A&M Records is celebrating its fourth year in the record business, the 18 months of which have been one of the great historic periods of success within the music industry. The complete A&M Story appears in this week's issue. This photo shows the present A&M family (excluding Bill Mulhern, east coast rep): seated (l. to r.): Bob Fead, director of sales; Jolene Maddin, the label's first exec employee and currently office manager; Gil Friesen, vp and general manager; and Tommy Lipuma, director of A&R activities; standing (l. to r.): Don Graham, director of national promotion; Chuck Kaye, director of A&M's music publishing interests; Jerry Moss, the "M" in A&M and Herb Alpert, the "A" and leader of the fabulous Tijuana Brass.
With the most untypical topical song our nation has ever heard...

PAUL REVERE
AND THE RAIDERS
hit again!

"THE GREAT
AIRPLANE STRIKE"

or "In My Community" 43810

Where the Revolution is.
On COLUMBIA RECORDS
Television enters an important new season this week. Spurred on by high ratings for recent TV adaptations of major plays (e.g., “Death of a Salesman”), the networks are prepared to spend millions of dollars to reach an audience many feel they have long neglected: the hard-to-please sophisticate. Each video web seems to be attempting to top the other in the scope of its plans to put on first-rate productions of dramas, comedies, musicals—both classics and originals.

During the “Golden Age of Television,” as the nostalgia seekers put it, TV had a crop of fine writers and directors. Whether or not they left the medium because of the best common denominator thinking of ratings-conscious sponsors or the greener pastures of motion-picture work we leave to students of television to ponder. This exodus of creative talent also affected the quality of music heard on TV, with such precedent-setting composers as Henry Mancini tagging along to Hollywood.

While TV has contributed several successes (some of them commercial!) to the record industry in recent seasons, they pale when one considers the vein of RIAA-tapped gold of such album scores as “Victory At Sea” and “Peter Gunn.” Notice the emphasis on album scores, for here is where the sales glory of TV music should lie, but has not of late. Certainly, music that accompanies weekly programs is receiving fantastic exposure. Yet, some of the most popular programs do not reflect their shining-hour on the face of an LP.

We realize that the rush to get on a weekly show is not the best stimulant to inspiration. But, it’s difficult to sell an LP score of the most highly-rated TV production when melodic interest generally does not go beyond the main-theme, if blessed with this at all. Without sufficient musical interest to go by, the record industry has turned to the stars of the top-rated shows, producing merchandise that has had limited acceptance. This activity has logic, if not golden product going for it.

We cannot, of course, tell the TV industry to give composers all the time they need to prepare “musical scripts,” nor is musical talent something one can simply call up room-service for.

The time and talent elements obviously can create great odds against the emergence of strong-selling TV soundtracks. One suggestion we do have would be the creation of more individual songs that do not tie-in directly with titles of programs, almost always forcing awkward lyrics and limited exposure.

We also commend some labels that are offering strong promotional pushes on soundtrack merchandise associated with TV revivals of major feature films. Maybe through its new efforts to recapture its golden past will TV draw upon fresh or even veteran creative talent from the world of music. Even if these writers do not make TV their careers, they may leave a legacy of perennial TV soundtrack music to the music business.
There are 3 great BORN FREE singles:

Roger Williams (Kapp K-767)
Matt Monro (Capitol 5623)
John Barry (MGM K-13591)

But there's only one smash album:

The Original Sound Track (Contains both the Matt Monro vocal and John Barry instrumental singles of "Born Free"!)

MGM Records is a division of Metro-Goldwyn-Mayer Inc.
The hottest new craze since Batman.
Featured in the recent TV spectacular and now
being seen every Saturday on ABC-TV.
The original music from the show is available
only on Records.

"THE KING KONG THEME"
Maury Laws Orchestra
(From the TV series "King Kong")
5-10069

"TOM OF T.H.U.M.B. THEME"
Maury Laws Orchestra
(From the TV series "King Kong")
HOLLYWOOD—During the last week in August, June Moss and Herb Alpert, co-owners of A&M Records present- ed the label's birthday present born out of necessity. To celebrate the fourth birthday of their fledgling recording company and to provide desperately needed cash, the label sold its long-term rights to the Columbia Broadcasting System and the West Coast radio stations of CBS, Inc. (see last week's issue). The cash was generated in the newly created studio, owned by Charlie Chaplin, for a sum in excess of $1 million. The high was purchased on the belief that it would provide the financial success stories in the history of the recording industry.

"Calculated Risk"

In August 1965, when Alpert and Moss made the decision to organize their own record company, they did not expect the phenomenal success that was to be theirs. They realized they were taking a calculated risk, a situation setting up their own label, but both men were driven by the desire to have complete qualitative controls over the products which bore their names and were determined to be successful on their own terms.

By February of 1966 A&M Records began to show the signs of success. This was the success of the first Tijuana Brass single, "Witch Doctor," bearing the title "The Lonely Bull" the company set up their first offices in the Sunset Strip location, a bookstore that was quickly filled with them for the next 3/4 years. In addition to releasing records, Joel Mader, became the first executive employee of A&M (and eventually office manager). The label has remained consistent during the next 18 months, with a musical sound created by Herb Alpert becoming the most in demand mark in the music world.

February 6, 1966. A&M Records was becoming a driving force in the record industry as A&M artists were regularly on a hit after hit with albums and singles.

Exec Expansion

With the demands for personal appearance increasing, Moss and Alpert added the first executive position in the label's 4 year history. Gill Friesen was appointed vice president and general manager of the label, an appointment that includes all personal appearances, radio interviews, etc. Friesen also became manager of the newly formed Tijuana Brass Enter-

prizes which was responsible for all merchandising activities. As the record sales of A&M Records began to accelerate, and their artist roster continued to grow, Tommy Lipuma was added in 1967 as their head promotion manager for the now highly successful label. The A&M staff activities for the label have increased times more in 1965 than it had in 1964.

In January, 1966 Bob Peas joined the A&M Records staff as sales boy during sales while Bill Mulhern was appointed manager of the East Coast operations for the company which was born and grew on the West Coast. May, 1966 found Don Graham becoming director of national promotion, and in July, Chuck Kaye became the director of A&M's publishing corporate sub-division, Irving and Almo Music Publishing companies. Presently, A&M Records has over one dozen artists signed to master and recording contracts including the Baja Marimba Band, Brazil '66, The We Five, Chris Montez, The Sandpipers, Claudine Williams, Paul Hampton, Don Francis, Bill Dana, Tommy Boyce and The Toni Nichols Trio.

The Future

The purchase of the CBS-La Brea Studio by Alpert and Moss marks the next step in A&M's history. With occupancy expected by Nov. 1, work will begin immediately on a fully-equipped and comprehensive recording studio and control rooms, as well as housing the executive offices, the studio will accommodate all facilities for A&M Records.

Moss says that the growth of A&M Records has been driven by the tastes of the record buying public. He feels that much of the success of A&M Records is owed to the great acceptance given them by their distributors around the world and the nation's disk jockeys who have exposed their releases over the past four years.

Although throughout the ranks of the recording industry itself, sounds that were originated by A&M artists crop up weekly, Alpert and Moss undaunted. As Herb Alpert says of his imitators, "They are always one step behind our sound is always changing. This is why we started on our own in the first place. We are trying constantly to come up with genuinely new and interesting sounds and we are going to continue to try no matter how successful we become."

CHICAGO—The following is a report by NARM, the rack-jobber association, expressing the general consensus of opinion of the officials participating in the new tape cartridge industry.

The general feeling of those in attendance at the Tape Seminar held in Chicago last week, was that the introduction and decision—confusion as to the type of product, the production, the types of display, potential market, projection, and effect of the tape cartridge on the phonograph rec- ord industry. Depending upon which tape cartridge one attended, divergent answers were often given—all equally author- itative. Many doubted the desirability of each seminar leader in the evolving tape field. However, within the discussion there was agreement on confusion and indecision, a number of which, "It will evolve," emerged.

Which System Will Evolve?

The general consensus of opinion from representatives of almost every facet of the tape industry as it exists today, is that although currently the 4-track system outsells (in tape cartridges) 8-track, at a rate of 7 or 8 to 1 on the West Coast, where virtually most of the cartridge business is now being done, and the fact from which most of the actual figures are available—8-track will defi- nitely be the configuration which will eventually evolve. Strong support for this contention was the fact that the major tape manufacturing companies have issued the 8-track, which is the sale of a tape cartridge is ac- tually for the enjoyment of music, entertainment, then one which has the most popular music and entertainment will become dominant. This opinion was expressed by retailers and wholesalers on the West Coast as an indication of the considerable business in 4-track (as well as 8-track) that the greatest bulk of these West Coast sales are 4-track, the West Coast merchants foresaw the 4-track (Continued on page 44)
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 SEPTEMBER 7, 1966]

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<th>% OF STATIONS ADDING TITLES TO PROG. SCHED. THIS WEEK</th>
<th>TITLE</th>
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<th>LABEL</th>
<th>TOTAL % OF STATIONS TO HAVE ADDED TITLES TO PROG. SCHED. TO DATE</th>
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<td>48%</td>
<td>Poor Side Of Town—Johnny Rivers—Imperial</td>
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<td>43%</td>
<td>I Can Make It With You—Pazo Seco Singers—Columbia</td>
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<td>42%</td>
<td>See See Rider—Eric Burden &amp; Animals—MG M</td>
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<td>39%</td>
<td>Girl On A Swing—Gerry &amp; Pacemakers—Laurie</td>
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<td>Here There &amp; Everywhere—Fourmost—Capitol</td>
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<td>33%</td>
<td>Psychotic Reaction—Count Five—Double Shot</td>
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<td>32%</td>
<td>Only When You're Lonely—Grass Roots—Dunhill</td>
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<td>31%</td>
<td>My Uncle Used To Love Me But She Died—Roger Miller—Smash</td>
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<td>Reach Out I'll Be There—4 Tops—Motown</td>
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<td>29%</td>
<td>Hooray For Hazel—Tommy Roe—ABC Paramount</td>
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<td>All I See Is You—Dusty Springfield—Philips</td>
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<td>27%</td>
<td>Last Train To Clarksville—Monkees—Colgems</td>
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<td>25%</td>
<td>I Really Don’t Want To Know—Ronnie Dove—Diamond</td>
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<td>23%</td>
<td>Work Song—Trade Martin—RCA Victor</td>
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<td>22%</td>
<td>Summer Samba—Walter Wanderley—Verve</td>
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<td>I Struck It Rich—Len Barry—Decca</td>
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<td>Walk Away Renee—Left Banke—Smash</td>
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<td>Roller Coaster—'des Of March—Parrot</td>
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<td>Just Like A Woman—Bob Dylan—Columbia</td>
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<td>17%</td>
<td>To Make A Big Man Cry—Roy Head—Backbeat</td>
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<td>16%</td>
<td>I Want To Be With You—Dee Dee Warwick—Mercury</td>
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<td>16%</td>
<td>Sometimes Good Guys Don’t Wear White—Standells—Tower</td>
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<td>15%</td>
<td>(In The) Cold Light Of Day—Gene Pitney—Musicor</td>
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<td>Mr. Spaceman—Byrds—Columbia</td>
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<td>Tarzan (Tarzan’s Dance)—Marketts—Warner Bros.</td>
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<td>12%</td>
<td>She Drives Me Out Of My Mind—Swingin’ Medallions—Smash</td>
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<td>11%</td>
<td>Get Away—Georgie Fame—Imperial</td>
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<td>10%</td>
<td>Under My Thumb—Del Shannon—Liberty</td>
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**LESS THAN 10% BUT MORE THAN 5%**

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<tr>
<td>9%</td>
<td>We'll Meet Again—Turtles (White Whale)</td>
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<td>The Boss’s Daughter—Gene Pitney (Musicor)</td>
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<td>24%</td>
<td>Off To Dublin On The Green—Abbey Tavern Singer (HBR)</td>
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<td>Jug Band Music—Mugwumps (Sidekick)</td>
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<td>9%</td>
<td>Cry Safely—Nancy Ames (Epics)</td>
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<td>Baby Toys—Tots (Dynavoise)</td>
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<td>26%</td>
<td>Love Is A Hurting Thing—Lou Rawls (Capitol)</td>
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<td>Wish You Were Here Buddy—Pat Boone (Dot)</td>
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<td>9%</td>
<td>In Our Time—Nancy Sinatra (Reprise)</td>
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<td>Belfast Gypsies (Loma)</td>
<td>7%</td>
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<td>8%</td>
<td>I've Been Unfaithful—Alen Vollen (ABC)</td>
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<td>7%</td>
<td>Bad Little Woman—Shadows Of Knight (Dunwich)</td>
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<td>15%</td>
<td>We Can't Go On This Way—Teddy &amp; Pandy (Musicor)</td>
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<td>23%</td>
<td>She Ain't Loving You—Distant Cousins (Dot)</td>
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<td>23%</td>
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RAY CHARLES

*I CHOSE TO SING THE BLUES*

RAY'S MOODS  ABC-550
Here's Ray's newest album and it's a winner! He plays a lot of piano and a lot of organ, with big helpings of soul and genius.

Another spotlight performance*

B/W

HOPELESSLY -10808

Cash Box—September 17, 1966
Bob Crewe  

**THE CREWE STORY**  

The Crewe brothers, Bob and Dan, have worked to be a perfect team in the publishing and recording business. This combo has been so successful that their achievements are known around the globe. In the world of music, Bob Crewe is a publishing tycoon who has co-written hits with his brother Dan, as well as with other successful songwriters.

Bob Crewe formed his own production firm, Genius, Inc., and publishing firm, Saturday Music and Tomorrow's Tunes. He also owns two record companies, DynoVoice and New Voice, on which he has presented such hit sellers as the Toys, Mitch Ryder and the Detroit Wheels, Norma Tanega, and Eddie Rabbite. He is responsible for the 4 Seasons hits which he produces, and writes their songs in collaboration with Bob Gaudio. Bob Crewe has been signed by a number of major labels to produce records for their top artists.

The Bob Crewe operational schedule is so heavy, and at times so involved with detail, that Crewe possesses a cool business executive to handle the administration of the CREWE GROUP OF COMPANIES. The man who fills this position admirably is Dan Crewe, a graduate of the U.S. Naval Academy, whose ability as an administrator is comparable to brother Bob's musical talent.

The Crewe's believe in encouraging young talent, and in just two years have scored substantially in the development of many new writers, arrangers, artists, and producers. The word in the industry has become legendary—"If you need a hit—see Bob Crewe."

**SPINNER PATTERN**  

For good programming we suggest the following recordings of Saturday music tunes: Louis Voe (Philips) "Talk For the Rainbow."
... Duff Thurmond (New Voice) "If You Loved Me Baby."
... The Toys (DynoVoice) "Baby Toys."
... The Distant Cousins (Dot) "She Ain't Lovin' You."
... Billie Bernarde (DynoVoice) "Down."
... The Sky (New Voice) "I'm Not a Fool."
... Leroy Gage (Mercury) "Treat Me Like a Lady."

