recorded as albums and released on local labels.

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Dutch Philharmonic Industries has enjoyed a most prolific cooperation with Dutch organ-player Feike Asma. Asma’s LP-recordings of concerts and recitals on famous Dutch church-organs have been highly successful, both in sales and in the halls, where they have been sold-out events. A number of these concerts have been released as further LP-recordings, e.g., ‘The Mora Project’ (EPI 520) and ‘The Dutch Organ Project’ (EPI 521).

The next project to get under way is ‘The Amsterdam Organ Project’, which will further develop the synthesis between romantic organ-tradition and modern composing techniques. Feike Asma will be joined by respected organists like Roos de Nijs, Herman Mantel, and Albert van der Horst, while the highly regarded pianist Jacob Dries will round off the artist line-up.

Karin Kent’s ‘Dans Je De Hele Nacht Met Mi’ (Bert Bacharach’s Dance Mama, Dance Pappa, dance) is still solid in the top ten of the Dutch hit-enchanted chart, among other things thanks to singer Floris VI. (In the 18th century, a Dutch Countess of the same name was known as the ‘Dance Countess’, so that was sharpened by social contrasts between nobility and common people.)

The song, recorded for Decca, is getting a lot of public attention. Flip-side "Sunny" is by Bobby Herb, New American hit-parade discovery, was released by Philips, and has already generated a lot of sales. Meanwhile, the Dutch male-singer Rob de Nijs has recorded a very catchy Dutch version under the title "Fanny" also for Philips, a version with very good chances.

"With A Girl Like You" by English quartet The Troggs, successful new Fontana group, is in the lead of the Dutch hit-parade, after a nice time on the American charts. Simultaneously with England, Phonogram has released the first LP entitled "From Nowhere The Troggs," including a lot of self-written material by the four "trogdolites.

"The Prettiest Things" by Bobby Vee are climbing the charts, and now back in the Dutch Top Ten being the Prettiest Things through Holland, for the dates October 8 and 9. It may be well remembered that Dutch teenagers have contributed a great deal to the success of the "Prettiest Things," who started out in 1960 on a Fontana-single in 1964; much to the great astonishment of the five young 'rude boy' members, who were expected to go right away, causing England to release many more singles. After that, the Prettiest Things gave a concert in Holland which was one of the wildest and rowdiest shows by a top-group ever seen, and the LP including all the Prettiest Things which have not been on LP yet. Latest Prettiest Things record is "We're Gonna Rock." Gerry Oord, president of Bohema-Grampophone officially opened the company’s new record season 1966-67 with an important staff-meeting. How the company has been the biggest number one hit sales of the past season, both in singles and in albums. A collection of house-sales were instituted last year to inspire all Bohema-reps to top-notch sales results. In his speech Gerry Oord reminded all prize winners of this up-and-coming year. He informed that the total yield by at least 10%. The Bohema-president then announced that this season’s LP’s will be more and more part of the picture & sound introduction of the new series of 1966, covering many musical areas, such as folklore, beastmusic, French chansons, and operettas, to be realized with the big occasion of the "Bohema-de-holes" at Zandvoort.

Liberty-Holland welcomes star-singer Chet LaPierre (of Sonny & Cher) in Holland. A press conference was held in Hilton-Amsterdam, preceding Chet’s TV-appearance in VARA’s fanclub-TV series, scheduled for air in Quatre (350,000 homes).

Several Bohema-record series in popular price-ranges are now being released, on the Dutch market, Bohema-labels BVMD- and Columbia hit the Netherlands HARD with 45's and 40's, as well as 8 attractive, different series. A complete survey of new Bohema-reper-positions is under way.

Liberty pushed out new singles by Vic Dana (A Million and one) Del Shannon (Under My Thumb) and the Ventures (Batman Theme), Parlophone released a total of 12 singles, including the six "The Sandy Job," a label started extensive plugging of Lee Dorsey "Working In The Coalmine" and also a number of recordings of records. Already a tendency towards the "Disco-chorep" has been noticed. All the released "Amanda" records show the same "a ‘sound sells, retailers are happy with these beautiful items."

Artoon, doing considerable business with "Sensations In Sound" latest LP by local top teenbeat group the Maskers, just released the popular combo’s "7 & 7 Is", on Elektra by Love is showing up on chart after chart across Canada, "The Sheeds" being the top of the money maker sweeps in top his good Bang side, while another smash from the gang at Bang is the McCoy’s riding high on the charts with "医药 Good News." Chuck Porter is convinced that the Carlton Showband LP will follow the example of their hit single, "The Sheeds," and develop into a best selling set in nothing flat. Quality’s man in Winnipeg, "The Ride on a Bunch of Taw," and Dow who are the front runners in the Showman’s chart boxers, is getting ready to start at CKFR in the Lakehead, and is coming on strong, says Chuck, with their new LP format makers in his area, the Showman’s "Cigrume," and Paul figure that the radio action is spreading into a national hit for the good R&B sound out of Toronto. C-FUN in Vancouver has debuted a Canadian showcase-type show. They will play Canadian-produced records that, according to the station, “might not otherwise receive exposure.”

One of Canada’s most successful retailers, Alex "Mr. Records" Sherman has gone into the production and distribution of his own records on the Excellent label. First release under the new Sherman banner are Ted DiGa and a new hit "Somebody Likes Me." Ted and his Musicians, one of the Ottawa area’s top C&W attractions, have recorded an album for Alex. Another one for Alex’s is "Kent’s Waltz," a forthcoming LP by Bobby Bovema-president of his Bovema-labels is also interested in the Canadian market, he has been sending out several important areas on the Bovema-reper-torium. His interest, the many figures that are published has been getting a forthcoming album on the label. Promotion man for the RPM sales, is Russell Westman. He can be reached at 29 Bayswater Ave., Ottawa 3.

"Terror" by Bobby Bovema-labels, "Terror" is going to sell a lot of records. Gordon Lightfoot appeared at Detroit’s Livin’ End through Sept. 3rd. Earl Grant appeared at Windsor’s Elmwood Casino about the same time, so everybody’s talking about this new band. Bobby Bovema-labels, his career at Windsor and Detroit, Al says the Association’s latest, “Cherish” is a sure thing that, everybody’s number one spot, a top pop station, CHUM, and Paul figures the radio action is spreading into a national hit for the good R&B sound out of Toronto. C-FUN in Vancouver has debuted a Canadian showcase-type show. They will play Canadian-produced records that, according to the station, “might not otherwise receive exposure.”

New voices reportedly heading for Toronto’s CFRB are former News Director of Chicago’s WLS, Tom Stu Morrison.

Stu Morrison — a giant with their ouling by Los Braves, "Black Is Black." The site has debuted on chart after chart across Canada, and is picked on most of the other pop formatters. Sales are building in the western region reports Macdonald, with retail interest has been given in several important areas on the "Lightfoot" label the latest Manfred Mann, Mercury outing, “Just Like A Woman,” another biggie, will be with London in Roger Miller’s latest Smash side..."My Uncle To Love Me.”

It appears that the selling of "I Can Make It With You Baby," will be the Calhounia’s hit for the Secco Singers. Great commercial sound for the group that has captured most of the turntable to date. An interesting rumor floating around the trade has very little sound spreading, the CKLW stands (...) and we’re heard for the CHUM.

A Cameo out by "You and the Mysterics, ‘S6 Tears’ looks like a strong long play venture for the Quality folks. The London people have another of those left field items, that seems to be shaping up well. It’s "Walk Away Reno" from the Left Bank. Both are getting heavy mid-west air play.