**SATURDAY MUSIC, INC.**
1683 Broadway
New York, N.Y. 10023
212-01-5-5353

**HUGH MILLER**—PROF. MGR.

---

**BIOS FOR DEEJAYS**

**Left Bank**

Lou Kasman has left his position as account executive for Morty Wax Promotions firm and taken a job as GRT associate at WPEN-FM, 106 LI, NY. Lou will be doing a 3 to 6 pm show Mon. through Fri. as well as hosting a "Saturday Night Spectacular" in the noon to 6 pm slot. WPEN-FM's sound is of the metropolitan-multiplex outlet in eastern Long Island.

Apparently Chickensaw has had a close brush with the forces of crime in the Philadelphia office of his business has been deluged with all kinds of little white feathers. Could it be that the "Proud Little White Chickens" has been mixed up with last June's little white chicken feasters of the Philadelphia Outlet in Chicago.

The feathers were sent to Chickensaw's fine feathered friends to publicize his upcoming show in the Windy city on the same bill as Gary Lewis and the Playboys, Brian Hyland, and the Chiffons. Too bad it wasn't a country music show so we could have seen the most famous and biggest presence to Chickensaw's barnyard or something; however, the show was most likely eggsciting.

---

**Platter Spinning Patter**

**SUNRAYS IN VANCOUVER:** This paragraph is about some of the scenes of a concert in Vancouver. The concert was held at the Vancouver Playhouse.

The final scene was that of a group of the young people, they were all wearing white shirts and white trousers. They were singing a song and dancing around each other. The crowd was cheersing them and it was a very exciting moment.

---

**Teddy & Pandas**

Teddy & the Pandas is a Boston-based vocal and instrumental act whose Musicout of the Stone age worked "We Can't Go On This Way." Their performances have been on the Friday night club and cafe circuit and they are currently working on a solid college presentation. Teddy once told an interviewer, "we like to think of ourselves as part of a new generation of singers whose music can no longer be considered mere entertainment."

They have appeared on the Dave Clark "Where the Action Is" TV'ers and have toured with Gene Pitney. Among the other members of the group are: Billy Corelle on bass, Jerry La Brecque on drums, Dick Guerre on organ, and Al Lawrence as vocalist.

---

**SATURDAY MUSIC, INC.**
1683 Broadway
New York, N.Y. 10023
212-01-5-5353

**HUGH MILLER**—PROF. MGR.
DON'T MISS THIS SMASH!!!

"THE MERRY PLoughboy"

THE CARLTON SHOWBAND

with ARLENE KING

THE ORIGINAL NO. 1
BEST SELLING
RECORD IN
CANADA*

*The Original Smash Record
in Canada by QUALITY RECORDS

Bell Records 1776 Broadway, New York, N.Y. 10019
**Pick of the Week**

**HAPPINESS** (2:15) (Gomba, BMI—Rhys)

**THE NIGHT** (2:23) (Gomba, BMI—Shades of Blue)

**SHADES OF BLUE** (Impact 1015)

Figure further chart doings for the crew who had Top 100 success for “Oh How Happy.” Side with such merit is “Happiness,” a most pleasant, good-natured called “One Day Is Like Another.” Singing in a most lovely manner, Tinkle of bell sounds add to the positive feel of the sound. Boys tune on the flip blender.

**RUN & HIDE** (2:39) [Carnaby-Gallicio, BMI—Stampley, Freeman, Wade]

**GOOD BYE, SO LONG** (2:39) [Modena & Placid, BMI—Turner]

**THE UNIQUES** (Paula 215)

Team had some Top 100 action on “All These Things,” and figures to do even better with a more or less emotional statement called “Run Hide.” Session is crowded with a definite rock point of view that the younger will take to, both for listening and dancing. Flip is a good attack.

**FA-FA-FA-FA-Fa** (Sad Song) (2:37)

[East, Redwal, Time, BMI—Redding, Cropper]

**GOOD TO ME** (2:57) [East, Redwal, Time, BMI—Redding, Green]

**OTIS REDDING** (Volt 138)

A consistent seller in both pop and r & b markets, Otis Redding is a cinch to go the dual-market route with this zonker called “Fa-fa-fa-fa Fa (Sad Song).” Songster offers a pulsing, contagious wailer packed with “soul.” Undercut, “Good To Me,” is another feeling stand, in a real slow-moving, moaning vein.

**COME ON UP** (2:41) [Slacasar, BMI—Cavaliere]

**WHAT IS THE REASON** (2:23) [Slacasar, BMI—Cavaliere, Brigati]

**YOUNG RASCALS** (Atlantic 2353)

The Young Rascals should find themselves right back on the charts, as this power-packed stanza tagged “Come On Up.” Lid is a wailing, frenetic workout that should get lots of attention from deejays and teens. What Is The Reason features a similar wailing sound.

**DON'T WORRY MOTHER** (YOUR SON'S HEART IS PURE) (3:17)

[Grand Canyon, BMI—Zehringer]

**KO-KO** (2:10) [Grand Canyon, BMI—Feldman, Goldstein, Gottenber]

**THE MCOYYS** (Bang 332)

After a short hiatus from hitville the McCoys should quickly spring back into their money earning way with this poppy deck titled “Don't Worry Mother (Your Son's Heart Is Pure).” The side is a driving, pulsating shouter with a wild tale tailored for the teens. “Ko-Ko” has the group in a melodic, medium-paced bag.

**BANG! BANG!** (2:39) [Cordon, BMI—Cuba, Sabater]

**PUSH, PUSH, PUSH** (2:10) [Cordon, BMI—Sabater]

**JOE CUBA SEXTET** (Tico 475)

After stirring up a good bit of noise with their “El Pito” outing, the Joe Cuba Sextet offers a potent lid, called “Bang! Bang!” that should meet with even more success. This one is a rhythmic, hand-clapping item with a highly infectious Latin rhythm. “Push, Push, Push” offers similar good stuff.

**ONE DAY IS LIKE ANOTHER** (Un Giorno Dopo L’Altr) (2:45)

[Roncom, ASCAP—Shuman, Tencza]

**SECRET DOMANI** (2:43) [Miller, ASCAP—Orotlani, Newell]

**PERRY COMO** (RCA Victor 8945)

After performing recently cut his first sides in Italy, among them a number of good songs by the well known Italian, Perry has one of his best ballad performances in a long time. Gomez is the cute novelty from the “Yellow Rolls.” Both dates are from a “Perry Como In Italy” album.

**Pick of the Week**

**THE WHEEL OF HURT** (2:40) [Roosevelt, BMI—Singleton, Snyder]

**NOTHING LASTS FOREVER** (2:23) [Gold-Udell, ASCAP—Udell, Geld]

MARGARET WHITING (London 101)

Loads of airplay and sales aplenty should come the way of Margaret Whiting via this heartfelt tune dubbed “The Wheel Of Hurt.” The ditty is moving, melodic, wonderfully arranged, telling a love story of love that can cause. The flip, “Nothing Lasts Forever” is a quick moving, enchanting ballad.

**NEWCOMER PICK**

**HOLD BACK THE SUN** (2:05) [Greenlight, BMI—Allan, Dante]

**I THINK I WANNA LOVE YOU BABY** (2:22) [Greenlight, BMI—Allan, Dante, Feldman]

NOAH’S ARK (Roulette 4703)

Noah’s Ark could be a familiar chart name in the near future via their exciting blend on a strong teen-ballad called “Hold Back the Sun.” A performance that sticks with you. Flip is on the upbeat.

**SHADES** (2:14) [Machinelli, BMI—Toops]

**LADY MARGARET** (2:37) [Machinelli, BMI—Toops, Cory]

**THE CAPES OF GOOD HOPE** (Round 1001)

“Shades” is a real pretty teen-market ballad outing. The tune is strong and received full-justice from the songsters, who are backed by a lush Latinish orch setting. Group have a chance to be a top 10 act with this one. Boys try a far-out sound typical of Beatles-Rolling Stones inventiveness on “Lady Margaret.”

**BRING IT HOME TO DADDY** (2:44) [Pronto, BMI—Parris]

**LAND OF BROKEN HEARTS** (2:40) [Barrisue, BMI—Parris]

**FRED PARRIS** (Aco 6429)

Here’s a first rate session, dubbed “Bring It Home To Daddy,” that could well launch Fred Parris into the national picture. Chanter does a powerful job of serving up the blues on this throbbing woozer. Watch out. “Land Of Broken Hearts” is another wupper, with a steady, thumping beat.

**BEST BETS**

**LEE MALLORY** (Valiant 761)

**THE GOODTIMES** (Kama Sutra 215)

• THAT'S THE WAY IT'S GONNA BE (2:52) [M. White, ASCAP—Gibson, Ochs] Lots of weirdo effects pop up in this session, both from the songsters and their instrumental artist. Tune is a folk one by Bob Gibson & Phil Ochs. Something different that may prove to be a hit.

(B) MANY ARE THE TIMES (3:03) [Silver, BMI—Mallory] More material with a folkish quality.
A GREAT NEW LOOK

AMY RECORDS

A GREAT NEW LOOK

MALA RECORDS

A GREAT NEW LOOK

Bell Records 1776 Broadway, New York, N.Y. 10019
## RECORD REVIEWS

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

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

### Best Bets

**THE ETHICS** (Dynamic 3001)
- (A Whole Lot of) CON-FUSION (2:42) [L. LaCour, BMI—Epic] Taylor, Martin] Less could go places. With this pretty rock-a-ballad display, it really packs a punch, so it should be watched closely.

**Brenda Byers** (MTA 108)
- "I JUST LET IT HAPPEN" [Jaypaull, SESAC] texture and simple support. Daddy's gone to war, but hope is held out for a peaceful, free future. Could develop some solid-ballad appeal.

**Mary Wells** (Atco 6346)
- "FANCY FREE" (2:03) [Jaylynne-Shakewell, BMI—Strong, Sanders] Lark with a strong bell. It may be a pretty recital of a wistful number, with a fine Latinish rhythm. Could mean chart business.

**Buddy Greco** (Reprise 0515)
- "WALKING ON NEW GRASS" [(2:30) [Ferrier, BMI—Pentangle] Tumbling, happy go lucky, dirty could make him a candidate.

**Graham Bonney** (Mike 4009)
- "BABY'S GONE" (2:38) [E. H. Morris, ASCAP — Bonney, Mason] Label's master purchase from England could be a winner. Side is a solid build-up story of a lost-love. Keep close tabs on the cut.

**Sandy Nelson** (Liberty 3836)
- "PIPELINE" (2:02) [Downey, BMI—Stieckard, Carmen] Sandy Nelson could do lots of business with this groovy, hard driving instrumental. Watch closely.

**The Paris Sisters** (Reprise 0511)
- "MY GOOD FRIEND" ((2:08) [Retlaw, BMI—Paris] Gals are off to the root races with this colorful ditty. Side has lots going for it. Could break wide open.

**The Paris Sisters** (Reprise 0511)
- "IT'S MY PARTY" (2:40) [Arch, BMI—Gold, Weiler] The old Leslie Gore hit.

**Baja Marimba Band** (4&6 816)

**How Lovely Will You Be** (2:06) [John Sands, BMI—Sunday] Rhythmic, Latin-flavored charmer that did wonders. Pretty item.

**Telephone Song** (2:05) [Stall, BMI—Devine] Nice re-lish here.

### Best Bets

**Charlie Rich** ( Smash 2060)
- "THAT'S MY WAY" (2:32) [Jenny, BMI—Aitcho, Scott] Fella still does his way-of-the-world, strong rock-a-billy format by the top-country attraction. A rockin' key board is a scene stealer. Can happen.

**Brook Benton** (RCA Victor 8944)
- "THE ROACH SONG" (2:53) [Ira, BMI—Otis, Biggs, North- ern] Brook Benton could make lots of noise with this smooth outing. It's a nice catch-up combo of smooth chorus and talk. Watch closely.

**The Carlton Showband** (Mala 587)
- "REILLY'S DAUGHTER" (1:55) This happy, familiar folk item is terrific. A joyous cut with strong left-field hit possibilities.

**Joel Christie** (Imperial 66198)
- "SINCE I FOUND YOU" (2:13) [Metric, BMI—Christie] Songster sings a fine love-song opus against an almost-legendary backing. This sunny session can step-out.

**Lorraine Ellisson** (Warner Bros. 8560)
- "STAY WITH ME" (2:15) [Ragan & Crenshaw, BMI—Ragovoy, Weiss] This emotional sound is packed with build-up strength. Keep tabs on the side.

**Lorraine Ellisson** (Warner Bros. 8560)
- "IT'S MY BABY BACK" (2:16) [Rittenhouse, BMI—Bell, Ellisson] Good rhythm piece.

**The Robbes** (Mercury 72166)
- "NEXT TIME YOU SEE ME" (2:54) [Robbs, BMI—Robb] Vocals, due to be regulars on the Dick Clark Shows. Where the Action is, TV'er, come-up with a colorful display, which includes ear-catching star-sounding remarks. Natural for big teen spins.

## B+ REVIEWS

**The Daydreams** (Dial 4634)
- "THE SUGAR LUMPS" (Uptown 736)

**The Daydreams** (Dial 4634)
- "Easy Baby" (2:32) [Tree, BMI—Johnson, Clay, Smith, Jones, Cheek] Smoothly infectious, harmonic, funky romancer.

**Here and Now** (1:58) [Tree, BMI—Burley, Wilkins] Snappy, liltling tune.

**The Robbes** (Mercury 72166)
- "You're A Mean Girl" [Robbs, BMI—Robb] Easy going ditty.
It’s Monkee time!

Hit Single!

Great new album!

Exciting TV show begins tonight!

It’s here! The Monkees’ first fantastic Colgems album, “The Monkees” COM/COS-101, featuring twelve exciting tunes from their new TV series, including “Last Train to Clarksville” and “Take a Giant Step” #66-1001. It could be one of the most important new albums of the year.

■ And this is just the beginning! The action gets rolling tonight with the debut of the Screen Gems TV show “The Monkees,” produced by Bert Schneider and Robert Rafelson—every Monday night on NBC-TV at 7:30 p.m. E.D.T. Success story? You know it! ■ “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
THE BUSYBODIES (Dial 4039)
(B+) BUSYBODY (1:55) [Tree, BMI—Deitschmann, Killen] Interestingly read, lifting instrumental.
(B) THE MOVE (2:12) [Tree, BMI—Deitschmann, Killen] Groovy, funk-filled outing.

THE LEASEBREAKERS (United Artists 50050)
(B+) MEXICAN PETE (2:30) [Bourne, ASCAP—Champ] Groovy reading of a Tijuana flavored ditty.
(B) I DON'T WANNA GO HOME (2:18) [United Artists, ASCAP—DiMinno] Soft sweet sound.

CHARLEY DANIELS & JAGUARS (Pasha 246)
(B+) THE MIDDLE OF A HEARTACHE (2:25) [Crawdad-Charger Counterpart, Falls City, BMI—Daines] Pretty, soft, infectious teen ditty.
(B) SKIP IT (2:30) [Crawdad-Charger, BMI—Solow] Quick movin' finger snapper.

THE MORTICIANS (Roulette 4702)
(B+) NOW THAT YOU'VE LEFT ME (2:28) [Himark, Frost, BMI—Dudish, Olexa, Wright] Soft, teen slanted lyrical ditty.

CURTIS KNIGHT & SQUIRES (RSVP 1124)
(B+) HORNET'S NEST (2:25) [RSVP, BMI—Hendrix, Simon] Wild reading of the comic character's theme.
(B) KNOCK YOURSELF OUT (2:34) [RSVP, BMI—Hendrix, Simon] Wild instrumental outing.

GUADALAJARA KINGS (Liberty 55907)
(B+) Ciao, Ciao, Bambina (2:05) [Fiesta, ASCAP—Parish, Modugno] Wild, Latin flavored romp.
(B) CONFUSION (POTU AMOR (2:34) [Peer Intl, BMI—Rodriguez] More of the same good sound.

TWILIGHTERS (Imperial 62001)
(B+) SHAKE A TAIL FEATHER (2:50) [Vapac, BMI—Hayes, Williams, Rice] Wild, free swinging teen dancin'.
(B) ROAD TO FORTUNE (2:08) [Tunesville, BMI—Miller] Throbbing, medium paced chant.

HOMER BANKS (Minit 32068)
(B+) 50 MINUTES OF YOUR LOVE (2:27) [East, BMI—Hayes, Porter] Groovy, driving funk filled chant.
(B) DO YOU KNOW WHAT (2:45) [East, BMI—Hayes, Porter] Soft, attractive ballad.

FOURTH DIMENSION (Columbia 43778)
(B+) LAND OF MAKE BELIEVE (2:15) [Chério, BMI—Hershkovitz, Cobett, Toscano] Interesting, haunting, melodic outing. Watch this one.
(B) RAINY DAY (2:03) [Chério, BMI—Hershkovitz, Cobett, Toscano] Sweet, easy going chant.

RHODES BROTHERS (United Artists 50060)
(B+) WINGS LIKE A DOVE (2:12) [Unart, BMI—Campbell] Thumping, infectious softly rendered chant.
(B) DON'T CLOSE THE DOOR ON LOVE (2:25) [Blue balloon, BMI—Ross, Crane] Husky, tear-filled ode.

BILLY FURY (United Artists 50061)
(B+) SHE'S SO FAR OUT SHE'S IN (2:40) [Noma, BMI—Baker, Knight] Brilliant Billy Fury reads a strong teen-slanted rocker.
(B) GIVE ME YOUR WORD (2:30) [Shapiro Bernstein, ASCAP—Taylor, Fury] Pretty romance.

SLEEPY KING (Veep 1236)
(B+) HELLO MARTHA (1:58) [Drury Lane, BMI—Parker] Hard driving, rhythmic outing.
(B) PLEASE LET A POOL IN OUT OF THE RAIN (2:20) [Unart, BMI—Parker] Rhythmic, medium paced romance.

ENRIQUE GUZMAN (Columbia 43778)
(B+) BABY, I'LL SORRY (2:20) [Chappell, ASCAP—Reed, Mason] Sweet, pretty paced romancer.
(B) TAN CERCA (2:58) [Gil, BMI—Guzman] Extra pretty ballad.

SMALL FACES (RCA Victor 8949)
(B+) ALL OR NOTHING (2:59) [Miller, ASCAP—Marriott, Lane] Smooth, infectious teen-slanted chant.
(B) UNDERSTANDING (2:48) [Miller, ASCAP—Marriott, Lane] Deep, funny shooter.

WILLIE KENDRICK (RCA Victor 8947)
(B+) GIVE ME LOTS OF LOVIN' (2:13) [Arvidh, Millbridge, BMI—Ashford, Scott, Terry] Rhythmic, harmonic danceable ouit.
(B) YOU CAN'T Bypass LOVE (2:56) [Arvidh, Millbridge, BMI—Huner, Kendrick] Groovy chant for a backer.

THE MAGNIFICENT MEN (Capitol 4732)
(B+) MAYBE, MAYBE, BABY (2:40) [Sid-Lee, BMI—Bipp, King] Sweet, easy paced lilting romancer.
(B) I'VE GOT NEWS (2:30) [Sid-Lee, BMI—Bipp] Medium-paced dance rocker.

RELIGIOUS
THE KANSAS CITY MELODYAIRES (Song Bird-1061)
"My Loving Mother"/"God's Gift To Me"

HI WAY QUE C/S (Peacock-3005)
"The Lord Is Sweet"/"I Got A Feeling"

REVEREND CLEOPHUS ROBINSON (Peacock-3005)
"Rusty Old Halo"/"Lord I'm Your Child"

THE GOSPELAIRES (Peacock-3001)
"Motherless Children"/"Jesus Is Mine"

REV. DAVID ROBINSON (Jewel-110)
"What A Friend We Have In Jesus"/"Jesus Is Not Here, He's A risen"

MIGHTY STARS OF HARMONY (Jewel-109)
"Few More Days"/"God Will Answer"

MEADOWLARK SINGERS (Jewel-111)
"Back Alley Religion"/"Jesus Met The Woman At The Well"

THE WILLIAMS SISTERS (Jewel-106)
"He's Got Everything You Need"

THE TRAVELING ECHOES (Jewel-108)
"I Love The Lord"/"Where Is The Road That Leads Home"
PHASE 2
September 12 thru October 8, 1966

NEW RELEASES

SLP 384
SLP 387 (stereo)
SLP 388 (stereo)

SLP 389
SLP 9-390 2 record set

NLP 2034

NLP 2035
NLP 2036
NLP 2037
NLP 2038 (stereo)

STRING ALONG WITH STARDAY
Exciting new Product—new illustrated consumer catalogs—
custom-planned sales aids—unsurpassed values to make your
cash register ring.

AND EAT HIGH ON THE HOG
BUY NOW and SAVE A BIG, BIG 20% off. Get your share of
profits NOW from "THE HOUSE THAT COUNTRY MUSIC
BUILT!"

STARDAY RECORDS, P.O. BOX 115, MADISON, TENNESSEE 37115
NEW YORK:

One of the finest musical events to have occurred in New York has left us, but we are pleased to report that meat will be presented once again next summer to the nation. The series of events that we are talking about was the summer long series of concerts that were held in Central Park. The series, which was sponsored by the New York Philharmonic, presented top flight talent at a buck a throw, and attracted 230,000 plus music fans to this vast and habitable park. The original list of performances arranged by the series proved a winner at the box office, and overflows caused 14 repeat performances. We

Cash Box

attended many of the evenings and found crowds, that while enthusiastic were not riotous by any means. The effect was that everyone who attended the concerts made a good mother had a good time and will surely be back when it starts all over again next July. The producer Ron Dolerner, the Rhinegold people, and N.Y.C. Adventures Parks Commissioner Thomas Hoving, who is making all sorts of things possible.

The Mama's and Papa's second LP has reached us, say no more. Letters get us letters, this one from a yestage old fan simply said... "Dear Sir: What happened to such great groups like the Ronettes, m-m-m, love them. The Marvelettes, Martha and the Vandellas. We fans are waiting for a new record, Hurry, Hurry, Hurry!"

Metril's Al Atman back from vaca- tion and running hot with Jay Hawkins' first for Decca "I'm Not Made Of Clay" b/w "All Night." It's the "I Put A Spell On You" kid back in his old, wild, screaming bag... Sat. 21 Philharmonic Hall will echo to "The Things They Say About Us" concert performed by Erberto Beladi, Eugene Ormandy, and the RCA Studio reports that the Overtones ("Please Let Me Know") clicked at the Pal- indades Park rock show over the weekend... Shirley Bassey currently working on a new schedule, one highlight of which is a one woman show at Carnegie Hall during May of next year.

Charlie Greene and Brian Stone are setting the stage at the Whiskey A Go Go with their London group The Daily Flash. The Flash has just been signed by the New York Sunshine spot with another Greene-Stone group, Atlantic's Buffalo Springfield. My love; the Buffalo Springfield are breaking to break the town open with their Janis Ian and the Warlocks. Roberta and Bob Wanderley... Word from Pete Ben- nett is watch for new stones and an equally new Hermits single in the very near future. Pete called from Toronto where he is a Bobby Vinton that just broke that city's Fair record just set by Bob Hope.

Back from a European tour Carl surrounded areas with unvarying success... The Hollies in town (12- 15) during their tour of the U.S. The Living Room was the spot for the group. When the Robin Hood is open a Jerry Ross with the Robbs' "Next Time You See Me," the Deans' "Why Don't You Call Me" and a Gary Gorey's "I Treat Me Like A Lady.""HOLLYWOOD:

"Alfie" is a sort of second cousin to Joe Lompson. Lompson, you may remember, was the fragilious young hero in "Room At The Top." But "Alfie" doesn't aspire to such heights. He is content to find a basement boudoir and to bed with a "bird." He avoids love at all costs offering virtually nothing to his willing collection of fine feathered friends. The prototype of a cad-hero dates back to Greek mythology but its modern matrix was encountered on the pages of the New Yorker magazine back in the thirties. His name was Joe Egan and he signed his letters "Pat Joey." Almost simultaneously Sammy Glick, the first class all Holly- wood kid, was uncovered and it's not surprising that both Sammy and Joe are the subject for success- ful Broadway musicals. "Alfie" continues the off-key melody in a savage and engaging film-a feature which should garner several awards during the next few months. Not the least of which could be an Oscar for both Michael Caine (in the title role) and its title song. Lyricist Hal David was inspired to produce this poignant verse of his career in this splendid occasion. The character, the song is performed once (we would have preferred the Jack Jones' version but Chet's is offered bandily) just after Alfie's half-wakening. "When I look back on my little life and some of the birds that I've known, I think of all they've done for me and every little I've done for them. You'd think they had it bad here along the line. But I ain't got me a say in nothing that, you ain't got nothin', dunno, it seems to me if you ain't caught one way or another. And what's the answer? That's what I keep askin' myself. What is it all about? Know what I mean?"

The Sherman Bros., Robert B. and Richard B. have written a song which will be used as music writing chores for Walt Disney's "The Happiest Millionaire" and are scheduled next for a month's vacation in Europe. In Vic Dana's recorded a second invite to the San Remo Festival—the first Liberty artist to have been invited. He will take him again to Italy in January. The group will tour to promote his high-flying A&M LP... Pet Clark signed by the Decca label. Ernie Roberts will sing his own one-hour color special which will be seen throughout Europe and offered to the U.S. for syndication... K Joe Feeney was made Paul Ross as new publicity head for Dick Clark's American Bandstand... Larry Larson who was usted to Assoc. Producer of "Where The Action Is..." London Records' Neil Harrison Margaret... She's this year's Raquel Welch.

Another former "West Coast Girl of the Week" Le Grand Mallon is gracing the South. She appeared, complete with black Beauty Pageant and Wild West TV's last Friday (16).

CHICAGO:

"The World Series of Jazz," which has been a long-time ambition of the world's doyen of jazz, Erhard, now comes to Ohio's Arie Crown Theater 9/23-24. Star lineup includes Joe Loadman, Nicky Charles, Arthur Prysock, Jimmy Smith, Grover "Boota" Morgan, and the Chicago "Youngsters." Following a stint at New York's Apollo Theater, One-der-Ful's Alvin "(Philly Freeze)" Cash will start...
More Blockbusters from STAX-VOLT!

Otis Redding

FA-FA-FA-FA-FA (SAD SONG)
Vol#138

Sam & Dave

SAID I WASN'T GONNA TELL NOBODY
Stax #198

Carla Thomas

B-A-B-Y
Stax #195

• Booker T. & The M.G.'s - MY SWEET POTATO Stax #196
• Eddie Floyd - KNOCK ON WOOD Stax #194
• Albert King - OH, PRETTY WOMAN Stax #197
• William Bell - NEVER LIKE THIS BEFORE Stax #199

That Great Memphis Sound!

DISTRIBUTED BY ATLANTIC-ATCO, 1841 Broadway, New York 10023
DARIN HAS A SMASH!

IF I WERE A CARPENTER

BOBBY DARIN

ATLANTIC #2350

Written by: TIM HARDIN
Published by: FAITHFUL VIRTUE, BMI
Produced by: KOPPELMAN & RUBIN
A Product of KOPPELMAN-RUBIN ASSOCIATES INC.
HIT!

The Young

RASCALS

COME ON UP

Atlantic #2353

Written by: Felix Cavaliere
Published by: Slacsar, BMI

Management: Sid Bernstein
Booking: Associated Booking Corporation

Cash Box—September 17, 1966
Decca Markets Twenty Fall LP’s

NEW YORK—With a combined Septem-ber release of 20 pop and classical albums, including product by both new and established artists, Decca Records last week kicked off the Fall buying season.

Leading off the new pop product from Decca is a release by Bert Kaempfert, with “Bert Kaempfert’s Greatest Hits.” This set from the popular composer-orchestra leader features his hits “Wonderland By Night,” “Red Roses For A Blue Lady,” “Bye Bye Blues” and “Moon Over Naples,” among others. Earl Grant adds to his Decca catalog with a new release titled “Ball Hi’s,” show-casing the piano-organ versatility of this artist on a carefully selected pro-gram of instrumental melodies. Fred Waring’s fiftieth anniversary in enter-tainment is heralded with a new set titled “The Magic Music Of Fred Waring And The Pennsylvanians,” a collection of Broadway show and standard favorites. Xavier Cugat and His Orchestra, are represented in the new release with “Bang Bang.” Carmen Cavallaro pays a musical tribute to the great composing talents of Duke Ellington in a new set titled “Cavallaro Plays Ellington.” Dixie-land favorites include “The Dukes Of Dixieland, conduct “Sunrise, Sunset,” an album of popular standard selections done up in New Orleans Dixieland style. Guy Lombardo And His Royal Canadians are represented with “Dance Medley Time,” a medley dance album of thirty-five evergreen selec-tions from the Broadway stage and the motion picture screen. Another medley presentation in the new re-lease schedule is George Feyer with “The New Echoes Of Paris.”

In the release for September is a trio of new country sets leading off with Loretta Lynn’s “You Ain’t Woman Enough,” including this art-ist’s currently popular single hit. Ernest Tubb is included with “Ernest Tubb Sings Country Hits Old & New.” Country singing duo Wilma Lee & Stoney Cooper make their Decca LP debut with a collection of new and old country favorites.

Popular artists making their Decca LP debut in the Fall release include trumpeter Pete Candoli with a new set titled “Moscow Mule And Many More Kicks.” Marion Montgomery having recently signed with the record company has “What’s New?” Another young artist making her Decca LP debut is Ami Rouselle, with a set titled “Ami—Sugar And Spice And Everything Nice.” With a comedy album recorded live at Greenwich Vill-age’s popular spa, Upstairs At The Duplex, Rodney Dangerfield is intro-duced with “The Loser,” a comic com-menary on the people and happenings of the day.

Rounding out the new Decca popu-lar release are two albums featuring the winners of the 1966 International Barbershop singing competitions. The two new albums, one spotlighting the top ten 1966 International quartet champions, the other the International chorus winners for this year, were recorded in the competition city of Chicago.

Decca’s Gold Label classical division is represented in the release with out-standing new product. Harpsichordist Sylvia Marlowe, supported by the Baroque Chamber Orchestra, under the direction of Daniel Saubien, is presented in works by Haydn and Bach. Frederic Waldman conducts the Musica Aeterna Orchestra in contem-porary pieces by Samuel Barber and Benjamin Britten. Classical pianist Marjorie Mitchell is joined by the NDR Symphony, under the direction of William Strickland, for a perform-ance of Britten’s “Piano Concerto #1” and Martin’s “Five Preludes.”