Holland’s Best Sellers

<table>
<thead>
<tr>
<th>Week</th>
<th>Label</th>
<th>Artist</th>
<th>Title</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Yellow Submarine</td>
<td>Beatles/Pearl</td>
<td>Leeds-Basart/Amsterdam</td>
</tr>
<tr>
<td>2</td>
<td>With A Girl Like You</td>
<td>The Troggs/Fontana</td>
<td>Basart/Amsterdam</td>
</tr>
<tr>
<td>3</td>
<td>Black Is Black</td>
<td>Los Braves/Barclay</td>
<td>Ed. Robert Mellin/Brussels</td>
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<tr>
<td>4</td>
<td>Lady Jane</td>
<td>David Garrick/Pye</td>
<td>Basart/Amsterdam</td>
</tr>
<tr>
<td>5</td>
<td>Little High</td>
<td>George Stones/Decca</td>
<td>Basart/Amsterdam</td>
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<tr>
<td>6</td>
<td>Dans Je De Hele Nacht Met Mi</td>
<td>Karin Kent/Decca</td>
<td>U.A. Music-Altona-Amsterdam</td>
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<tr>
<td>7</td>
<td>Summer In The City</td>
<td>Lovin’ Spoonful</td>
<td>Kama Sutra (Melody)</td>
</tr>
<tr>
<td>8</td>
<td>Sunny Afternoon</td>
<td>Kinks/Pye</td>
<td>Bellinda/Amsterdam</td>
</tr>
<tr>
<td>9</td>
<td>Big Kiss</td>
<td>Will Andy/CNR</td>
<td>Micky Day/Omerta (Basart/Amsterdam)</td>
</tr>
<tr>
<td>10</td>
<td>I Saw Her Again</td>
<td>Mama &amp; Papa</td>
<td>RCA (Continued)</td>
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RCA (Continued)

"Batman" delivery, being the very first local production of the TV-series’, delivery is growing very rapidly. The RCA manager, the waxing is expected to arouse lots of attention as part of a promo setup organized by Swab in close cooperation with Don Angel of 20th Century-Fox, who has received the television product from the TV series and is responsible for the waxing. RCA’s initial Benelux release from the newly acquired Hana-Barbera Productions line include the following Single outstanding of interest: the Guillotines with "For My Own" and TV, and the Tribesmen with "Barefootin’". A strong trend is spreading in Benelux recently with the release of such current noakers as The Beach Boys, "Good Vibrations" at Virgin, "Sunny Afternoon" by Stevie Wonder, "What Am I Going To Do Without Your Love" by Martha & the Vandellas, "Whole Lot Of Shakin’ In My Heart" by the Miracles and "I’m Gonna Love You Just A Little Bit" by The Supremes.

New albums issued complete "At The Copa" by the Supremes, "Dancin’ Party" by Martha & the Vandellas as well as a package by various artists entitled "16 Big Hits."
Among the new releases of September by Telochink Records, SCEPTER records new label is seen in the market for the first time here in Japan, including two LPs and five 78s in which "Hello The Kingsmen" "Make New Way For Dionne Warwick" in LP and "Shaking All Over/Guest Who" and other 78s are seen. "Hello The Kingsmen" gathers "Jolly Green Giant", "Shout!" "Comin' Home The Hubby" and the other LPs "Make for - - - Includes "A House Is Not A Home", "People" and ten others.

Besides the new label ones, "The Girl From Inapena/Carmen Cavallary", on Decca, "Fido Tilo/Robert Maxwell", "Satchmo At Symphony Hall Vol. 2" are strongly recommended by the firm in which the first one receives all of the paper articles as reported before including "All Or Nothing At All", "Quand, Quand, Quand" and ten others.

Nippon Columbia's September new releases are "The Brothers Four Sing Lennon, McCartney", "Sound of Silence/Simon and Garfunkel", "Monk", "Latin Flute Highlight/Hidehiko Matsumoto" in which are seen "Brothers Four - - -", "Peter Swayne" "Carrd Hall Concert" are recommended by most music critics, as reported before.

Philips Records advertises LP "Quincy Jones Deluxe", "Artistry Of Julian Conniff" "Golden Ticket" "In Continental" among the new releases, Nippon Victor rises in favor of "Golden Pat Boone Vol. 2" "Golden Trini Lopez", "Melachrino Golden Mood Collection" and "Los Indio Tabajaras" in which the firm recommends the last one best. Besides these above, the paper critic recommend "In My Quiet Room", "Belafonte" as the best.

Nippon Columbia released on September 10th "Mike In Concert" which is a real recording from Miki Hira's recital show held at City Center Hall this past March, including "Mark The Knife", "Swanny", "When The Saints Go Marching In", and others. Nippon Columbia released a new commodity, the stereo two-track car tapes, on Aug. 20. This is the cartridge style and has 30 minutes of play-length, the first release of which includes 16 of Japanese locals and popular, and the firm plans to put on the market continuously four or five tapes under a contract with the player maker. Though prevailing percentage of this is only counted 20 thousand at present, it will increase with a tie-up of auto makers and player makers which is to be executed from this Autumn "Easybeats" "The Monkees" "The Rolling Stones", "The Kinks" "the late English", and others, LP which be attached to especially deluxe cars. This first release includes "Tango In Continental", "Piano Screen Mood" and others.

Wada Hiroshi and Mahina Stars held an anniversary party at Tokyo Price Hotel on Aug. 18 in honor of their great hit with "Ginza Blues" with a great many people.

Records will release two of Japanese locals with marachi rhythm soon which are "Wataashia Majokina" and "Konomichi Ippon", while marachi tunes are doing things this summer, these tunes are expected to hit as well.

Reflecting recent hit tunes of popular LPs Philips achievement is quite note-worthy, they introduced a LP "Hello The Kingsmen" which is still 10,000,000 copies released in the Japanese record market.

In detail, Mike Makis "Baraka Saita" shows a wonderful selling, counted more than 700,000 copies since it was released two months ago, and The Four "Kicks Sometime, Hiroshima", "Kumamoto", has sold more than 400,000 copies in two months, while new star the Broadsides Four's "Wakomonotchi" has been released and became quite fast seller. Mike Makis, the star of Christmas "Jolly Good Christmas" "Hello My Dear Mama" "Cannonball" "Good Luck" "I'm Alright" "This Is It", the new LP "Columbia Big Band" "Dave Brubeck" featuring trumpet player Billy Burton. There is an E.P. on the Leonard label, "The Sound Of The Purple Hearts", featuring that group with four tracks.

Phil Matthews, manager of EMI's publishing subsidiary here, Castle Music, has arranged that the song "Knots" currently heading the charts in the United States and Castle Music has been renewed for another four years. 

Publishing house of Bowes & Hawkes are busy plugging away at "The Way We Live Tonight" and "Our Love Has withstood the Test To Tell Me", "Opus 17", "My Name Is Mud" and "You Get Your Kicks".

Ron Gillespie of W & G records is on cloud nine over the success of "Ever Lovin' Mama's Arms" and "My Love For You", and his new LP is still rolling strongly with solid air-play in both Sydney & Melbourne.

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 Guests in Town—Deutsche Grammophon recently invited a group of Belgian record dealers lead by Walter Holzapfel, director of Belgium Polydor, to visit the D.G.G. production department in Hanover, and Hamburg. The group were greeted in the Hamburg central office by distribution chief Kurt Kinkelde and Hans Rutz, press chief of the firm, who also told the dealers about the new Fall product being offered.

Juan of Mexico—MEXICO

MEXICO'S BEST SELLERS

This Last
Week Week
1 1 Hoshi No Flamenco—Teruhiko Saigo (Crown)
2 2 Oyome Ni Oide—Yuzo Kayama (Toshiba)
3 3 Koi No Namida No Tsuyoi—Yukio Hashi (Victor)
4 4 Nandemonai-Ma—Mari Sone (Polydor)
5 5 Yohgiri No Bojo—Yujiro Ishihara (Teitchu)
6 6 Tsui No Yahi—Kazuo Funaki (Columbia)
7 7 Kobokutori No Blues—Mina Aoye (Victor)
8 8 Aoi Hoshi-Kuro—Yuzo Kayama (Toshiba)
9 9 On-Na No Tameki—Shinichi Mori (Victor)
10 10 Yahi Wa Akaku—Yuzo Kayama (Toshiba)

ALBUMS

This Last
Week Week
1 1 Best of Peter, Paul & Mary—Peter, Paul & Mary (Warner Bros.)
2 2 Sil Austin In Blues—Sil Austin (Philips)
3 3 Andy Williams Deux—Andy Williams (CBS)
4 4 With The Beatles—The Beatles (Odeon)
5 5 The Brothers Four Sing Lennon, McCartney—The Brothers Four (CBS)

Capitol Records has introduced a new singer under the name of Eva Maria, a beautiful teenager who has a very nice voice with a peculiar style and (beside that) she is a wonderful composer. Her first song is “La Chica Buena” (The Nice Girl) and Eva Maria will receive a big promotion in several radio stations and perhaps will be introduced in TV shows immediately.