Full color litho book spotlighting all twenty of the new releases have been prepared, and are now in the hands of the company sales force who are in the process of contacting their respective accounts. In-store and win-dow displays in the form of mounted lithos are available in quantity from the local Decca branch.

MEMORANDUM

FROM: MUSIC INDUSTRY DIVISION OF UNITED JEWISH APPEAL
TO: RECORDING ARTISTS AND ARTIST MANAGERS

On Monday, October 24, 1966, the Music Industry Division of United Jewish Appeal will honor Mr. David Rothfild of E. J. Kor-vette.

The committee felt if you knew about this, you would want to join in honoring Dave while helping to support the International humanitarian effort of UJA.

A Sponsor's Souvenir Handbook is going to press immediately. If you want your name added to the hundreds already participating, you can do so by mailing your contribution TODAY to Music Indus-try Division, United Jewish Appeal, 220 West 58th Street, New York, New York.

Sincerely,

ERIC BERNAY
Chairman
Music Industry Committee

ALBUM PLANS

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

AMY-MALA-BELL

2 free for every 10 purchased on entire catalog. No expiration date.

BLUE NOTE

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

DECCA

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

DIAMOND


DOOTO

1 free for every five purchased on entire catalog. Expiration date to be an-nounced.

FORTUNE

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

GATEWAY

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

GNP CRESCENDO

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

IMPERIAL-MINIT


JEWEL-PAULA-WHIT

One free for every five purchased on entire catalog. No expiration date.

LIBERTY-DOLTON

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

LITTLE DARLIN’

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

MERCURY

Discount provisions and sales aids. Details available from distributors. Expires on Oct. 15.

NASHBORO

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

ORIGINAL SOUND

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

PHILIPS

10% discount on all pop, Connoisseur and Maelzel multiple-record sets. 20% discount on all classical product.

PRESTIGE

15% discount on all LP product until further notice.

REQUEST

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

ROULETTE

15% discount in free merchandise. Expiration date indefinite.

SCEPTER-WAND

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

SIMS

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

SMASH-FONTANA

Special discounts available through distributors. Expiration date not announced.

STARDAY

20% discount on entire catalog including new releases, thru Oct. 8. Special Sweepstakes plan for distributors.

TAMLA-MOTOWN-GORDY

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

WORLD PACIFIC-PACIFIC JAZZ

Special program available thru Sept. 16, 1966.

Cash Box—September 17, 1966
When Mel Carter sings a ballad, the ballad knows it's been sung.

MEL CARTER

'TAKE GOOD CARE OF HER'

It's from Mel's newest LP

#66208

EASY LISTENING • LP-9319/LP-12319

Somewhere, My Love; Strangers in the Night; The Impossible Dream; Love Letters; You're Gonna Hear From Me; and others.
Phase 4 Promo Goes In-Depth To Consumer

NEW YORK—London Records has blueprinted an ambitious new advertising and promotion program on the entire Phase 4 catalog, which will include both printed consumer media as well as radio time, according to Herb Goldfarb, London's manager of sales and distribution.

Beginning October 15, the firm is launching, in cooperation with its distributors in the three key markets of New York, Chicago and Los Angeles, a series of Sunday night FM radio programs to feature Phase 4 recordings. Step one of this plan, regarded as a pilot effort, will involve 52 weekly Sunday programs on WABC-FM, New York; WIKF, Chic-LC, and KGIL, Los Angeles. Following the first 13 weeks of programming, Goldfarb said, the initial results will be appraised after which an expansion of the program into additional important markets may take place.

In terms of consumer magazines, the firm has already scheduled Phase 4 ads to start Sept. 11 and running through Nov. in The New Yorker, Variety, Esquire, Playboy, Show Business, Backstage, High Fidelity, The Evergreen Review, Life, Schwab Catalog, The New Republic and Hi Fi Stereo Review.

As initial targets of the drive will be the firm's newest Phase 4 entry, titled "The Vaudville Story." The album, along with the Phase 4 catalog, will be pushed through an abundance of point-of-sale display material as well.

Farrell Leaves Picturetone

NEW YORK—Wes Farrell has left Picturetone for an unknown vocation. Farrell was introduced by Picturetone in a press release on March 1975. The new company's VP and sales manager, he left the company's rep in Nashville. Besides pop and country releases, an R&B sound is planned on the new label. Current country offering by the firm is "Mr. Nothing" by Herb Duncan. An instrumental outing is "Almost Perused" by Jerry Smith.

Warren Ling Joins American

NEW YORK—Fred Hyman, president of the American Corporation, announced that Warren Ling has joined the firm as of Sept. 6. American, founded in 1903, is a leading producer of flexible vinyl records (Ameridiscs) in the U.S. for use in entertainment, education, advertising and magazine insertions.

Ling's experience in records includes artist management and music publishing at Belafonte Enterprises and Mills Music, as well as positions with RCA Victor and Kapp Records.

Gelles Named Sales Mgr. Of Schwartz Bros. In D. C.

WASHINGTON—Arthur Gelles has been promoted to sales manager of Schwartz Bros., the distri. He'll coordinate the activities of the present staff of 18 men who handle distrib and rack sales and promo, working closely with Stu and Jim Schwartz. Gelles has spent the past nine years as salesmen for Schwartz and, before this, he was record and radio-phono buyer for the Hecht Co. in the D.C. area.

Arthur Israel Dies

NEW YORK—Arthur Israel, president of Paramount-Famous Music, died on Saturday, Sept. 3, at the age of 66. He also served as secretary of Paramount Pictures, parent company.

Israel took over as head of Paramount's giant music publishing affiliate in 1957, having joined the company in 1928 as a member of the legal staff.

At his death, he was also president (since 1962) of the National Music Publishers Association (formerly Na-"c Music Publishers Protective Association) and a director of ASCAP.

A son survives.
Who ever thought The Byrds would win the race for space?

Record buyers. That's who!

The Byrds' new single
"MR. SPACEMAN"
"What's Happening?!?!"

zoomed out of the newest Byrds album
and is taking off all over the country!

Where the astronautical action is.
On COLUMBIA RECORDS
LOO KING AHEA D

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

1. AIN'T GONNA LIE
   (Screen Gems-Columbia—BMI)
   Keith (Mercury 72298)

2. HOORAY FOR HAZEL
   (Lee Prod.—BMJ)
   Tammy Rankin (ASCAP Paramount 100523)

3. ROSEANNA
   (Caprice—Sundat 126)

4. GIRL ON A SWING
   (Knight Prod.—BMJ)
   Gergy & Partners (Laurie 3554)

5. IMPRESSIONS
   (Screen Gems—Columbia—BMI)
   Jones Boys (Atco 6416)

6. JUG BAND MUSIC
   (Monos & BMJ)
   MagWamps (Side Walk 900)

7. IN OUR TIME
   (Columbia—ASCAP)
   Nancy Sinatra (Reprise 0514)

8. IT HURTS ME
   (Screen—BMJ)
   Bobby Gildarsbo (United Artists 50056)

9. DAYTRIPPER
   (Muncler—BMJ)
   Vandellas (St. Lawrence 1014)

10. HE'LL BE BACK
    (Screen—BMJ)
    Players (Mint 20001)

11. THE KIDS ARE ALL RIGHT
    (Screen—BMJ)
    The Who (Decca 31988)

12. THE BEAT
    (Decca—BMJ)
    The Who (Decca 31988)

13. NO GREATER LOVE
    (Screen—BMJ)
    Holliees (Golfer World 47)

14. PLEASE MR. SUN
    (Weinst—BMJ)
    Yoppers (Ca & Co. 240)

15. A CHANGE IS GONNA COME
    (Fame—BMJ)
    Jack McDuff (Atlantic 5049)

16. WE'LL MEET AGAIN
    (Screen—ASCAP)
    Turtles (White Whale 234)

17. A TIME FOR LOVE
    (M. Weinbach & Sons—ASCAP)
    Tony Bennett (Columbia 43764)

18. IF I WERE A CARPENTER
    (Fonzie—BMJ)
    Bobby Darin (Atlantic 2350)

19. MY BABY
    (Atlantic—BMJ)
    Connie Francis (MG M 13578)

20. I STRUCK IT RICH
    (Chesare & Double Diamond—BMJ)
    Len Barry (Decca 25011)

21. SO NICE (SUMMER SAMBA)
    (Dobie—BMJ)
    Camille Fraine (MG M 13578)

22. DOMMAGE, DOMMAGE
    (Joe Tex—ASCAP)
    Paul Vance (Scepter 12164)

23. CRY SOFTLY
    (Fame—BMJ)
    Nancy Ames (Fame 10056)

24. SAN FRANCISCO WOMAN
    (Fame—BMJ)
    Bob Lind (World Pacific 77839)

25. CHANGES
    (Soborode—ASCAP)
    Cruspin St. Petries (Immi 1324)

26. GREEN HORNET
    (MGM—BMJ)
    Al Hil (RCA Victor 8935)

27. STICKY STICKY
    (Web—BMJ)
    Bobby Harris (Shout 103)

28. BOA CONSTRICCTOR
    (Hollie—BMJ)
    Johnny Cash (Columbia 43763)

29. KISSEN' MY LIFE AWAY
    (Screen—Columbia—BMJ)
    Handaba (Mercury 72095)

30. BAD LITTLE WOMAN
    (Screen—BMJ)
    Shadow Of Knight (Darwich 128)

31. BEST OF LUCK TO YOU
    (Cal. Murrell—BMJ)
    Emil Gaines (IBM 481)

32. SUMMER KISSES
    (BM/J—BMJ)
    Floyd & Jerry & Counterpoints (Frisbee 1006)

33. GREEN HORNET THEME
    (BM/J—BMJ)
    Venturi (Dolton 1233)

34. THE OTHER SIDE OF THIS LIFE
    (Third Story—BMJ)
    Peter, Paul & Mary (Warner Bros. 5649)

35. I'VE BEEN WRONG
    (BM/J—BMJ)
    Buckinghams (Contour)

36. BABY DO THE PHILLY DOG
    (Liesman—BMJ)
    Olympics (Mirwood 5523)

37. WISH YOU WERE HERE, BUDDY
    (Cape—ASCAP)
    Fran Roane (Dot 16931)

38. BALLAD OF THE GREEN HORNET
    (Cape & Simon—ASCAP)
    Lee mullo & The Golden Horn (Brown 6011)

39. ALFIE
    (Farron—ASCAP)
    Cliff Black (Capitol 5674)

40. AFTER YOU THERE CAN BE NOTHING
    (Picturetime & Animated Dents—BMJ)
    Walter Jackson (Deitch 7256)

41. TARZAN (TARZAN'S DANCE)
    (Gill—BMJ)
    Markies (Warner Bros. 5847)

42. BUT IT'S ALRIGHT
    (Fame—BMJ)
    J. J. Jackson (Call 119)

43. IT'S ONLY LOVE
    (Fame—BMJ)
    Jeannie Solly (Monument 9653)

44. ROLLER COASTER
    (Lind—BMJ)
    Tides of March (Parrot 310)

45. TOMORROW NEVER COMES
    (Warner—BMJ)
    B. J. Thomas (Scepter 12165)

46. BANG BANG
    (IEEE—BMJ)
    Joe Cube Shoes (Ties 475)

47. THE WHEEL OF HURT
    (Fame—BMJ)
    Merle Russell & Rogers (Roulattic 4697)

48. SHAKE SHERRY
    (Lind—BMJ)
    Barry & Roque (Rotolatic 5007)

49. OUT OF TIME
    (Golfer—BMJ)
    Chris Fairlawn (MG M 13567)

50. HI-LILI, HI-LO
    (Fame—ASCAP)
    Al Jenkins Set (Parrot 1907)

LET'S SKIP THE SUPERLATIVES!

WADE IN THE WATeR
RAMSEY LEWIS

THEY'RE BOTH HIT ALBUMS!

SUMMERTIME/billy steWArt

Wade in the Water
Ramsey Lewis

Chess

Bill Stewart
Steinway—

Cash Box—September 17, 1966
A loaf of bread...a jug of wine...and Como!

It's bound to be tasty profits for you with this great new single from PERRY COMO's upcoming album of Italian love songs—"PERRY COMO IN ITALY" LPM/LSP-3608. "FORGET DOMANI" (from the motion picture "The Yellow Rolls Royce") c/w "ONE DAY IS LIKE ANOTHER (Un giorno dopo l'altro)" *8945. A bellissimo way to swing into September!
Mercury Extends Tape Deal With Ampex

CHICAGO—Mercury Records has signed a two-year extension of its present contract with Ampex Stereo Tapes, exclusive manufacturer and distributor of reel-to-reel tape product from the Mercury, Philips, Smash, Fontana and Limelight catalogs.

As noted by Donald Hall, Ampex tape general manager, and Irwin Steinberg, Mercury exec vp, who linked the extension, there was a 200% increase in total sales of Mercury and its affiliated labels’ product during the second year of sales as compared to the first year. Before its deal with Ampex, Mercury tapes were handled by Bel-Canto.

There are 100 different reels of Mercury and affiliated labels’ tape in the Ampex catalog currently, ranging from jazz to pop and classical. Biggest seller of the reel-to-reel boy, Hall said, have been the following artists: Roger Miller, Johnny Mathis, the Swingle Singers, Horst Jankowski, the 4 Seasons, Sarah Vaughan, the Oscar Peterson Trio and Gerry Mulligan. Bill Bishop, Ampex A&R executive, will continue to act as liaison between Mercury’s talent corps and his firm, which bases in Elk Grove Village, Ill.

Mercury is the only record manufacturer actively engaged in producing either thru an exclusive agreement with another facility like Ampex or by its own facilities all non-existing tape systems—Ampex reel-to-reel, Muntz four-track, Lear eight-track and the Phillips cassette system. The fact that the first and original system, reel-to-reel, has shown such continuing growth simultaneously with the introduction of the three cartridge systems lends us to believe that tape has a most encouraging future,” Steinberg averred. “The consumers’ interest in the established as well as the new cartridge systems indicates a solid foundation on which we are all building.”

During the contractual negotiations, Hall expressed interest in the Phillips cassette system. “The cassette system,” Hall said, “utilizes the basis of reel-to-reel concept long utilized by Ampex, a factor which increases our interest in the potential of this system. During the meetings, Hall and Steinberg set up the possible meeting between executives of Ampex and Mercury’s record and Home Entertainment Products division for some time in the near future, at which time Ampex and Mercury will confer regarding the cassette system.

Ampex Tape Duplcatings Facilities Move To Ill.

NEW YORK—Ampex stereo tape duplicating facilities have been transferred from Hackensack, N.J. to the firm’s consumer and educational products division headquarters at Elk Grove Village, Ill. Donald Hall, Ampex Stereo Tapes general manager, said transfer of tape duplicating to the new and larger quarters permits an immediate increase in reel-to-reel tape production of 20% and will assist substantially in keeping pace with growing consumer demand. Hall went on to say that the Midwest move consolidates stereo tape manufacturing and marketing in one location and brings the manufacturing operation to the geographical center of our national distribution system.

Ampex 8-track and 4-track tape cartridge duplicating facilities were established in Elk Grove Village this past June and will be operated in conjunction with reel-to-reel production. Tape mastering operations will continue being conducted at the Hackensack plant.

Additionally, Ampex has established a video tape duplicating center at Elk Grove Village as a service to users of its various closed circuit videotape recorders. Videotape duplicating will be in operation as part of Ampex Stereo Tapes.

JUST RECORDED!

‘GROOVE’ HOLMES

Latest Smash Album And Hit Single Are On PRESTIGE

Irwin Steinberg (seated) and Ampex’ Bill Hall agree to 3-year extension of Mercury tape deal with Ampex.

LIVING SOUL

Prestige 7468 (M & S)

and the follow-up single to his monster hit “Misty”—

WHAT NOW MY LOVE

b/w “LIVING SOUL”

Prestige 427

“SOUl MESSAGE”

Prestige 7435 (M & S)

NEW Additions to Top 100

Cash Box—September 17, 1966

Eagle Records Flies

NEW YORK—Elli McNeil, president, and Ralph Hanan, vice president, have formed Eagle Records and taken offices at 1979 B’way, New York. Gene Burleson, formerly associated with Conduct Records and Score Records, will be instrumental in the establishing of the fledgeling diskyer. Burleson plans to release Eagle’s first deck, by La Shell and the Shelllets, this week.

Associated Booking Signs Neil Diamond

NEW YORK—Joe Glaser’s Associated Booking Corp. has signed Neil Diamond. Sol Saffan, who will handle the Bang сторnger at Associated, said in part: “We expect him to become an artist of major importance. He has become himself as a song writer and recording artist of consistent quality, but even more exciting is the fact that as a performer in a business of look-alike/sound-alike acts he comes across as an individual.”
BUCKET / JIMMY SMITH
with Quentin Warren, guitar; Donald Bailey, drums.
SASSY MAE / SQUEEZE ME / BUCKET / COME RAIN OR COME SHINE / JOHN BROWN’S BODY / CARELESS LOVER / 3 FOR 4
BLP 4235: BST 84235

Four other great SEPTEMBER SWINGERS

INDESTRUCTIBLE / ART BLAKEY AND THE JAZZ MESSENGERS
BLP 4193: BST 84193

RIGHT NOW / JACKIE McLEAN
BLP 4215: BST 84215

COMPONENTS / BOBBY HUTCHERSON
BLP 4213: BST 84213

MODE FOR JOE / JOE HENDERSON
BLP 4227: BST 84227

BLUE NOTE
The finest in jazz since 1939
A product of LIBERTY RECORDS

BLUE NOTE
43 W. 61st ST., N.Y. 23, N.Y.
4-Seasons' Frankie Valli
To Solo On The Philips Label

CHICAGO—Frankie Valli, the high-voiced lead singer of the 4-Seasons, will begin recording on the Philips label, according to Charlie Farkas, vice president and director of recorded product for Mercury and its affiliated labels. Farkas added that Valli has effectively used the building label affiliation in no way affects his participation on Philips as one of the 4-Seasons, but will be effected merely to achieve better coordination, promotion and public relations for Valli and the band; and the group's harmonously pseudonymous Wonder Who? recordings. Valli has previously recorded for Smash but has switched to Philips in order to consolidate with the 4-Seasons and to make increased promotion of public appearances possible. The 4-Seasons' current release, 'I've Got You Under My Skin,' features Valli lead singer.

Sunset Enters Singles Field

LOS ANGELES—Sunset Records, a division of Liberty, plans an immediate release on two single tracks, marking the discjockey's entry into the singles market. Ed Barsky, Sunset's general manager, noted that the debut single are "Help Yourself" by 'Nightingale Sing In Berkeley Square' by the featured players on the weekly TV show. The song was culled from two current Sunset LP's: "The Best Of Our Generation" and "Hogan's Heroes Sing The Best Of World War II." Mel Furman, the economy's national singles manager, indicated that the distribution of the records will be made through Liberty's regular distributors.

Elaborate Jacket For New Gary Lewis Album

LOS ANGELES—Allen LaVinger, manager and producer for Liberty Records, has devised a double sleeve package for his new Gary Lewis and the Playboys album, "Golds Greats." The jacket will feature ten full color photographs of the members of the group.

Cash Box—September 17, 1966
One:
Get Louis.

Two:
Take a show.

Three:
Make a single.

Four:
Sure hit, ready to go!

Louis Armstrong*
sings

"CABARET"
Where the action is.

1 45819 (From the new Broadway musical production, Cabaret)

On COLUMBIA RECORDS

*Represented exclusively by Associated Booking Corporation, Joe Glazer, President, 445 Park Avenue, New York, N.Y.
RCA Stereo 8...First in New Cartridge Tapes for More Than 330 Tapes

New RCA Stereo 8 Cartridge Tapes

- OBS-1021
- PBS-1122
- PBS-1123
- PBS-1125
- PBS-1175
- PBS-1145
- PBS-1153
- PBS 1156
- PBS-1164
- PBS-1063

New Kapp Stereo 8 Cartridge Tapes

- PBKA 1011
- PBKA 1013
- PBKA 1017

8-Track Cartridge Tape Developed and Introduced by RCA Victor
8-Track Cartridge Tape

September from RCA Victor

Now Available

ACCESSORIES FROM RCA STEREO 8

Handy counter dispenser holds 10 cartridge tapes—makes an attractive consumer item.

The most trusted name in sound.
NASHVILLE!

That's where it's at

The Country Music Festival

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

First Forms Go To Press
The Week Of

OCTOBER 3rd

Contact your nearest CASH BOX Rep.
We knew airplay would make it happen!

A couple of DJs had the guts to break it... Now it's taking that lovely trip up the charts.

Mind Excursion by The Trade Winds

KA212

EXCLUSIVELY DISTRIBUTED BY MGM RECORDS.
A division of Metro-Goldwyn-Mayer Inc.
A Kama-Sutra Production
Produced by Anders-Poncia
ANDY ANGEL QUARTET

TALENT ON STAGE

During the dinner hour at Shepard's, the New York discotheque, the Andy Angel Quartet is the life of the party. One of the group's specialties is the impromptu, highly developed, nearly uncontrolled, light-hearted formula. Playing there from 25th, the quartet is versatile, interesting, with lilting vocals, sometimes a real bag with good rock sounds. Its music, warm, catchy and appealing, is a throwback to a youthful spirit (and youthful foursome in an identification with the music and the age). You Might As Well Be Springing." "More" and "The Song Is You." Andy plays trumpet and sings in the casual manner that instrumentalists who also sing seem to share in common. Backing him is a drummer, saxist (who also plays flute) and the pianist. The clean-cut group is preparing its first release on the Capitol label. The quartet will act if their sound is as agreeable on vinyl as it is "live."

Jerry Lester To Laff It Up For Columbia

HOLLYWOOD — Vet comic Jerry Lester will record his first album as a singer-producer for Columbia Records. The session will take place during the first week of September; no definite date has been announced. The album will feature all new Lester material according to Mersey, promises "fresh ideas and several surprises." Mersey would not reveal the title of the album. However, he did reveal, however, that many of Lester's professional associates and friends will attend the "recording session" in Columbia's studio.

Lester is currently filming a guest segment for the new NBC television series, "The Monkees." He will also appear later this season in a CBS special for "The Ed Sullivan Show." Should he move then to Broadway where he will take a leading part in the hit play "Odd Couple." One of television's earliest stars, Lester hosted his own network program "Broadway Open House," the show which introduced Dagmar and Norma Jean and William Shatner. He has headed many of the biggest TV specials. He was head writer for the Copacabana. Chee Paree, the Flamengo and Tropicana Hotels in Las Vegas, and "Hurrah's" in Lake Tahoe and Miami's Fountainbleau. He wrote and directed the TV movie smash, "A Funny Thing Happened On The Way To The Forum."

Shangri-Las To Mercury

NEW YORK — The latest in a continuing series of independent production deals between leading producers and record companies, the Shangri-Las to the label in a seven-year agreement. Producer Shodor Morton and Mercury president Irving Green, the Shangri-Las recommended by Green associated with the Red Bird label. In addition to a singer that is scheduled to be released shortly, Mercury will release an album that will include some of the group's hits, including "Leader Of The Pack," "I Can Never Miss Home Anymore," "Remember (Walking In The Sand)," "Give Him A Great Big Fight/Part Until Future/And."
Has An International Smash!!

"YOU’RE GONNA MISS ME"

by

The 13th Floor Elevators

IA-107

Has Another International Smash!!

"MY CUP IS FULL"

by

Disciples of Shaftesbury

IA-109

For September 15th Release
NEW YORK—Peter T. Steinmann has been named chairman of Decca Inc., of New York to produce master recordings for the company's new line of recording labels. Steinmann will be the company's president and Peter H. Grossman will serve as vice-president.

In announcing the formation of the company, Steinmann stated that the goal of Decca Inc. for Tri-Parte to be active in the production of commercial pop records and eventually branch out into all areas of the entertainment world, including motion picture, TV, radio, and record business and acquire publishing rights to songs.

Decca Inc. will concentrate on the new company in New York, London, and Los Angeles. Steinmann said that most of the new company's work will be handled by Decca Inc. in New York, with Steinmann as president and Grossman as vice-president.

The album includes, in addition to the Mitch Miller performance, music composed for the film by Malcolm Arnold.

The Bridge on the River Kwai will be shown in its entirety, according to network spokesmen, an hour longer than the time normally allotted to the "Sunday Night Movie," the regular ABC program. The film will be preempted on that date. Ford is paying Columbia $2 million for promotion of the movie.

Streamers produced by Columbia Records will be shown in 4,000 Ford dealers' windows throughout the country beginning this weekend, the opening of the film and the album's availability. In addition, a contest sponsored by Ford dealers will be staged for local ABC affiliate television stations. The dealers will be entitled to the best local promotion effort in the individual affiliates' markets. The winning promotion plan will receive a Columbia Masterworks Home Entertainment Playback Unit (X-5600), as well as a signed photograph of Henry Fonda.

A special showing of the film for employees of the Ford Motor Company will be held next Monday, (19) at the Lytton Center in Hollywood. Screenings for the company's employees will be arranged throughout the country prior to the film's air-date.

Atlantic to Distribute Junior Wells on Bright Star

NEW YORK—Junior Wells' new wax- ings for the" Junior Wells" label will be released by Atlantic this week. The contract is reportedly the first signed with former Bud Barney of Barney's One Step in Chicago and is distributed on the national level by Atlantic Records.

Greene & Stone To Manage DeShannon

HOLLYWOOD — Songstress Jackie DeShannon has signed an exclusive managerial contract with Charles Greene and Brian Stone. Deal with DeShannon, who records for Imperial Records, will not call for Greene and Stone to produce her records, but covers the international field for concerts, pa's, club engagements, TV, and various other fields. It will also entail the two men to maintain their recording division together. They plan a Beach Field, The Daily Flash and the Yoko Pals label as well as to function as DeShannon's personal managers.

Budget Sound Releases 18 LP's

BURRANK, CALIF. — Sherman, president of Budget Sound, Inc. (formerly the Miller International Company) has announced a new "101 Strings" release on his Alshire Presents label. Dave Miller, who is re- tained exclusively by Sherman for creating and recording new product on his Budget Sound labels, has just completed a series of new "101 Strings" releases. Some new releases are keyed to the "Soul Of..." theme for which the "101 Strings" are well known. They are: Soul of Israel, Soul of Greece, The Souls of Europe, The Souls of Russia — Soul of the Blues Million Seller Hits of 1968 — plus a series of three "101 Strings" 3-LP Box Sets, featuring other new recordings at special introductory prices. Four-color, stand-up window displays and window streamers will be available. A $75,000 advertising budget has been allocated against projected sales. This money will be spent on direct consumer ads in local newspapers. Sherman's national promotion man, Sam Laine, has serviced over 4,000 AM and FM radio outlets throughout the nation.

In addition to the "101 Strings" release — Budget Sound is releasing 8 new current items on the Sombrero Stereo-Fidelity label.

Power Artists Bows

BEVERLY HILLS, CALIF. — Frank C. Lasalle (president of Lasalle Music, owner/designer of Meloe-Dac tape player and record label) has signed Billy Daniels, to an exclusive contract in association with Pat Pagnotta. The firm is called Power Artists and will rendezvous that it is the in-cinema and recording fields. Offices are located at 9107 Wilshire Blvd, Beverly Hills.

Mercury Inks The Pilgrims

NEW YORK — The Pilgrims, a New York based rock group that recently debuted on the Ondine nitry, have been signed to a contract by Mercury Records according to an announcement made by Bill Smith of the William Kernit Smith, Ltd., pr firm. Smith further noted that the group's first single, "Bad Apple," will be released shortly.

IATSE's Walsh Fete

NEW YORK — The international entertainment industry will salute Richard F. Walsh on his 25th anniversary as international president of the International Alliance of Theatrical Stage Employees (IATSE) with a testimonial dinner here at the American Hotel on Sat., Dec. 3. The black tie affair will be in the Hall Albert (reception) and Imperial Ballroom (dinner).

Jack J. Grossman, president of Motion Picture Association of America, Inc. will be guest speaker at the dinner. Grossman announced the following 23 honorary chairman for this event:

Jack L. Warner, president of Warner Bros. Pictures; Leonard Golden- son, president of the Motion Picture News; D. G. Fabian, president of Stanley Warner Corp.; Julian Goodman, president of ABC-TV; Jack Warner, president of ITOA of New York; John A. Schnei- der, president of CBS-TV; Robert J. Weitman, president of MGM; Harold Prince, president of League of N. Y. Theatres; Lawrence: the president of Shubert Theatres; Rudolf Bing, general manager of the Metropol- tan Opera Co.; John Harris, founder of various Clubs and International of the 20th Century Fox.

Labor representatives on the honored committee include Sir Tom O'Brien, National Association of KINE Employees (NATKE), of United Kingdom, counterpart of the IATSE; and the nine Vice Presidents of IATSE namely, Harry S. F. Chadwick, George J. Flaherty, John Honec, Abe Leon, Jack L. Miller, Roy R. Ruben, Hugh J. Sedwick and Le Roy Upson.

Also as honorary chairman is Judge Matthew M. Levy of the New York Supreme court, former President of the IATSE as his counsel for several decades.

John A. Shuff, secretary-treasurer of the M. W. Lok's, serving as Mr. Valenti's co-chairman.

Mike Records Gets Graham Bonney Master

NEW YORK—Eddie Mathews, president of Mike Records, has acquired the master for Graham Bonney, entitled "Baby's Gone." The master was obtained in a deal with Jim Kruger of Trans Global. Mathews has just completed a distribution tour of the East Coast and is currently touring the Mid-West.

In Solid

UA's new Solid State line seems to be in very solid condition. "With The World Of Music record shop on the corner," said the shopkeeper where the outlet has created this display. The company's disk, solid state equipment and phonographs for go measure are a number of UA's stereo 8 cartridges.

In Solid
The Happenings

Bye-Bye,
So Long,
Farewell...
See You In September
funny... EXCITING... hilarious...
SOPHISTICATED... adult...
BEST SELLING...
LIFE OF THE PARTY

JUBILEE COMEDY ALBUMS

CHECK THESE PERENNIAL BEST SELLERS

AMERICA'S
#1 GROUP

THE HAPPENINGS
SMASH ALBUM

"THE HAPPENINGS"

IS GOING
TO BE
#1

Watch it Go!