Clise Records offered a big party to the press and deejays with the motive of introducing its new label “Clise” (etiqueta roja y oro) (red and golden etiquette). At the same time, Clise introduced some of the new artists signed by this label and the president of the label, Ricardo Vargas, Enrique Acosta and some others. People of the record stores also assisted in this event.

Capitol records released the latest Beatles album, the strangest ever done by them. Among the songs are “Yellow Submarine,” “Got To Get You Into My Life,” “Taxman,” “Good Day Sunshine,” “She Said, She Said” and others. It seems that in México, the Beatles problem about John Lennon’s alleged declarations has been forgotten.

“Mambo De La Novia” (Tell Me Of Love) is a new soap opera TV theme which was written by Roberto Cantoral and immediately recorded at RCA by Alejandro Algarra and at Orfeon Records by Al Suarez and Las Hermanas Aguila. Las Aguilas changed the style of this record to “El Gato” way and with some orchestral accompaniment they recorded the American top hit “Strangers In The Night.”

It is probably that very soon we will see the performance of French singer and composer Charles Aznavour, who actually has two big hits in town: “Vendetta Sin Ti” and “Y Por Tanto.” And talking about night life, there is Sonia, la única, performing at the “Derby’s” place.

Los Hermanos Carrion, the most popular romantic go-go group of México, who are performing at the Camichin night club, told to Cash Box that people of NBC are very interested in them to take the group on a long tour through the United States, performing in Spanish language and doing some special performances. Independently of this, Los Carrion will perform in Los Angeles the first day of the next year, giving an audition at the Hollywood Palladium.

Among the latest releases of Musart Records, there are “Silvia” and “La Vaca Guapas” with Chicken y sus Comandos del 36, “Batman” and “Robbin” with Icei de Seda and “Strangers In The Night” with Los Aragon, “Tres Palomitas” and “En Donde Esta Carzon” with Los Hermanos Arellano, “Capri Cest Fini” and “Vendetta Sin Ti” with Torrenbo and “Marc” and “Tampico” with Mike Laure.

Here are the new recordings in 45 rpm made by RCA: “Que No Te Cuenten Cuentos” and “Mal Hombra” with Los Pachucos Brena, “Clouds” with Los Palomitas Camachos, “La Llorona” with Los Anílkos de Bronce, “Chicotito” and “Ain’t That Just Like You” with Los Bug Dug’s, “The Rain” with Los Crawlers, “The Moonlights,” “Bojo” and “Voy A Comprar Tg Retrato” with Miguelito Panvendt, “Debo Estar Triste” and “Linda Nena” with Los Lord Jets and “Máitiane De Amor” with Los Hombres Lloran Tambien with Alejandro Algarra.

CBS’ debut latest: George Maharis new route singing an EP with “Teach Me Tonight,” “The Girl From Ipanema,” “If She Should Come To You” and “Another Scena.” With Los Hermosas Tandem: “El Dia Que Me Quieras” and “The Shadow Of Your Smile” with Nancy Ames and Enrique Guzman, the songs “The Shadow Of Your Smile” and “Our World.”

At Orfeon Records we can announce as latest recordings “Lonely Letters” and “Just Like Mie” with Los Pachucos Brena, “Indian Summer” with Los Hermosas Tandem and with Los Sparks; “125 Freckles” and “Al Lado” with the Toño Quirazco band.

Last week, Constantin TH. Metaxas, who was general manager of DUSA Record Company, left the company for Europe where he will have an important executive job at the Phillips organization.
Wait till you hear what Seeburg has done to the looks of music.

Use your eyes and ears at your Seeburg Distributor's National Premiere. It's going on right now. Get going.

SEEBURG. Growth through continuous innovation.
For the first time in many years, all the major record companies will be exhibiting at the MOA convention in October. They will be there and they are going to promote that neglected operator’s tool, the Little LP.

It is an added expense for any businessman to pack his bags and catch a plane to another city for three or four days. He is leaving behind several appointments, some of which are important to his business, and the only reason for putting them off is that something else important to his business waits in the convention hall.

With all the cramped schedules and heavy demands on record company executives, delegates from five giant manufacturers—Columbia, Victor, Epic, MGM and Decca—will be at the convention. Hospitality suites, sample records and display booths all cost money, all cost time. Time, in the record business, is the most expensive item. Yet the delegates from the five companies are going to spend quite a lot of time in Chicago. Why?

Obviously they believe in the little LP, obviously they have invested in it and obviously they believe the jukebox operator is an important man.

Why important? Because the jukebox—believe it or not—is the only answer to radio, especially in the case of the Little LP. Radio stations playing the top tunes do not heavily program cuts from albums, nor do they heavily program records just under the ‘‘top tune line.’’ What other means is there of getting these records to the public? Answer: the jukebox. And who benefits from these little LPs being played? Answer: the operator.

At an explosive seminar held at last year’s convention, representatives of the record manufacturers told the operators that little LPs would not be continued unless the operators bought them and tried them. They were referring to a hesitancy about trying something new.

The problem was also one of bad timing, but that is past history. The operator now has the chance of getting all the major record companies in one room, investigating their products and buying what he wants. He also has the chance of telling them what he wants—more LPs by certain artists, accents on promotion, whatever he feels he needs that he isn’t getting.

The wise operator will be seeing these companies; he will go after them and he won’t be satisfied until he has all the information he wants—and he will be the operator who takes and keeps more money out of his phonographs.

Fair warning has been given the operator that if he doesn’t respond to the little LP programs of the record manufacturers, they will be discontinued. At the risk of sounding like a broken record, we say again that little LPs are a profit item, one of the few left on jukeboxes that aren’t taxed to death.

For operators to ignore the little LP and pass by the handsome overture made by the record companies would be to insult their source of supply—and it would be a de facto admission that operators don’t understand their power and importance.

There are five men waiting to see the operator in October with a special message and a big chance for making more money. The chance is too good for the operator to miss.
New Phono, New Film Unit—Rowe Enters Music Merchant Era

NEW YORK—During the next few weeks, a new phrase and a new program will be introduced to music operators by Rowe AMI distributors all across the country. This new program features an all-embracing equipment-promotion-sales concept geared toward one specific goal — earning higher per-location revenue for the music operator. Everything in Rowe's new operating concept, according to its marketing vice president Fred Pollok, is aimed at provoking the location customer to spend more of his money on juke box music, at the operator actively selling music on the location without being actually there — at the operator becoming a "Music Merchant".

The "Music Merchant" concept, as introduced by Rowe's executive se- cretary-at-large at an international distributor gathering held in New York during the week ending Aug. 26th, includes a brand new "Music Merchant" phonograph (model M11), an auxiliary audio-visual companion unit called the "Phono-Vue", a Rowe dollar bill ac- ceptor for the phonograph, the "Play- Me" on-location play-promoting record and a travel incentive plan to further encourage operators to become music merchants.

(Shipments of the units to distributor showrooms has begun and should be available throughout the country by October 1st.)

"This Music Merchant program a momentous milestone," stated Rowe president Jack Harper to his distributors. "It sounds the death knell of the old passive juke box and the beginning of a new era in the merchandising of popular music."

As Pollok expressed it: "It has been our thought that the music operator can appreciably improve his profits if he spends more of his efforts 'competing' with the location customer for his dime, quarters and dollars instead of passively placing a juke box on a location for the service and conven- ience of these customers. We now en- courage him to actively sell music to these customers, bring their attention to the phonograph, provoke them to pocket money into the machine if you will. This is the whole idea of a music merchant and the very foundation of our new marketing concept."

Rowe's general sales manager Joe Barton spelled out the chief points of interest in the "Music Merchant" pro- gram to the Cash Box reporter. "Our first step is for our distributors to discuss the very nature of mer- chanising with their operators," Barton said. "Show them the necessity of actively selling music on location with- out them being actually at that loca- tion—then show them how our new equipment can effectively accomplish this.

"Obviously, someone or something has to draw the attention of a location customer to the phonograph for this is an impulse purchase," Barton con- tinued. "If we have a good location, we can see that in the minds of our operators. The records are "triggered" in the machine after a specified dead-time interval lasting anywhere from one to thirty minutes. Among those who already have cut "play-me's" are Tony Ben- nett, Al Martino, Jerry Vale and Herb Alpert and his Tijuana Brass. The Rowe program calls for a continuing series of "play-me's" to support hit records and well-known performers, Pollok stated.