SEE YOU IN SEPTEMBER
GIRL ON A SWING
LOVE ME, REALLY LOVE ME
TODAY I FELL IN LOVE
GO AWAY LITTLE GIRL
SEALED WITH A KISS

A DIVISION OF
JUBILEE INDUSTRIES, INC.
1970 BROADWAY
NEW YORK, N.Y. 10019
PL 7-8570

JUBILEE RECORDS
A PRODUCT OF JAY-gee RECORD COMPANY, INC. A DIVISION OF JUBILEE INDUSTRIES, INC.
1790 BROADWAY, NEW YORK, N.Y. 10019 PL 7-8570

Fill in NOW on These All-Time Great JUBILEE "LIFE OF THE PARTY" COMEDY ALBUMS

Write for catalog

JUBILEE RECORDS
A PRODUCT OF JAY-gee RECORD COMPANY, INC. A DIVISION OF JUBILEE INDUSTRIES, INC.
1790 BROADWAY, NEW YORK, N.Y. 10019 PL 7-8570
D.G.G. in Fall Opera Push

NEW YORK—The Deutsche Grammophon Group is making all out this fall on an opera promotion campaign. To lead off the program, D.G.G. is sponsoring a series of window displays in the major disk markets in metropolitan New York. On view, along with covers of D.G.G.’s latest opera releases, will be photos of the new Chagall-Metropolitan Opera drawing, blueprints of the Wallace K. Harrison designs, and photographs of the new house and Met-DGG artists. The Metropolitan press department has been extremely co-operative in lending the materials for setting up the exhibits.

Says D.G.G. chief, Jerry Schoenbaum, “The eyes and ears of the musical world will be tuned to the opening of the new house and this season every- one will be concerned with opera. Now that the public’s interest is at its peak is the best time to cash in on the many record sales of opera albums. We too can take advantage of the million dollar publicity program centered around the newest constituent of Lincoln Center, A Chagall de- signed ‘Magic Flute’ in a new production at the Met, and another new opera presented by the Metropolitan. We have a great deal of comment and comparison, and that can’t but help enhance the sales of the orchestral and operatic repertoire.”

A popular Mozart opera, I believe the first American version of “Die Frau ohne Schatten” will certainly be a shot in the arm for the sales of our already existing record- ing, which is the only stereo version.

McAfee To Editor’s Post at Bourne Music

NEW YORK—Donald McAfee, composer of full-length works for orchestras and choruses, symphony, an opera and a mass, as well as a body of popular songs, the production of “Great Scot!”, has been named assistant editor at Bourne Mul- timedia.

He will be working closely with edi- tor-in-chief Rich Borland, and will be responsible for the launching and continuing of publication new, original works by American composers. McAfee is a member of the board of directors of the American Guild of Organists, and an alumnus of Lynch- bury college, Union Theological Seminary and the famed schooling of Nadia Boulanger.

Music, Music, Music Joins Political Race

NEW YORK—Music, Music, Music execs Chet Gierlach, Phyllis Fairbanks and Jerry Gruender have not only tossed their collective hat into the political ring, as they teamed up recently to compose the new campaign song for New York attorney general Louis Lew- kowitz. The tune, arranged in a cost- temporary manner by Sid Bazaar and recorded at Plaza Sound by Bernie Knoc, will be used during the “Republican Convention during the week of Sept. 5, and will be aired exten- sively from sound trucks and on radio spots.

Olatungi Returns To Col.

NEW YORK—Olatungi, a leading exponent of authentic African music in the United States, has returned to Columbia Records for another ex- clusive long-term contract.

During Olatungi’s previous asso- ciation with Columbia, the label re- leased several of his LP’s, all of which remain active in the catalog. A per- former as well as a composer, Olatun- gi plays all African style percussion instruments. He strongly contends that rhythm is Africa’s contribution to that phenomenon which is jazz.

Olatungi made his professional de- but at Radio City Music Hall in Septem- ber, 1965. Subsequently, in addition to his recordings, he performed in various night clubs and at major jazz festivals with a company of four- ten American and African musicians. He has also appeared at leading jazz clubs with an instrumental group of six. Olatungi’s first book, containing numerous television appearances. A new Olatungi LP is slated for release shortly.

U. A. Inks MIA Morrell and ‘The Boss Mom’

NEW YORK—MIA Morrell, young night club vocalist, has just been signed to an exclusive, long-term pact by United Artists Records, according to an announcement made today by Michael Stewart, president of the company.

Mia Morrell, still in her late teens, is one of the most promising of the 500 Club Atlantic City. The Philadelphia-born belter will make her first appearance as a singer in New York City’s Copacabana. She will work with Joe E. Lewis.

The lark’s initial session is sched- uled for New York and her initial single is planned to coin- cide with her Copacabana engagement.

The label has also just signed an exclusive, long-term contract for "The Boss Mom," sometimes simply billed as Becca, in reality, Mrs. Ronald C. Allen, Studio City, California housewife, and mother of a pair of teenage daughters. She is the wife of a Sun- set Strip jeweler, Allan Adler. She catapulted into prominence via a platter of "Personalities" which became a local sensation in the Los Angeles area. The title of the project will be "The Boss Mom." Her initial signings for United Artists will be recorded shortly.

Okeh Inks Larry Williams

NEW YORK—Okeh Records has signed Larry Williams to an exclusive recording contract. The singer’s de- but single, "I’ll Fight Than Switch," is slated for re- lease Sept. 25. Williams, who has composed much of the material he uses and is proficient on the piano, guitar, bass, and drums. The artist’s recording and independent production activities will take place under the direction of Steve Phillips, Epic’s West Coast producer, A&R.

Linhart Has Music Consultant at RKO Gen.

NEW YORK—Joe Linhart has been named music consultant to RKO General Productions, according to Edward H. Leder, the vice presi- dent of RKO General Broadcasting. In Linhart’s new capacity he will advise RKO General on music for the soundtracks of the various theatrical motion pictures and TV series as they are being pro- duced by RKO General Productions.

Linhart recently left his position as A&R man for original sound and motion picture soundtracks for Columbia Records to develop Broad- way and TV musicals.

Prior to Victor, Linhart was assoc- iated with Transogram Music Publishing Co.

RKO General Productions has al- ready completed 11 motion pictures in Europe with an additional 17 in production for release in Eu- rope and Mexico.

Monument-Disques Barclay Set Deal On French Masters

NEW YORK—Monument-Disques Barclay has continued its expanding recording agreements with Eddie Barclay’s record label, Disques Monument, to include the release of various Barclay masters, including numerous masters of LP’s and singles of the company’s catalogue. The discs will be marketed in the U.S. Additionally, an index production pact has been formed with Williams’, I’m El Bam Records. Williams com- poses much of the material he uses and is proficient on the piano, guitar, bass, and drums. The artist’s recording and independent production activities will take place under the direction of Steve Phillips, Epic’s West Coast producer, A&R.

A Revolution in Songwriting

from "Changce" published by: Bartecide Music, Inc.
Peter Bossak
New York, N.Y.
212 JU 6-5124

Atlantic Appoints Henry Allen National Singles Promo Man

NEW YORK—Henry Allen has been appointed national singles promotion manager for Atlantic records. He will cover the United States for Atlantic and Atoe as well as labels distributed by Atlantic: Stax, Volt, Dial, and Bright Star. Allen, who has been with Atlantic since he joined the firm in 1950 as stock room manager, his most recent post was Eastern singles promotions manager. Now, he will head Eastern promotion in addition to his newly acquired duties as national distributor.

Joe Medlin, the diskier’s former national singles promo- man, left the firm last week to join Decca, Coral, Brunswick as general manager of E&B product for the three labels. Medlin said: “The three years I’ve been with Atlantic have been more to me than just a promotion job, it’s been a job of love. I want to thank Ahmet Ertegun, Joe Wexler, and Neithy Ertegun for the opportunity they gave me to handle singles promotion. I’ll look good over these past three years it’s been due to the great Atlantic product.”

"Hawaii" Soundtrack Set For Mid-Sept. Release On UA

NEW YORK — Elmer Bernstein’s soundtrack album of “Hawaii,” the M-G-M release of James A. Michener’s noted novel, has been set for release Sept. 15 on the United Artists label, according to Murray Deutsch, executive vice presi- dent of UA music firms. The film, which stars John Ericson, Ann Wedow, and Richard Harris, will have its world premiere Oct. 1 in New York and follow up with a West Coast charity premiere Oct. 12 in Hollywood.

Shapiro-Bernstein Gets Pub. Rights To ‘Happy’

NEW YORK—Sammy Cahn and James Van Heusen have contracted with Shapiro-Bernstein publishing firm for the score of their new Broadway musical, “Walking Happy,” which is scheduled to open at the Lunt-Fonteine Theatre Nov. 26th after try-outs in Detroit and Philadelphia. The team of Feuer and Martin will produce the show, which is based on Harold Brighouse’s contemporaneous play of the same name. The book is by Roger O. Hirson. Heading the cast will be: Norman. George, ("A Man For All Seasons"), (“The Royal Hunt Of The Sun”) Rose, and Louise Troy.

Cash Box—September 17, 1966
HARM Observes Tape Cartridges

(Continued from page 7)
to take over.
In addition to the 4-track and 8-track players, the Phillips system and Tape 2 created a contro-
versial discussion, but seminar leaders and participants generally agreed that the industry at the tap had much
one heard in many of the seminars covering different areas of the tape
industry, that the distribution of tape cartridges was actually the dis-
tribution of recorded music—just as records are recorded music. Distribu-
tors and retailers of automatic (or "self-service") systems were cursed the
pitfalls in trying to distribute and merchandise tape cartridges as
they did mufflers, tail pipes, and spark plugs.

The session was expressed repeat-
ly that the faster record people got to
find, tape cartridges, the better.
In our picture, the faster the world would grow, and the healthier it would be. The recorded knowledge
of recorded product, inventory control, etc., was the same.

Several of the seminar leaders encouraged people in
the automotive field who were selling players to make the switch to
record rack jobs, to service their tape
depots. This opens new
outlets to record rack
basket, outlets such as auto supply stores, service areas, and

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even new car dealer showrooms. The Norman program can make the
tape retailer a major factor in the tape
industry, just as record racks are. The
adventure in this program is for the
consumer promotions, and the outlook for the
United States to

Consumer Confusion
The potential customers of tape products and cartridges is confused. If he has any knowledge at all of what is in the
industry, he is more likely confused over the "numbers game"—2-track, 8-track, 4-track, etc. Consumer education
should be the responsibility of the tape equipment and cartridge manu-
facturers. As the speaker from Ford put it—"a problem in the tape
business." He indicated that Ford will respond to CONSUMER DEM-
AND. It is up to the manufactur-
ers in the tape field to create this
consumption. The retail industry, with additional emphasis on dual use of cartridges in
automobile and home units may stimulate consumer interest and dem-
and.

Wholesale Distribution of Tape Cartridges

Although the automotive and elec-
tronic industries were represented in
far greater number than the record
industry, the number was small as a
whole. It included many different
carriers of the "numbers game." A
statement made here was that the most
important part of in-store promotion was in
the field of demonstration. In one case, a young
salesman was able to sell a tape cartridge system
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Inventory
At present, there is not really
enough product for an inventory
prepared. As tape cartridges have
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short time which product has been
available has also contributed to the
fact that obsolescence is not yet a
problem in the industry. Presently,
companies make available on tape
cartridges more and more of their
best selling product, indications are
already strong to the fact that in-
ter and undesirable products remain-
ing on the racks, with the best product
quickly bought out by the consumer, because of the uncertain-
ity of the fiddling and swapping market, distributors and wholesalers
were cautioned to buy only with a
30% exchange privilege. According
to the RoundUP Conference of 1965,
the tape market, distributors and
wholesalers have used up to
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bile, and one for the teen-age second
driver. The family car. It was rec-

Price and Discounting
Although the price of the tape
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Cash Box—September 17, 1966

(Continued on page 46)

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No. 1 in England!

“All or Nothing”

Get moving on this winner now topping the British charts and sure to repeat in the U.S.A.
Jack Levy To Liberty

HOLLYWOOD—Jack Levy has joined Liberty Records as ad-merchandising manager, according to Allan La-Vinger, merchandising coordinator. Reporting to La-Vinger, he'll handle projects for all Liberty labels. Levy was previously associated with Randy Stark's Columbia Music marketing music publication set-up. From 1957 to 1964, he held various positions with Capitol Records. He was also partner in an ad agency.

Allan Parker To MGM As Sales Div. Expands

NEW YORK—An expansion of the MGM Records sales division has brought Allan Parker to the label as eastern district album sales manager, according to Lenny Scheer, director of marketing. Parker will report to Sol Greenberg, national LP sales head.

Prior to joining MGM, he held an executive sales post with Command Records, a division of ABC-Paramount. Parker, with 25 years experience in the record business, entered the company as a salesman in 1941 with Decca Records. He advanced to the position of sales manager for Decca and was in charge of sales offices in Providence, Hartford and Boston. Early in 1950, he was appointed New England distributor for Mercury Records and held distributorships for that company for more than 20 years.

He has also held important positions at ABC-Paramount as album sales manager as well as with Columbia Records' distributors in Boston and Buffalo. During his tenure with Columbia Records, he held the important post of division sales manager.

NARM Observes Tape Cartridges

(Continued from page 44)

future is bright is a certainty; how long that bright future will take in getting here is another matter. Automobile manufacturers must actually install players in a sizable number of new automobiles; tape players must become the home entertainment fixture; owners of older automobiles must hop on the bandwagon for hang-on units—then the tape cartridge business can aim toward reaching the kind of figures predicted for it at the Tape Seminar. Certain technological advances will have to come—such as automatic selectivity, where an individual can play the spot on the tape he wants to hear when he wants to hear it—before the mass market will respond as the forecaster's figures seem to hope it will. The reaction to the tremendous stimulation of the sales hormones by the projection of the figures reflecting tape business was stated simply and very well by one seminar leader, who said

"Reality has been significantly submerged in favor of unrealistic excitement over this new toy of ours... Enthusiastic confidence can only stock the retailer with cartridge inventory. It won't move that product to the consumer."
The dynamically sensitive voice of Miss Verdelle Smith

“If you can’t say anything nice (don’t say nothin’ at all)”

b/w “I don’t need anything”

5731
GRAND OPENING—The opening of Las Vegas' Caesar's Palace was placed in the capable hands of UA affiliate Lipius, who has handled all the promotion. The lark and the comics will grace the showplace for the next four weeks as well.

Jamie-Aura Sonic Rush Hit LP Cartridges

PHILADELPHIA — Jamie-Gorden topaz Harold Lipius and Aura Sonic's g.m. Joe Bolt have rushed two of the label's click LP's onto tape cartridges. The sets are Crispian St. Peter's "Pied Piper" LP and "The Wedding Album" which is currently number 79 with a bullet on the Top 100 Album chart.

ASCAP Survey Shows Small Group Of CAT Owners

NEW YORK—A survey showing that only 25 group owners of Community Television (CATV) systems own in the aggregate over 650 CATV franchises and have applications pending for almost 400 more was submitted to Senator Quentin N. Burdick, Acting Chairman of the Com- mittee on Patents, Trademarks and Copyrights, by ASCAP General Counsel Harold Finkelstein in a supplement to his statement of August 25. Finkelstein, who appeared before the Committee on Patents, Trademarks and Copyrights, by ASCAP General Counsel Harold Finkelstein in a supplement to his statement of August 25, emphasized that at that time the financial power of the CATV opera- tors, for whom the Department of Justice was seeking an exemption from the requirements of the Federal Copyright Law.