Barton continued, saying: "There is the bill acceptor. Years ago, Rowe introduced the very first dollar bill change. Back in October, Fred Pollok predicted we'd be the first to utilize one on a juke box and now it's come true. Rowe's long experience as a bill acceptor of only real U.S. dollars and the rejection of all other paper."

"This new instrument spans a long- standing dollar gap in the utilization of coin money. Having a phonograph ac- cepting the dollars, it spares the player and propietor a money-change procedure and also makes it easier for the music lover to purchase his prod-

ut in volume at a bargain rate (i.e. 15 plays for a dollar)." the sales man- ager advised. "This is not a bill changer; mind you, but a bill accep- tor," he stated, adding, "no change will be given."

Naturally enough, the star of the Music Merchant program is the phonograph of the same name. This magnificent machine offers 100% sold-state patented stereo-round sound," Barton said. "Every surface area of the machine is covered by highly damage-resistant material, from dual nickel chrome to catalytic hardened paint to scuff resistant vinyl. One extra special feature of our 'Music Merchant' is our 'Change-A-Scene' front panels. These are distinctive, illustrated panels, back lit to make them a source of eye appeal, are replaceable in minutes and can be changed to fit the decor of the location or the theme of the season. Three cesary unit. This 20-selection, large screen auxiliary piece, can be installed anywhere in the location, regardless of the position of its companion phonograph. The films, processed in "Super-SD" color, are "paired" mechanically with 20 times selected by the opera- tor. When a customer selects one of the audio-visual numbers, an appropri- ate dance sequence plays on the Phono-Vue while the popular tune spins on the juke. Based upon their belief that "just so many tempos exist in popular music," Rowe executives are banking on the Phono-Vue's "com- patible tempo system" to boost collec- tions for operators and offer them an "inexpensive" way of supplying a film juke box.

Films run approximately two and one-half minutes and samples are ex- pected to be at all Rowe distributor showrooms by Oct. 1st. An average film change of one to two per week is seen probable by Barton for Phono- Vue operators.

"This whole campaign is vastly different than anything ever seen in this music business," Barton stated. "Our distributors will now keep the ball rolling . . . the ball we started in New York . . . by inviting in their operators and spelling out the Music Merchant program for them from top to bottom. We'll all benefit from this concept," he stated. "Field tests we've conducted with this equipment show a more than 40% increase in plays in some locations, appreciable gains in all. This is a new era and I'm glad Rowe's on top of it," Barton concluded.

Interested in the "guts" of the new "Music Mer- chant" are (left to right) Mel Shone, Shaffer Music Co., Cleveland, Ohio; Joe Kline, one of the biggest Music Co., Chicago; Willfred Mas- sen, Shaffer Music Co., Detroit, Mich.; Charles Wiersma, Rowe AMI, Grand Rapids, Mich.; and John Hiekman, Rowe Field Engineer.

Rowe AMI MUSIC MERCHANT

Saluting the new dollar bill-accepting Rowe-AMI "Music Merchant" with dollar bills are (left to right) Fred Pollok, Rowe vice president, marketing; Ed Ginsburg, Atlas Music, Chicago; Ed Shaffer, president of Shaffer Music Co., Columbus Ohio; John Moyer, plant manager, Rowe-AMI in Grand Rapids, Mich.; and Joe Barton, Rowe general sales manager.

Cash Box—September 10, 1966
Midway Mfg. Bows "Captain Kid" Rifle With New Time Feature and Black Light Targets
First Machine Produced in New Factory

CHICAGO—A harbinger of the approaching fall season has been ushered in with the introduction of a rifle-target coin-operated amusement game from the suburban confines of Midway Manufacturing Company. The new entry in Midway's "Captain Kid" gun game with several innovations, including black light glowing targets, and a new time feature which apparently speeds up the time in play, and adds completely to the player's skill shooting.

Furthermore, Hank Ross advised that there are four independent target motors in the expertly engineered mechanism "for greater action and reliability."

As an added feature "Captain Kid" is the first Midway amusement game with production commencing in the spacious, modern new plant located at 3750 River Road, in Schiller Park, Illinois. Midway's "Premier" puck shuffle alley bowler is also in production in the new building.

"Captain Kid" rifle-target amusement game offers the player 20 shots for 10c. Extra shots are available when the player shoots out until the time on the indicator reaches 60 on the light box.

Sample shipments of this newest Midway coin-operated amusement game have been rushed shipped to the company's distributors for display and demonstration on their showroom floors.

Presently, Mark Wolverton, president of Midway Mfg. Co., and Hank Ross, vice president, are utilizing the facilities at both plants—the old building in Franklin Park, and the new building—until the big move is completed sometime in September.

Subcommittee Royalty Proposal—A Digest

NEW YORK—As reported in Cash Box last week, the subcommittee of the House Judiciary Committee has offered a royalty proposal to the Music Operators of America and the performance rights societies. Both MOA and the performance rights societies found the proposal unacceptable, and have since held meetings between themselves to see if an equitable solution could be worked out.

Basically, the subcommittee proposal would require an operator to pay royalties on the basis of how many records each of his machines will accept. With a suggested royalty of 3 cents per record, and given that the machine has 160 selections, this would require an operator to pay 12 cents per record a year (the royalties would be paid every three months), or $3.60 per machine. An operator hard-earned machines on his route, he would then be required to pay $96.00 a year royalty to the record owners of the songs, through a collection agency as yet unassembled.

Fred Granger, speaking for MOA, said, "We found this proposal unparsimonious and fair in excess of what the average operator could afford to pay. As a result, we held meetings with the other side to see if a more palatable plan could be arrived at. It's too early for me to announce anything definite, but the spirit at the meetings was congenial. I think both sides came out of it realizing that a lot could be accomplished between us. I should add that the subcommittee's proposal, although unacceptable to both sides, was made in good faith with a sincere desire to resolve the problem, a recurring problem that involves much of their time and effort as it does ours."

The subcommittee proposal, in section 114 (subclause b, paragraph 1, subsection A) would require an operator to register his name and address, the manufacturer of the phonograph and its serial number, and a complete list of the records on the machine during a given three month period with the Register of Copy (Contd. on page 65)

United Introduces "Aztec" Big Ball Bowler with Adjustable Levels

CHICAGO—With the rapid approach of what promises to be a very active and productive fall season at Williams Elecronic Mfg. Manufacturing Corporation, they have just announced a forthcoming coin-op feature that operators are asking for—"Diamonds" bowling amusement games. Williams has also announced that bowlers the emphasis this week is on the exciting, new United wards additional play; therefore, offering added profits in locations in this country and in the foreign markets. The purchase price for the exciting, new "Diamonds" bowling and scoring features, in which strikes score 800 points and spares chalk up a score of 500 points. Furthermore, the left and right 'Diamonds' score 100 each, and the front 'Diamond' earn 300 (plus the count) on a blow or miss.

Lurie explained that this new United scoring feature has most assuredly proved itself as a bonus inducer (especially for continuing play) in past test locations.

Other play and scoring games offered in "Aztec" big ball bowling alley include the tried and proven "Dual Flash", "Regulation" (standard bowling scorable), "Flash" bowling and "Bonus Lane".

There is a backtrack adjustment for 'Easy' or 'Normal' strike, and completely new style, heavy-duty pin hangers. Double nickel or dime play is standard in United's "Aztec" ball bowler. A multiple coin (5¢, 10¢, or 25¢) mechanism is optional.

Standard sizes are the 18-foot and 16-foot models. Four-foot extension areas are available to increase the size of the playfield.

Other Williams-Unite coin-operated amusement games currently on display at all Williams distributors are: "A-Go-Go" four-player flipper and "Blazer" puck shuffle alley, which also features the "Diamonds" scoring game.

Take in the big dough with ROWE!

Cash Box—September 10, 1966
PROFILE ON:

Len Levy: Carts Before Horses & The Little L.P.

Len Levy, vice president and general manager of Epic Records, is one of the most knowledgeable men on the subject of the little LP. His company was one of the first to release them and has been a constant delegate to the MCA conventions, even during the lean years when record manufacturers and operators seemed too far apart to ever get together. Levy has been in music most of his life, from his boyhood, when his family owned a music store in Rochester, New York, to his association with Coral Records and his ownership, with, among others, Steve Allen, of Hanover/Signature Records. He has been all through the music business, from retailing to manufacture. In October of 1961 he joined Epic. Since that time he has come to be one of the prominent men among the record manufacturers who understands and takes an active interest in the coin machine business. Levy, interviewed in New York, talked at length about his belief in the little LP, and about what he wants to find in Chicago this October.

Q. When did Epic begin its little LP releases?
A. Almost immediately after the first jukeboxes appeared that could play them. It looked to me like there was going to be a growing market for them and we released a series of eight stereo little LPs and have continued to do so regularly three or four times a year ever since.

Q. What about the content of the albums? Did you send out a little of everything or was it more specific?
A. At the beginning we didn’t know precisely what we were going to do, but we decided to give the operator artists he knew and repertoire that were familiar to him, so there wouldn’t be a question mark in his mind. Our first releases—in fact, all of them, all the way through—have been by artists and with repertoire of acceptance and name value. We also programmed for different locations, to give the operator a broad spectrum of music. Some locations wanted polkas, some blues, some soft music. We had artists and a catalogue that fills all these requests. The Glenn Miller Orchestra, for instance, on singles or albums, is an automatically accepted commodity. Then we’d go to the MCA conventions to talk with the operators personally and get the feel of what they needed. That’s the way we started it and the way we’ll continue to do it.

Q. There was a time when it looked like the little LP would die. What caused it and what did you do about it?
A. It was a case of putting the cart before the horse. The machines that would accept little LPs didn’t appear all at once and the albums themselves didn’t appear all at once. There was a strong promotion on the machine and I know in many cases operators invested heavily in the equipment and then found they had no product to put on it. By the time the total industry got into it, interest had waned. The whole thing left a bad taste in the operator’s mouth. He bought the machine but the product repertoire was limited. The record companies sat back and waited to see if the promotion was going to be accepted. It looked to us as though there was a terrible bull. In the meantime, the operator had bought this new equipment and was left up in the air. It was a problem of distribution.

Q. What did you do about it?
A. We felt there was a market for the little LPs and that it was a case of cooperation between the operator, the distributor, the one-stop and the record manufacturer, to work in concert to push something new and different. That’s why last year at MCA I appeared at the seminar they held on the albums and I told them that the manufacturers will do what the operator wants but the operator must show good faith. I said that some of them were not progressive, not aggressive and missing out on a good idea. They were content to sit back and say, “Oh, this’ll work, so I’m not going to try it.” That’s why we stood up and made sure they knew where we stood. I complained bitterly about the lack of communication. Frankly, I mean it—I look to the operator to take a chance with new product. Without cooperation of the operator a new product would never reach its audience. I’m talking about the “good music” or “easy listening” type—something other than rock and roll. Programming on radio today is very tight; there’s very little room for new product. And if an operator had to depend on what he hears on the radio to program his jukebox, he’d have about forty records in a box that takes a hundred or two hundred.

Q. Bill Cannon wrote an open letter to operators last October about the little LP, and he formed a committee to re-establish contact with the record manufacturers. Has that contact been re-established?
A. Our director of sales, Mort Hoffman, has talked many times with Bill Cannon, and asked him to convey the company’s thoughts to the operators. We have regular mailings to operators on new singles and little LPs. We send them a single, for instance, and ask them to try it out at their expense. We are trying desperately to build up the relationship between us and the operator. We have put out programming guides, re-released location proven singles—and we will continue to do so. I believe in the power of the operator. He is capable—if he wants to create a hit. The American public—the people that are buying music—want to hear something other than rock and roll. I specifically look forward to them and to the little LP.

(Continued on page 71)
Subcommittee Royalty Proposal — A Digest

(Continued from page 63)

rights. Once submitted, this information would be filed and certificate of registration would be sent to the operator, to be affixed to the phonograph.

The copyright owner, in the meantime, would be required to send the operator a list of records on which he is due royalties in any three month period. The collection agency to distribute the various royalties to the various composers or copyright owners has not yet been determined.

Whichever would be designated as the collection agency would have a lot of paperwork to do, as would the Federal Government. During the many years that the royalty question has been debated in Washington, several organizations have been nominated for the role of collection agency, among them the performance rights societies, MOA, and the Federal Government.

Seeburg's Woodhull Urges Ops to Return Applications
For Fall Factory Training

CHICAGO — Freeman E. Woodhull, manager of the school training division, department of field engineering & Training, The Seeburg Corporation, last week alerted Seeburg regional vice presidents and distributors, underscoring the absolute need for urgency among the nation's coin machine and vending operators to turn in their applications for the late fall factory training school program "as far in advance of the actual school dates as possible" to avoid disappointments in enrolling their mechanics into the Chicago factory service school scheduled for October, November and December, 1966.

In fact, he explained that some of the operators' service personnel will be unable to attend the September session because of delays in enrollment.

All of the training school classes are conducted at the Seeburg factory school building, located at 1010 West Weed Street, in the vicinity of the large complex section near the main plant.

In the late fall program the 98th school term—commencing Monday, October 10, through Friday, October 14—will cover a complete discussion of the mechanical and electrical operation of Seeburg's cold drink vender and coffee machine. This very same procedure will be somewhat adhered to during the 100th (November 7 thru 11), and 102nd (Monday, December 5 thru Friday, December 9) service school terms.

The late fall program which will be devoted to Seeburg coin-operated phonographs is scheduled as follows: The 99th, 101st and 103rd school terms will amplify cover all servicing phases of the phonograph and "Consolette," with emphasis on a complete discussion of the mechanical and electrical operation of these units, again concentrating heavily on vitally important trouble shooting techniques. Dates of these fall phonograph schools are: (99th) From Monday, October 17, through Friday, October 21; (101st) Monday, November 14, thru Friday, November 18; and, (103rd) Monday, December 12, thru Friday, December 16.

This then concludes what Woodhull refers to as "by far the best attended and appreciated" year of factory service schools ever conducted at Seeburg. He will release information leading into the first quarter period in 1967 well in advance of the new year.

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A very interesting precedent was set August 24 in the Library of Congress in Washington, D.C. when the Legislative and Representatives of MOA's Legislative Committees, and representatives of the performance rights societies met in a harmonious atmosphere to attempt to solve the ever pressing royalty question. Although there was nothing conclusive in the discussions the fact that these two factions are trying to amicably resolve this problem is more than was previously hoped for. All parties, including the Subcommittee of the House Judiciary Committee, are to be commended for this harmony and effort. Among the MOA members present at the session were: Lou Casola (chairman), Clint Pierce, MOA proxy John A. Wallace, Fred Granger, J. Harry Squage, Bill Cannon, Jim Tollicano, and Harry Leyser. George A. Miller was unable to attend. Legal counsellors were Nicholas E. Allen and Merrill Armour for MOA, and Perry Patterson and Raymond Larrere for the phonograph manufacturers.

Cashbox Congrats to Bill Adair who was upped to the new post of president of Seeburg Sales Corp., and George L. H. Gilbert, president of Seeburg International Corp. Both of these new heads report to Seeburg Presy Louis J. Nicastro and Board Chairman Delbert Coleman. . . A visitor in Windy City last week was genial Sol Tabb. He jetted back to his headquarters in Florida at midweek. . . Sincere good wishes have been pouring into the offices of Gil Kitt and Joe Robbins at Empire Distribrs this past week congratulating them on their 25th anniversary of Empire's founding. Among the congratulatory messages received included several of the executives at Rock-Ola Mfg. Corp., President and founder David C. Rockola, Edward G. Doris, Dr. David K. Rockola, George Hincker, Art Ehlerdt, Les Ricke, Hugh Gorman, Art Janacek, et al.

Bally engineer Terry Reedy is beaming with pride, because his youngysters, Terry Reedy, Jr. and Nancy, were among the students of St. Peters School in Skokie, Illinois who were honored with the National Fitness Award. . . When we chatted with Sam Stern, proxy of Williams Electronic Mfg. Corp., and sales chief Buddy Lurie last week we were advised that Los Rubin's J. & R. Distributing Co., in St. Louis, Mo., was appointed distributor for all Williams and United coin-operated amusement games in the St. Louis area. . . The Northwestern Operators Association held its annual summer picnic at Crystal Point on Lake Erie, August 25. 64 members and their wives turned out for this, one of NOMA's most successful outings. President of the Association is Maynard Hopkins, of Gannon, Ohio. Secretary-treasurer is William (Bill) Hullinger, of Delphos, Ohio.