CATV systems are designed to provide service in areas where signals are normally poor. There is a monthly fee for this service.

In his supplementary remarks, Finkelstein points out that CATV—"a commercial operation—under the copyright law." He concluded that "the right of public performance of phonorecords must not be made aseverable to the claims of private commercial interests. This was done in 1909 with respect to coin- operated machines. The precedent should never have been established. It is unsound and is not likely to be continued. It certainly should not be extended."

GE Adds 4 Systems

General Electric Cablevision Corp. has announced the purchase of four cable TV systems from National General Corp. They are Alpena Cable TV in Alpena, Mich.; Bikin TV Cable System in Manhattan Beach, Calif.; Video, Hattiesburg, Miss. and Na- tional CATV Systems, Logan, W. Va. GE also operates a system in Owat- town, N.Y. and is constructing three systems in Calif., and holds franchises in a number of other communities.

Stanton/Badale Pact With United Artists

NEW YORK — Frank Stanton and Andy Badale have signed an exclusive production agreement with United Artists involving their artist, Karen Sue, a 17-year-old songstress from Youngstown, Ohio. The label's first re- lease will be "Wild, Wild Roses" and "Nobody Loves A Loser." Both tunes on the master were penned by the Stanton/Badale team and are pub- lished by Evans Music. The New York firm has been handled by New York offices at 1619 B'way.

Handelman Raises Sales, Earnings Over 3 Months

DETROIT—The Handelman Co., the Detroit-based record firm, has reported increased sales and earnings for the first three fiscal years ended July 31. Net income for the company climbed to $383,053 or $2.62 per share, up from $258,441 or $1.30 per share a year ago. Sales reached a high of $1,182,670 as compared with $1,025,521 last year.

According to David Handelman, president, the company's earnings were increased quarterly dividend of $2.00 per common share on the split shares will be paid on October 14, 1966 to stockholders of record on Sept. 30, 1966. There are presently 1,163,156 dividend-paying common shares out- standing.

Viking Markets New Consumer Tape Recorder

MINNEAPOLIS—Viking of Minnea- polis, manufacturer of tape recorders, is showing a new consumer unit, Model 423 at $249 list, scheduled for early fall delivery. Sales manager Richard Morris, said the new model is added to the present line of Viking recorders. He predicts that Viking recorders will capture a broader segment of the quality-oriented consumer market. The prediction, he said, is based on the eye appeal of the new Viking model, "It's a real price break-through," he added.

Viking Model 432 is a three-tube, three-speed, solid state stereo tape re- corder, with 1000-hour life. Three motors are a mark of distinction reserved for professional equipment only. N.C. and N.O. stages of a three-tube unit are in the line. It provides full 100% elimination of all the complicated mechanical linkages which cause the frequent service problems with sing- le-tube consumer recorders.

The new Viking model also comes equipped with hyperbolic heads which do not require pressure pads. Though the tape speed is 15,17 and 30 the tape plays with curled edges to feature easy, straight-line tape loading by introducing an easy- access paper pin roller. The solid state record-playback amplifier consists of all silicon transistors on plug-in boards. Frequency response is re- ported at 50-15000 at 78, 45-10000 at 33 1/3 and 30-5000 at 17 tape speeds. Viking will present the new unit as a sighted-to-size-gimmick, modeled after "Merry Widow" in which even the model number makes sense to the consumer. The designation 425 stands for 4-track, 2- heads, 3-speeds and is so graphically fronted with the separate con- trol levers, pause, record- interlock, push button counter and illu- minated recording meters add to op- erating convenience. Model 425 ac- cepted and is available with a walnut enclosure and optional remote control accessory.

Cupitol Bows Freeberg 'Underground' Album

HOLLYWOOD — Freberg Under- ground, which the Capitol label released Sept. 15 by Capitol. Throughout the album, humorist Stan Freberg's discussion of "American Music" and the current cultural scene, he assembles a "Father of the Year Award" (to "Dr. Edward Teller and Dr. Jack- H-Bomb") to the current political situation in California ("The Flickman, the Bunsen Burner and Reagan") portion was released several weeks ago by Capitol's Jim Hutton.

According to those involved in the Freeberg productions, it was banned by several stations because they didn't want to touch the "underground" audience. This "underground" album is the soundtrack of Freberg's first five years and the first in a series of albums that Freberg has tagged "Pay Radio" and "Pop Art." This type of material would not be per- formed in the Top 40 format; only the listener can hear it or record it. And since he has to pay for his own recording, as I call "Pay Radio," it's a regular show, much like a half-hour radio program, but without anything's being censored.

Among the other topics on the album are: "Pop Art Interview," "Nobody Here Remember Radio," and a quartet of "Folk Songs For Our Time.

Sam The Sham Tours Dixie

NEW YORK—Sam the Sham & the phoney sound track record exactly turned away, took off for 7-day tour of Dixie last week, where they are getting ready for a col- leum in Jackson on Aug. 30. The fol- lowing day they will perform at Freeman Field in Norfolk and, on Sept. 1 they headlined at the Memorial Auditorium in Baltimore.

The next stop for the group will be at the Alabama Coliseum on Sept. 2, followed by a Sept. 3 show at the Township Audi- tory in Detroit, Sept. 4 show at the Richmond Arena. The group will be in various markets through the end of the month. Next, they have performed at the Starland Arena in Roanoke.

Behan Claims 'Ploughboy'

NEW YORK—A copyright hassle which began to bubble in connection with the TRO's "Ploughboy," "You Think I'm Merry Ploughboy," appears to have been settled. Behan, brother of the late Brendan Behan, has even added the lyric to "Ploughboy," also known as "Ploughboy," to their list of songs. To Dublin's great contentalthough the early 50's, and has the melody on portions of three different earlier songs from Ireland. So the current attempt to claim the tune, Behan was evidently able to work with the Commission of Oaths of the City of Dublin, attaining to his ownership of the song.

The tune is published in England by Gota Music Ltd., and the Essex Music group, and in the United States and Canada exclusively by Melody International. The TRO exec is happy about Behan's affidavit. Hottest discussion of the moment in the United States is by the Abraham Robins on the Hansa Bachers label (number 59 on this week's Top 100) but a second version, by the Carlton label. The tune's format is also making noise. Both records overheard on the same day, are the current theme material on a series of Carling beer and ale com- mercials. The band is the Carling people in the U.S., through their advertising agency, is the same as the group using the tune here in their commer- cials.

"Ploughboy" is the latest in a con- tinuing series of TRO-published, folk-inspired songs that include "Three Sheets to the Wind," "Irene Tyme," "Tom Dooley," "If I Had A Hammer," "Cottonfields" and "Turn Turn Turn.

Ralph Paulone Gets Dallas ASCAP Post

NEW YORK—Ralph Paulone, once the appointed district manager of ASCAP's Dallas office, has been named the director of ASCAP's southern office. In making the announcement, General Manager of the society, noted that Paulone had joined ASCAP in 1963 as a field representative.

Cash Box—September 17, 1966
It's a patter platter
and everyone's going to flip for it!

"COMING BACK TO YOU"
c/w "Gigawackem" #8942 Sung by
THE BROWNS

A brand-new sound sure to catch both pop and country charts. The tricky ear-catching vocal is sure to stir up strong consumer demand for this one! Better stock up now and get with the RCA VICTOR sales action.

© The most trusted name in sound
"Jamie and the J. Silvia Singers"

ABC Records
welcomes you to their label
and thanks you
for one of the most outstanding
albums in years.

Larry Newton
President
ABC Records
The big-beat pop group with the big new single!

POLLYANNA
B/W CRY BABY 5710
THE MAMAS AND PAPAS—Dunhill 50010
The Mamas and Papas have met with nothing but success since their “California Dreamin’” debut, and this latest LP should follow in the wake of the group’s past classics. With such potent tracks as “No Salt On Her Tail,” “Dancing In The Streets” and “My Heart Stood Still” the M&B’s innumerable followers shouldn’t wait a moment in snapping up this disk.

MR. MUSIC . . . Mantovani—London LL3474/PS474
Mantovani is at his usual high level with this superb LP that gives the magic Mantovani touch to such recent items as “Yesterday,” “The Shadow Of Your Smile” and “Strangers In The Night.” This set should prove to be no exception to the strong sales rule that has held for previous Mantovani efforts. Watch the chart for news of “Mr. Music . . .”

EAST-WEST — The Butterfield Blues Band — Electra EKS 34090
Since the bowing of its first LP the Butterfield Blues Band has established itself throughout the country. The second disk should solidify the group’s standing in blues circles and gain a slew of new adherents for its sound. Among the top tracks are “Get Out Of My Life, Woman,” “Walkin’ Blues” and the title track. Solid sales should put this item on the charts in short order.

TODAY’S GOLDEN HITS—Andre Kostelanetz & Orchestra—Columbia CL 2534/CS 9334
The rich orchestral sounds of Andre Kostelanez, applied to a covey of current clicks, should give lots of listening pleasure to the young and older alike. Among the wonderfully read tunes are “September Of My Years,” “A Taste Of Honey” and “Yesterday” but each number is a blue ribbon effort. Good sounds here should quickly cause cash registers bells to ring and ring.

THE STREETS OF BALTIMORE—Bobby Bare—RCA Victor LPM/LSP-3618
Bobby Bare should find that a firm market exists for this excellent disk, titled after and containing Bare’s latest single click “The Streets Of Baltimore.” The sub-titled country hits has added such fine tunes as “Early Morning Rain,” “Houston” and “At Here And Of The Day.” In This Town” to the click to form a set that has pop as well as country sales appeal built in.

YOU’RE GONNA HEAR FROM ME—Julius La Rosa—MGM E/S-E1399
If this set is any indication, everyone will be hearing lots from Julius La Rosa, including the groovy rending of the title track of this LP, a tune from the “Inside Daisy Clover” flick. La Rosa’s inimitable style is also applied to such well-remembered ditties as “We Need A Little Christmas,” “The Shadow Of Your Smile” and “Mamas” plus several other prime spinning items. Watch this smooth set closely.

A TRAVELIN’ MAN—Slim Whitman—Imperial LP-9313/LP-1213
C&W fans of all ages and from all areas of the United States should perk up and give a listen to Slim Whitman’s latest outing. The Jordanaires do the vocal accompaniment. “Blueberry Hill,” “Lorena,” and “At Home And Of The Day” are blue-ribbon efforts. A solid country outing.

GOLDEN GREATS—Vic Dana—Dolton BLF-2048/BST-8948
Relax, Vic Dana gives forth with a bevy of top tunes on this collection LP that shows the young chanter at his record best. Such easy-to-listen-to tunes as “Red Roses For A Blue Lady,” “More” and “Crystal Chandelier” are but a few of the pleasure-filled tracks that are to be found here. Sales to music lovers of all ages should spring from this disk.

BABY SCRATCH MY BACK—Slim Harpo—Excello 8006
After a ton of success both pop and R&B with the single stand of “Baby Scratch My Back,” Slim Harpo should sell loads of this LP containing the click among a dozen potent tracks. Harpo gives forth with such items as “Rainin’ In My Heart,” “We’re Two Of A Kind” and “My Little Queen Bee.” A solid sales item for rhythm and blues fans.

HAPPINESS IS THE SHADES OF BLUE—Shades Of Blue—Impact 101
“Bobby Bare—Happiness Is The Shades Of Blue quite happy when it clicked for them as a single and happiness should be derived from this set that should prove the foursome LP’s sellers as well. Out of the eleven tracks on the set, the group’s new single release “Happiness” is to be found along with such other blue-ribbon efforts as “Exception To The Rule.” When this set makes it to the LP chart, again, happiness will be the Shades Of Blue.

SO NICE—Johnny Mathis—Mercury MG-21091/SR-61091
“Johnny Mathis, true to form, singing his way through such melodies as; “The Impossible Dream,” “Elusive Butterfly,” “What Now My Love,” “Baubles, Bangles, and Beads,” and the title song. This one should be a fast-moving item in all age groups, especially among the singer’s many loyal fans.

SO WHAT’S NEW—Horst Jankowski—Mercury MG-21093/SR-61-93
This package features the piano of Horst Jankowski’s romping through such tunes as: “A Place In The Sun,” “Strangers In The Night,” “Bossa Nova,” “Moonlight Cocktail,” and the title song. Recorded in Stuttgart, Germany, the album is likely to be sought after by the artist’s many fans.

POP BEST BETS

DAVID BLUE — Elektra EKS-74093
An offering of latter-day folk-blues cleverly and sung by David Blue. “Arcade Love Machine,” “Midnight Through Morning,” “It Ain’t The Rain That Sweeps The Highway Clean,” and “About My Love” are among the better tracks. The astit’s fans should really go for this one. A folio of song lyrics is enclosed.

HERSCHEL BERNARDI SINGS FIDDLER ON THE ROOF—Columbia CL 6016/OS 3016
After almost a full year in the leading role in the highly successful main stemmer “Fiddler On The Roof” Herschel Bernardi gives the record public the opportunity to hear his interpretations of the tunes from the show that have proved to be so popular. Bernardi does a wonderfully personal job of reading “If I Were A Rich Man,” and “To Life” among the ten selections. Fine addition to a show music collection.
The music of the lioness is a tiger on the charts.

Born Free
Roger Williams
GETTIN' ANY FEED FOR YOUR CHICKENS?
— Del Reeves—United Artists UAL-3536/UA-6536
In his usual warm, free-wheeling style, Del Reeves delivers a whole pall pass of country melodies that are destined to please both old and young alike. "Gotta Leave Your Light On," "Plain As The Tears On My Face," "Laughter Keeps Running Down My Cheeks," and "Labrador Retrievers" are among the better tracks. Should be a big one in the country market.

LIVE — Doc Severinsen Sextet — Command RS6013D
Wild sounds, exciting sounds, sounds straight from a highly successful act that are just as enjoyable on disk, that characterizes this latest LP by the Doc Severinsen Sextet. The group, led by the golden trumpet of Severinsen blasts its way through such blue ribbon efforts as "When The Saints Come Marching In," "Georgia On My Mind" and "Summertime" among the dozen tracks. Solid sounds and sales here.

SPONTANEOUS FLAMENCO—Carlos Montoya —ABC-Paramount ABC/ABC-564
A flamenco album of deep meaning and strength on which Montoya has displayed the revappings of the traditional gypsy solos and gone out on a creative limb. "Guadaira," "Companas Calo," "Gadjitana," and "Tempo Gitano." Appearing on this package with Montoya are Virgilio Manuel Blance and Juan Valles. This is a must for those interested in flamenco or folk music in general.

BLUES ETUDE—Oscar Peterson—Linelight LM-82039/LS-86039
Jazzophiles should sit up and take notice of this "swingin'" jazz package, which features (in addition to Peterson) Ray Brown, Sam Jones, and Louis Hayes. The title song, "Stella By Starlight," "Bossa Bungo," and "The Shadow Of Your Smile" are excellent tracks. A must for the collector of jazz recordings.