Fred Granger advises that the Montana Music Operators Assn. (MMOA) has been recently reactivated and will send a large delegation to the coming Midway and Trade Show, October 28-30, in the Pick-Congress Hotel in Windy City. . . An interesting sidelight; Bonnie York, MOA's "gal Friday" was pleasantly surprised when famed Windy City deejay Eddie Hubbard read her letter in which she lauded MOA handsomely over the air Saturday a.m. August 27. Eddie is no stranger to MOA and to Cash Box.

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We know the fall season's upon us already now that Midway Mfg. Co. is shipping the new "Captain Kid" coin-operated gun game to the firm's distributors in this country. Mark Wolverton and Bank Ross are mighty enthused over the initial reaction in sales. All the excitement at Chicago Dynamic Industries these days is caused by the introduction of the ChiCoin, a large ball bowler which actually features a thumb ball so that the player can actually hook the ball. The ball is much larger, however, than the old, conventional ball used in coin-operated bowlers. Sam Wolberg, Sam Gensburg, Avron Gensburg, Harry Glick and Mort Secore consider this newest Chicago Coin entry an important milestone in the coin machine business.

A very interesting precedent was set August 24 in the Library of Congress in Washington, D.C. when the Legislative Committees and representatives of the performance rights societies met in a harmonious atmosphere to attempt to solve the ever pressing royalty question. Although there was nothing conclusive in the discussions the fact that these two factions are trying to amicably resolve this problem is more than was previously hoped for. All parties, including the Subcommittee of the House Judiciary Committee, are to be commended for this harmony and effort. Among the MOA members present at the session were: Lou Casola (chairman), Clint Pierce, MOA proxy John A. Wallace, Fred Granger, J. Harry Squage, Bill Cannon, Jim Tollicano, and Harry Leyser. George A. Miller was unable to attend. Legal counsellors were Nicholas E. Allen and Merrill Armour for MOA, and Perry Patterson and Raymond Larrere for the phonograph manufacturers.

Cashbox Congrats to Bill Adair who was upped to the new post of president of Seeburg Sales Corp., and George L. H. Gilbert, president of Seeburg International Corp. Both of these new heads report to Seeburg Presy Louis J. Nicastro and Board Chairman Delbert Coleman. A visitor in Windy City last week was genial Sol Tabb. He jetted back to his headquarters in Florida at midweek. Sincere good wishes have been pouring into the offices of Gil Kitt and Joe Robbins at Empire Distribrs this past week congratulating them on their 25th anniversary of Empire's founding. Among the congratulatory messages received included several of the executives at Rock-Ola Mfg. Corp., President and founder David C. Rockola, Edward G. Doris, Dr. David K. Rockola, George Hincker, Art Ehlerdt, Les Ricke, Hugh Gorman, Art Janacek, et al.

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What's round, red and says "Play-Me" on cue?
American Tobacco's Robert B. Walker Replies to Roswell "Nicotine" Report

NEW YORK—In response to inquiries about "tar" and nicotine in filter cigarettes, Robert B. Walker, president and chairman of the board of The American Tobacco Company, said that the recently released report from Roswell Park Memorial Institute was a misleading one.

Walker noted that "the report omitted any mention whatsoever of Carlton Cigarettes, which were introduced early in 1961, and the first cigarettes to carry 'tar' and nicotine information on the label, as measured by a recognized independent laboratory. Carlton has been in national distribution and advertised for more than two years and yields far less 'tar' and nicotine than any of the cigarette brands reported on by Roswell Park."

Walker said, "It is difficult to understand what this Roswell Park report is all about. To take a selective report such as this purports to be, and to ignore all other reports of the industry which have been done by recognized independent laboratories, is to completely ignore the data on the subject."

Walker added the Roswell Park report to the companies and asked the assumption that "tar" and nicotine constituents constitute what they call a "protection." Carlton Cigarettes are not sold on the basis of any such premise. On every pack of Carlton we state: 'No health claim is intended or implied by this label,' referring to the 'tar' and nicotine figures given. No component of cigarette smoke or of 'tar' or of nicotine has been proved to cause any of the human ailments mentioned by the Roswell Park report."

The report makes misleading and unscientific comparisons between certain filter and non-filter brands. 'Tar' and nicotine content of Pall Mall Non-filters is not based on any scientific test and is misleading to the public. Clearly, a longer length of tobacco will yield more 'tar' and nicotine in the smoke, just as an 18-ounce steak will yield more calories than a 14-ounce one. The report admits that cigarettes were smoked to a 23 mm. butt length. This means that the figures for Pall Mall Filters represent 77 mm. of cigarette smoked, while those for Pall Mall Non-filers represent only 62 mm."

"If the cigarettes are compared on a fair and scientific basis, that is, puff for puff, Pall Mall Filter Tipped yields a lower concentration of 'tar' and nicotine in each puff than the smoke from the non-filter cigarette."
Seeburg Calls National Distributors Meeting to Show New Phonograph

CHICAGO—The Seeburg Corporation opened its new sales theater for the first time to its distributors and unveiled a new phonograph to them that is currently being shown by them at a series of National Premieres. (Complete details in next week's issue.)

At the recent unveiling of a new phonograph to its distributors in Chicago, chartered buses were used to bring Seeburg distributors to the new $6 million plant, where the sales meeting was held.

The new sales theater seats 250 comfortably; is completely air conditioned; has two separate sound systems, one each for music and voice; has complete stage lighting equipment and has movable partitions so that smaller, simultaneous meetings may be held without conflict.

At its recent distributor meeting in Chicago, Seeburg drew on its own cast of pretty girls to greet and register those attending the phonograph unveiling.

Seeburg's advertising manager, Frank Luppino, Jr., pointed out that the new theater will contain changing displays of products made by the many divisions of The Seeburg Corporation. "These products will be ideally showcased in our new sales theater and will be of interest to visitors and to stockholders. We will have 100 or more members of the English Amusement Trades Association here next month, and they will be the second large group to use the theater facility. In addition, great savings can be made by utilizing the theater for annual stockholder meetings," Luppino noted.

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Seeburg distributors are shown converging on the new Seeburg Sales Theater for the unveiling of the new Seeburg phonograph. In the forefront are H. A. Franz, Meyer Parkoff, "Prez Struve," and Sam London. Seeburg distributors will soon be holding open houses for operators to see the new phonograph.

Note These Big Traffic-Producing Features!

1. Animated Subway Car Doors Open to Reveal Comical Characters
2. 4 Top Rollovers Light Corresponding Pop Bumpers for High Score
3. Making 4 Top Rollovers Lights Side Rollovers for Mystery Special Score.
4. Center Target Scores Special When Red and Yellow Lights are Paired in Special Section.
5. Target scores mystery special when other red and yellow lights are paired.
6. 3 or 5 Ball Play, Match Feature

That Extra Touch of Quality and ORIGINALITY

D. Gottlieb & Co.
1140-30 N. Kostner Avenue, Chicago, Illinois 60651

An international display is the backdrop in the new reception room at Seeburg as George Gilbert, extreme left, welcomes some of the firm's international distributors and affiliates at the recent unveiling of the new Seeburg coin phonograph.
(The following tax table listing the state-by-state breakdown on excise and sales taxes was compiled by the National Automatic Merchandisers Association (based on figures as of Nov. 1, 1965. Cash Box presents it as a handy reference for the use of members of the cigarette vending industry.)

### CIGARETTE TAX SUMMARY

<table>
<thead>
<tr>
<th>STATE</th>
<th>PER-PACKAGE RATE IN CENTS</th>
<th>EXCISE TAX DISCOUNT RATE</th>
<th>EXCISE TAX DISCOUNT RATE IN DOLLARS</th>
<th>STATE SALES AND USE TAX RATE ON CIGARETTES</th>
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<td>.96</td>
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<td>3%</td>
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<td>4</td>
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<td>Oregon</td>
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<td>1.52</td>
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<td>Wyoming</td>
<td>4</td>
<td>6</td>
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<tr>
<td>D.C.</td>
<td>2</td>
<td>6</td>
<td>.72</td>
<td>3%</td>
</tr>
</tbody>
</table>

(a) Variable Discount

- Florida: 5% on purchases up to $160,000
- Illinois: 13½% on purchases over $160,000
- Massachusetts: 2½% for wholesalers
- Minnesota: 1% for vending machine operators
- New Mexico: 3% on purchases over $24,000
- New York: 4% on purchases over $48,000
- Oregon: 1% on purchases over $100,000

NOTE: North Carolina levies a 3% sales tax applicable to the sale of cigarettes, and on August 31, the state tax study commission recommended a 2½% per pack state excise tax.

Cash Box—September 10, 1966
A Profile on Len Levy & The Little LP
(Continued from page 64)
to the operator and the one-stop to come to our aid. We’re trying to get the operator to pick up the good music and bring it to the public. There has to be an element of suggested selling. The little LP is the marginal item that creates the profit potential in the long run. I feel very strongly about it.
Q. All the major record companies have signed to display at this year’s MOA convention. What do the record manufacturers want out of that convention?
A. All the companies signed and other companies have signed and it’s all very nice—but it’s a waste of time if the operator doesn’t come to us. For many years they didn't come to us and they lost in. If they were interested they’ve got to show us a distinct and sincere effort. Otherwise it’s just a waste of time and money. I told them last year and I say it again: get the man to the convention, get the man who does the buying to the convention. I see the owners of companies at these affairs, but some of them don’t do the buying. It’s pointless to set up a booth and product displays if the man doesn’t understand what we’re saying. The route man has got to be here. I want to see the young guy who’s on the route and doing the buying.
Q. In your attempt to reach the operator you’ve had success, though? A. Oh, yes. We’ve received many written replies to our mailings and sample singles. Some of them offer suggestions or tell us what the records have done for them and that’s very gratifying. We use every available tool to reach the operator, from sample records to telegrams, and many operators have given us excellent cooperation.
Q. What about the operators who aren’t convinced? Why aren’t they? A. That’s a difficult question—why does anyone change his mind or refuse to change it? I don’t know. I remember when forty-five r.p.m. records first appeared there were people who didn’t like them and wanted to stay with the seventy-eights. But the little LP is different, it’s new, and its real power hasn’t been realized yet. The modern operators look at it the same way the ones making the money. I believe in it; it’s a heck of a buy. So there you are. That’s our story.

Ellis of Nebraska Recalls Courtesy of Senators in D.C. During MOA Board Meeting
OMAHA—Howard N. Ellis, secretary and treasurer of Coln Operated Industries of Nebraska, in a letter to Cash Box, recalled a pleasant incident during the MOA board of directors meeting in Washington, D.C. last March.
“Each Tuesday morning the Nebraska Senators and Congressmen are present at a private breakfast in a room next to the Senate Chambers, and anyone from Nebraska who happens to be in Washington is invited to attend. However, he must first call on a Congressman and go as his invited guest. In December Congressmen introduced their own guests, who is then given the opportunity to explain his presence in Washington. Of course, Ted Jackson and I reported on the Copyright Legislation, which was brought up with our two Senators and had our pictures taken, and we were then invited to the Senate Chamber.
“I think all this proves that the Senators and Representatives we send to Washington are always more than ready to go out of their way to welcome a visitor from our state.”
“Afher the tour of the Senate Chamber, each Senator took us and our wives to his own private office and visited with us for about thirty minutes. Each one of them said that it was a very successful trip.”

Harry Snodgrass First MOA Drive Chairman to Fill Quota
Granger Offers Congratulations, Cites Special Circumstances
CHICAGO — Fred Granger, executive vice president and managing director of Music Operators of America, announced this past week that J. Harry Snodgrass had signed to fill quotas of new members. This feat reportedly assures him of “a high place on the honors list” at the national convention and trade show, October 25-30, in the Pick-Congress Hotel in this city.
District Eight's quota was originally 15 new members. This district comprises a vast region including Montana, Idaho, Utah, Wyoming and Colorado. “Simply because operators are so far and few in this land of ‘wide open spaces’, Harry Snodgrass had put in a tremendous amount of work and effort to reach this quota, Granger said.
However, Snodgrass indicates that he has no intention of stopping there. He asserts that he will continue to sign up new members “right up to convention time”.
 Asked why he was working so hard on this all important project, Harry had this to say: “Because “Red” Wallace is my buddy and a great MOA president. And, I'm going to do everything in my power to get this quota of new members for him.”

The national quota is currently 250 new members by convention time. As of now, MOA has more than 170 new members in the fold. Another 80 new members are needed to put the drive over the top by the time the MOA Convention and Trade Show opens, October 25, in Windy City, according to Granger.
Snodgrass, a past president and board chairman of MOA, “has always given more than 100% effort to organization activities ever since he was and many other dedicated music operators founded MOA many years ago,” said Granger. He headquarters in Albuquerque, New Mexico.

Cash Box—September 10, 1966
Indiana Vending Operators Win Sales Exemption Case; NAMA’s Funk Cites Concert

CHICAGO—Richard W. Funk, legislative counsel for NAMA, has reported a sales tax exemption victory is a special legislative bulletin to the membership.

On August 18, 1966, a number of vending operating companies and machine manufacturers met informally with the Deputy Tax Commissioner and the Deputy Attorney General of the State of Indiana to explore taxability on the sale of coffee and post-mix, cup beverage machines. The Department of Revenue had previously declared that the sale of such equipment was exempt under the provisions of the revised tax Circular 811 issued by the State of Indiana on April 25th. This exemption includes post-mix cold beverage machines and coffee machines, plus food preparation equipment such as a micro-wave oven.

Funk reports in his bulletin: “For those of you who have purchased such equipment and have paid the sales tax, you may obtain a refund from the State Department of Revenue by using Form GA110L Claim for Refund. This should be filled out by specifically describing the equipment and filed with the Department of Revenue directed to Mr. James Browning, Supervisor of Compliance. Refunds in excess of $500 will require a field audit.”

The Deputy Tax Commissioner stated that Circular ST-7 will be amended to clearly state that the sale of such equipment is tax exempt.

“This result,” Funk said, “was the work of an informal committee of Indiana vending operators and machine manufacturers and distributors. It is a classic example of how cooperative efforts within the industry can meet industry-wide problems and effectively solve them.”

Roseland to Chair NAMA Western Convention; New Rules for Non-Member Ops

CHICAGO—Gerald L. Roseland of Phoenix, Ariz., has been appointed general chairman of the 1966 Western Conference and Exhibit of Automatic Merchandising, W. J. Manning, Jr., president of the National Automatic Merchandising Association, announced last week.

Manning also revealed new rules which will govern the registration of operators and their personnel following action earlier this year by the NAMA board of directors.

The annual Western show will be held at the Ambassador Hotel in Los Angeles, Calif., December 4 and is designed to serve vending operators in the states west of the Rocky Mountains.

Under the new Western show rules, vending operators who are not members of NAMA will be charged a $10 registration fee per person registering. No fee will be required of wives of registered no-member. All NAMA operator members and their employees will continue to register free of charge.

Until this year this there was no registration fee for operators. The new Western show policy is similar to the exhibit registration fee at the national NAMA Show.

“Ever since NAMA undertook the management of the Los Angeles Show in 1960, it has increased in importance as a service to vending firms in the West,” Manning stated. “Offering this free service of charge to nonmembers while others have to pay for the privilege is not fair, especially since the dues paid by NAMA members make this service possible.”

“The NAMA board of directors concluded that the $10-per-person fee for operators is reasonable in relation to the value the show offers to a non-member,” Manning said. “Also, the registration fee will be credited to the operator’s NAMA dues if he applies for membership on or before January 31, 1967.”

“I am confident that we will have a better Show as a result of this rules change, both from the exhibitors’ and the operators’ point of view,” he stated.

Registration fees for machine manufacturers and suppliers who are neither exhibitors nor NAMA members will continue to be set at $50 for the first person and $25 for each additional person from the company.

Roseland, who is president of Watkins Cigarette Service Inc., also is president of the recently organized Arizona Automatic Merchandising Council.

The Western Conference will also feature management business sessions, meetings of the NAMA State Councils of the Western states and a closing banquet on December 4.

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Send all copy to: CASH BOX, 1780 Broadway, New York 19, N.Y.

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WANTED TO BUY: ROUTE LARGE OR SMALL anywhere in United States. All information on route purchased. DEC. 15th Deadline. Write, PRE-MADE DISTRIBUTING CO., INC., 117 W. 108th ST., NEW YORK 25, N.Y.

WANTED: All S&R, DDR handles, etc. Please send details. PRE-MADE DISTRIBUTING CO., INC., 117 W. 108th ST., NEW YORK 25, N.Y.

WANTED: All model toy planes, model cars, model trains, etc., for collection. Post paid. H. H. SORENSEN, 539 E. 106th St., New York 29, N.Y.

WANTED: 480 LP'S or better. Prefer rock, country. Post paid. J. L. CORBETT, 800 W. 71st St., Chicago 19, III.

WANTED: Your 45's. I am interested in buying 45's of the following artists: Elvis Presley, Frank Sinatra, and various others. Please write or call. Address: Michael D. Dahlgren, Jr., 5023 N. 29th Ave., Phoenix, Ariz. 85051.

WANTED: LP's. I am interested in buying any LP's of any kind, including rock, country, jazz, etc. Please write or call. Address: Michael D. Dahlgren, Jr., 5023 N. 29th Ave., Phoenix, Ariz. 85051.

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### NATIONAL SHUFFLEBOARD & BILLIARD CO.

<table>
<thead>
<tr>
<th>Model</th>
<th>Features and Specifications</th>
</tr>
</thead>
<tbody>
<tr>
<td>Everest</td>
<td>100 foot shuffleboard with a 5-foot table.</td>
</tr>
<tr>
<td>Broadway</td>
<td>120 foot shuffleboard with a 5-foot table.</td>
</tr>
<tr>
<td>Century</td>
<td>140 foot shuffleboard with a 5-foot table.</td>
</tr>
</tbody>
</table>

### PATTERSON INTL. CORP.

<table>
<thead>
<tr>
<th>Model</th>
<th>Features and Specifications</th>
</tr>
</thead>
<tbody>
<tr>
<td>Pילת</td>
<td>Personalized shuffleboard table.</td>
</tr>
<tr>
<td>P101</td>
<td>Deluxe shuffleboard table with 3-foot bar.</td>
</tr>
<tr>
<td>P102</td>
<td>Deluxe shuffleboard table with 4-foot bar.</td>
</tr>
</tbody>
</table>

### PHOTOVISION ENGINEERING, INC.

<table>
<thead>
<tr>
<th>Model</th>
<th>Features and Specifications</th>
</tr>
</thead>
<tbody>
<tr>
<td>PW-1</td>
<td>Personalized wheelchair with 3-foot legrest.</td>
</tr>
<tr>
<td>PW-2</td>
<td>Deluxe wheelchair with 4-foot legrest.</td>
</tr>
</tbody>
</table>

### ROCK-OLA MFG. CO.

<table>
<thead>
<tr>
<th>Model</th>
<th>Features and Specifications</th>
</tr>
</thead>
<tbody>
<tr>
<td>1015-09</td>
<td>10-foot ice cream machine with 3-foot display case.</td>
</tr>
<tr>
<td>1015-10</td>
<td>12-foot ice cream machine with 3-foot display case.</td>
</tr>
</tbody>
</table>

### CIGARETTE VENDORS

<table>
<thead>
<tr>
<th>Model</th>
<th>Features and Specifications</th>
</tr>
</thead>
<tbody>
<tr>
<td>5100</td>
<td>Automatic cigarette vending machine with 3-foot display case.</td>
</tr>
<tr>
<td>5101</td>
<td>Deluxe cigarette vending machine with 4-foot display case.</td>
</tr>
</tbody>
</table>

### AUTO-PHOTO CO.

<table>
<thead>
<tr>
<th>Model</th>
<th>Features and Specifications</th>
</tr>
</thead>
<tbody>
<tr>
<td>AP-10</td>
<td>Personalized photo frame with 3-foot display case.</td>
</tr>
<tr>
<td>AP-11</td>
<td>Deluxe photo frame with 4-foot display case.</td>
</tr>
</tbody>
</table>

### RALLY MFG. CO.

<table>
<thead>
<tr>
<th>Model</th>
<th>Features and Specifications</th>
</tr>
</thead>
<tbody>
<tr>
<td>R-101</td>
<td>Personalized rally car with 3-foot display case.</td>
</tr>
<tr>
<td>R-102</td>
<td>Deluxe rally car with 4-foot display case.</td>
</tr>
</tbody>
</table>

### CHICAGO COIN MACHINE CO.

<table>
<thead>
<tr>
<th>Model</th>
<th>Features and Specifications</th>
</tr>
</thead>
<tbody>
<tr>
<td>2000-5</td>
<td>Deluxe coin-operated machine with 3-foot display case.</td>
</tr>
<tr>
<td>2000-6</td>
<td>Deluxe coin-operated machine with 4-foot display case.</td>
</tr>
</tbody>
</table>

### DUNKAR KANE, INC.

<table>
<thead>
<tr>
<th>Model</th>
<th>Features and Specifications</th>
</tr>
</thead>
<tbody>
<tr>
<td>D-100</td>
<td>Personalized dunkar game with 3-foot display case.</td>
</tr>
<tr>
<td>D-200</td>
<td>Deluxe dunkar game with 4-foot display case.</td>
</tr>
</tbody>
</table>

### FISCHER MFG. CO.

<table>
<thead>
<tr>
<th>Model</th>
<th>Features and Specifications</th>
</tr>
</thead>
<tbody>
<tr>
<td>FM-101</td>
<td>Personalized Fischer machine with 3-foot display case.</td>
</tr>
<tr>
<td>FM-102</td>
<td>Deluxe Fischer machine with 4-foot display case.</td>
</tr>
</tbody>
</table>

### FEDERAL MACHINE CORP.

<table>
<thead>
<tr>
<th>Model</th>
<th>Features and Specifications</th>
</tr>
</thead>
<tbody>
<tr>
<td>1015-07</td>
<td>Deluxe Federal machine with 3-foot display case.</td>
</tr>
<tr>
<td>1015-08</td>
<td>Deluxe Federal machine with 4-foot display case.</td>
</tr>
</tbody>
</table>

### GOLD MEDAL PRODUCTS CORP.

<table>
<thead>
<tr>
<th>Model</th>
<th>Features and Specifications</th>
</tr>
</thead>
<tbody>
<tr>
<td>G-101</td>
<td>Gold medal pizza oven with 3-foot display case.</td>
</tr>
<tr>
<td>G-102</td>
<td>Deluxe gold medal pizza oven with 4-foot display case.</td>
</tr>
</tbody>
</table>

### G. D. OTTOLIER, INC.

<table>
<thead>
<tr>
<th>Model</th>
<th>Features and Specifications</th>
</tr>
</thead>
<tbody>
<tr>
<td>C-101</td>
<td>Deluxe C. G. Otтолier machine with 3-foot display case.</td>
</tr>
<tr>
<td>C-102</td>
<td>Deluxe C. G. Otтолier machine with 4-foot display case.</td>
</tr>
</tbody>
</table>

### IRVING KAYE CO., INC.

<table>
<thead>
<tr>
<th>Model</th>
<th>Features and Specifications</th>
</tr>
</thead>
<tbody>
<tr>
<td>1015-09</td>
<td>Deluxe Irving Kaye machine with 3-foot display case.</td>
</tr>
<tr>
<td>1015-10</td>
<td>Deluxe Irving Kaye machine with 4-foot display case.</td>
</tr>
</tbody>
</table>

### MARVEL MFG. CO.

<table>
<thead>
<tr>
<th>Model</th>
<th>Features and Specifications</th>
</tr>
</thead>
<tbody>
<tr>
<td>M-101</td>
<td>Marvel machine with 3-foot display case.</td>
</tr>
<tr>
<td>M-102</td>
<td>Deluxe marvel machine with 4-foot display case.</td>
</tr>
</tbody>
</table>

### MIDWAY MFG. CO.

<table>
<thead>
<tr>
<th>Model</th>
<th>Features and Specifications</th>
</tr>
</thead>
<tbody>
<tr>
<td>C-101</td>
<td>Deluxe Midway machine with 3-foot display case.</td>
</tr>
<tr>
<td>C-102</td>
<td>Deluxe Midway machine with 4-foot display case.</td>
</tr>
</tbody>
</table>
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