ROLL 'EM SHIRLEY SCOTT PLAYS THE BIG BANDS—Impulse A-9118/AS-9119
The big band is back, this time with Shirley Scott and a group of swingin' New York jazzmen that includes Richard Davis, George Schull, Attie Zoller, and Jerome Richardson. "Stompin' At The Savoy," "Sophisticated Swing," " Ain't Misbehavin'" and "Things Ain't What They Used To Be" are blue-ribbon tracks. Jazz fans will surely go for this one.

THE IMMORTAL SONGS OF BOB DYLAN—Gotham String Quartet—Philips FHM 200-218/PHS 600-218
The two violins, viola, and cello of the Gotham String Quartet bring out the melody of a number of Bob Dylan's better songs. Included in the package are such outstanding titles as: "Don't Think Twice," "When The Ship Comes In," "Mr. Tambourine Man," and "It's All Over Now Baby Blue." A must for the student of contemporary music and those interested in chamber music.

HAPPY IN LOVE—Dean Martin—Tower 5036
The everpopular Dean Martin has a slew of sweet items on this Tower LP. Among the lovely dovey ditties that have been strung together are "Love Is All That Matters," "I Love The Way You Say Goodnight," "I'm Gonna Paper My Walls With Your Love Letters." Loads of romantic, late evening moods should be set by spinning this set.

THE RETURN OF DAVID WHITFIELD—London LL-4477/PY-147
This is David Whitfield's first recording in almost five-years and it also features Roland Shaw and his orchestra. "On A Clear Day You Can See Forever," "What Kind Of Fool Am I?," "Stranger In Paradise," and "If Ever I Would Leave You" are blue-ribbon efforts. Likely to be a fast-moving item.

Soul In The Night—Sonny Stitt, Bunky Green—Caden LP/LPS-770
This one is a solid jazz offering featuring such personnel as: Sonny Stitt, alto sax; Bunky Green, alto sax; Odell Brown, organ; Bryce Robertson, guitar; and Maurice White, drums. "Sneakin' Up On You," "The Spies," "Home Stretch," and the title song, are outstanding efforts. Jazzophiles should go for this one.

OUT OF THE STORM—Ed Thigpen—Verve V/S-6-5663
This is a solid jazz offering featuring such notables as Ed Thigpen, drums; Kenny Burrell, guitar; Clark Terry, trumpet; Herbie Hancock, piano; and Ron Carter, bass. "Strutin' With Some Barbecue," "Harper (from the flic)," and the title song are all outstanding tracks. The jazz buffs should go for this one.

FLUTE CONCERTOS BY BACH & TELEMANN—Jean-Pierre Rampal, Karl Ristenpart— Epic LC-3921/DC-1321
Jean-Pierre Rampal is the flute soloist and Karl Ristenpart, conducts. The Sac. Radio, Chamber Orchestra on this masterful 1 album. The Bach: "Concerto In G-Minor For Flute And Strings" and the Telemann: "Concerto In C-Major For Flute And Strings" are outstanding tracks. This one should do very well with the classical enthusiasts.

CHOPIN BALLADES—Gary Graffman—RCA Victrola VIC/VICS-1077
Chopin penned the first of these ballades while en route from Warsaw to Paris in 1831; the last ballad was published in 1843, when the composer had withdrawn from public performance through illness. The package also includes the "Andante Spianato" and "Grande Polonaise." A must for the classical enthusiast.
FROM COVER TO COVER

THEY'RE IDENTICAL...

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

But once the wrapper is off the contents are identical.

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

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

So the next time you have a hot story to tell, tell it in Cash Box and tell the world.
Kapp C&W Push Timed For Nashville Fete

NEW YORK—Kapp Records, which has been gaining a solid foothold in the country market, has named names for series of album and singles releases for maximum play and sales impact at the time of the upcoming C&W festival in Nashville, Oct. 20 thru 25.

Last month the label bolstered its Fall LP release with a series of four sets by name country artists, including: Freddy Hart, Hugh X. Lewis, Mel Tillis and Leroy Van Dyke. Following that release, Kapp has now set five more albums for release this week (15), under a special discount program and backed by solid point-of-sale merchandising promotion. The album of strong brand members.

Included in the new release will be "Sorry, My Name Isn't Fred ... It's Bobby Helms," named after, and highlighted by, the songbird's brand new single release, "From The Heart Of Texas" by Bob Wills and his Texas Playboys; "Here's Haydon Thompson!" "All The World Is Lonely Now" by Cal Smith; and Ruby Wright's "Dixie Rose" featuring her wheelback Rte hit by the same name. The Ruby Wright material was acquired by the label when acquisition conglomerates made by Cohen in Nashville.

Kapp will climax its current country drive with the most active participation in its history at the Music City festival next month. Arrangements are now being completed by Cohen, and a number of the label's key country acts have planned their schedules to leave them free for appearances at the Kapp convention headquarters. Most of the label's top artists from New York will also attend.

Roger Miller’s Sister, Judy Hornell, Dies

NEW YORK—Sister of songwriter Roger Miller, died last week, Sept. 4, near her home town of Ft. Worth, Texas.

According to reports, her death came as the result of a highway accident when the car in which she was riding hit an oil slick on the road. Mrs. Hornell had been on her way to church at the time. Funeral services were held in Ft. Worth on Tuesday (6). Among those in attendance were Miller and Tree Music exec Buddy Kille.

Peddling His Songs

Billy "A Million And One" Walker and his wife, Boots, take time to go the tourist route (a la bicycle) during the Mon- ument churander's recent stand in Bermuda, produced by ZBM spinner David Lopes. Reports claim a strong response to country sounds on the island, an area which Walker (along with Lopes) can claim to have helped pioneer.

GARRISON - SIZE EXPANSION - Cliffie Stone, C&W Storage11, adds his talent roster via the inking of new executive. The new man, who has been with the label's general promotion, has been named vice-president of the company.

Bill Crawford of Crawford enter- prises informs us that Lubbock, Tex., is a spot to be reckoned with in the line of talent packaging. The first of three planned shows left the area late last month with a schedule that included stops in Texarkana, Tex., Albany, Ga., Brownsville, Tex., Car- thage, Mo., Tulsa, Oklahoma City, Port Smith, Ark., and Vernon, Tex. Touring with the show were Jim Per- ters, Jo Ann Reynolds, Elton Wil- liams, Tommy Williams and the Banner Trio and the Band Boys.

Champeel yodeler Kenny Roberts has just left a week-long stand at the Blue Note in Minneapolis, immediately followed by a three-week run in Canada. Continuing north of the border, Kenny also appeared at To- ronto's "Horseshoe" for a week, followed by an upcoming week stand at the Country Palace in Montreal (Sept. 19-25).

Gen. Jack McFadden (a recent pro- motion), who takes care of manage- ment-type things for Buck "The Tiger," also seems to be happy with his title. He has just finished taping a segment of ABC's "This Week With Roger" and "You're The Reason" by Fred- die Veil, "Together Again" by Freddie Hart and "Balloons" by Dwight Todd. Copies can be seen by fans being played on station letterhead to Tex at Britie Star Pro- motions, Newbury, O.
POOR FOOL (2:20) [Pamper, BMI—Pennington]
I'VE GOT THE RIGHT TO CRY (2:24) [Pamper, BMI—Pennington]
SWANEE CALDWELL (Boone 1043)

Watch out for Swanee Caldwell to stir up plenty of dust with this top-notch cutout labeled “Poor Fool.” Songstress offers an easy-paced, western-flavored ode about a guy who gets the treatment from his gal. “I’Ve Got The Right To Cry” is a slowed-down heartbreak item.

GENE GENTRY (Sand 406)

(B+) THE BUSY SIGNAL (1:54) [Sage & Sand, SESAC—Gentry] Gene Gentry could well score big with this mid-tempo, heart-tugging tale of a man who can’t get through to his gal. Nice sound. 

(B) TOMORROW WILL BE OUR WEDDING DAY (2:30) [Sage & Sand, SESAC—Gentry] Flip is another shufflin’ blues stand.

FLOYD TILLMAN (Musicor 1196)

(B+) THE GREEN HILLS OF EARTH (2:05) [Glad, BMI—Duffan] Floyd Tillman stands a strong chance to be back in business with this catchy, stompin’ stand about an astronaut lost in space. Good sound.

(B+) LONELY WHERE I STAND (2:42) [Glad, BMI—Duffan, Ward] Equally attractive, the flip is a slow-moving tearjerker. Could go.
All American Boy
Barry “Green Beret” Sadler, who knows how it feels to have a pop-country smash, presents a plaque to the young Americans to another twin Market hitmaker, Buddy Starcher, for his outstanding contribution to Americanism.” Award stemmed from Buddy’s recordings of History Repeats Itself” and “Day For Decision.”

Starland Sets New Distributors
NEW YORK — In an effort to strengthen the penetration of Starday singles and album product in the Texas/Oklahoma market place, Col. Jim Wilson, the diskery’s vice president of marketing, has announced the appointment of Big State Distributing for the Dallas/Oklahoma area and, H. W. Daily for the Houston/San Antonio area. Bill Emerson will foreman the Big State operation while

Our Man From ‘Nevada’
Merle Kilgore, whose latest hit effort, “Ne- vada Smith,” kicked up a nice bit of action, took time out of his work schedule to visit Louis Buckley at his Record Shop in Music City, and check on record sales. Needless to say, the dancing Kilgore smile isn’t wasted on young Jill Murphy, a script girl from the West Coast.
Elis Regina is credited with being a leading performer of the new MPM (Musica Popular Moderna) Sound, a sequel to the Bossa Nova. The Brazilian songstress, who records for Companhia Brasileira de Discos (Philips), recently received a gold record for having sold more than 450,000 records in Brazil, a very high figure for that country. Her current LP, "Dois Na Bossa Vol. 2," is one of Brazil’s top-selling packages. She has to date cut four LP’s and several "compacts," among a number of smash singles. Personal appearances in Argentina, Venezuela and Portugal have established her popularity outside of her native country.
A party given by Walt Disney Productions Ltd. at their new premises at 83, Pall Mall, S.W.I. to launch their own record company in Britain was hosted by president Jimmy Johnson and Frank Weinstrop in charge of British operations. The Buena Vista and Disney! labels were launched through EMI. Taking the microphone was American opposite boy, 13-year-old, Scott Vonberg, and the Disney! label was introduced through T.V. commercials. John Alpert is the manager of the launching party.

British singer Sheila Southern was voted into second place at the 6th International Musical Festival held recently at Sopot, Poland in which 50 contestants participated. Angela Zilla came first for Greece, Liliana became third for Bulgaria and Lana Cantrell took fourth place for the United States. All entries had to sing Polish compositions or their own songs. Headed the concert on Thursday was the singing and dancing performance of the friends of Woodstock, "The World is Ours," as well as a creation of the stars from America. The prize of zł 50,000 was awarded to the winner in the competition. The competition was attended by over 22,000 people. The golden microphone was awarded to the American singer, American Airlines, for his vocal talent and musical ability. The participants were the best of the best, and the competition was a success, as the participants were praised for their skills.

Australia's No. 1 pop star Normie Rowe arrived in Britain last week and was met at the airport by his manager Ritchie York, an agent for the Grands Organism. The report from the Music Times says that Rowe's appointment as "Sunny." Summer — Aftermath New 8 See 2 Following 16 3 From* The Pall Decca. Gala Jennings British That accompanied and Cliff in Italy London Music three is "Peter in the book, and will remain limited to ten. The event was attended by several prominent figures, including the Music Times editor, and was held at the BBC studios.

The Best in Britain...Bens

The International Sound

Cliff Bennett and the Rebel Rousers

"GOT TO GET YOU INTO MY LIFE"

Parlaphone (UK) ABB (USA)

"HERE THERE AND EVERYWHERE"

Parlaphone (UK) Capitol (USA)

The Fourmost

GREAT BRITAIN (Continued)

14th for a 24-day tour of America to be followed by a six-week tour of Australia. Selecta has refused to distribute "We Love The Pirates" first single on the newly formed Marmalade label, subsidiary of Polydor Records. Dusty Springfield is the lead singer of the group which includes the late Bob Wooler and Kenney Jones. The group is being managed by the late Stan Waddell and is currently enjoying considerable success. The group's new LP, "Here, There and Everywhere," is currently enjoying considerable success.

GREAT BRITAIN's Best Sellers

This Week Last Week Week On Chart
1 1 4 "Yellow Submarine" The Beatles (Parlophone) Northern Songs
2 2 3 God Only Knows The Beach Boys (Capitol) Immediate
3 3 2 With A Girl Like You The Troggs (Fontana) Dick James
4 4 3 They're Coming To Take Me Away Ha Ha Napoleon XIV (Warner Bros.) Cop Con.
5 5 7 Mama Dave Berry (Decca) Francis Day & Hunter
6 6 6 Visions Cliff Richard (Columbia) Belinda
7 7 4 2 All Or Nothing Small Faces (Decca) Robbins
8 8 5 Summer In The City The Lovin' Spoonful (Kama Sutra) Robeco
9 9 3 Black Is Black Los Bravos (Decca) Mellin
10 10 8 The More I See You Chris Montez (Pye) Bregmann & Conn
11 11 13 "Love Me, World Unite David & Jonathan (Columbia) Mills
12 12 11 Hi Little Hi Lo Alan Price Set (Decca) Robbins
13 13 12 I Saw Her Again Mama's & Papa's (RCA) Dick James
14 14 10 Too Soon To Know Roy Orbison (London) Keith Prowse
15 15 14 More Than Love Ken Dodd (Columbia) Keith Prowse
16 16 16 Out Of Time Chris Farlowe (Immediate) Mirage
17 17 12 Just Like A Woman Manfred Mann (Fontana) Feldman
18 18 15 I Was Made For Loving You Brenda Lee (Decca)
19 19 13 Got To Get You Into My Life Cliff Bennett (Parlophone)
20 20 16 Distant Drums Jim Reeves (RCA) Arlow Risk

Top Ten LP's

1 Revolver The Beatles (Parlophone) Northern Songs
2 Sound Of Music Soundtrack (Capitol)
3 Pet Sounds The Beach Boys (Capitol)
4 Blonde On Blonde Bob Dylan (CBS)
5 Aftermath The Rolling Stones (Decca)
6 Rubber Soul The Beatles (Parlophone)
7 A Hard Day's Night The Beatles (Parlophone)
8 The Beatles (Capitol)
9 The Beatles (Parlophone)
10 The Beatles (Capitol)

Sweden's LP Best Sellers

1 Revolver (Beatles/Parlophone)
2 "Tages 2" (Tages/Plafina)
3 Would You Believe (Hollies/Parlophone)
4 Aftermath (Rolling Stones/Decca)
5 Daydream (Lovin' Spoonful/Kama Sutra)
6 "Hep Stars On Stage" (Hep Stars/Decca)
7 "Hep Stars" (Hep Stars/Decca)
8 The Sound Of Music (Soundtrack/RCA Victor)
9 Pet Sounds (Beach Boys/ Capitol)
10 Animalism (Animals/Decca)

Local product.

NORTHERN SONGS LTD (ENGLAND) MACLIN MUSIC INC (USA)

Cash Box — September 17, 1966 — International Section
PARIS—French musicians are on strike. The “Syndicat des musiciens de la Region Parisienne” launched this move on September 18th. This strike concerns only recording sessions (records and films). Musicians who are paid 50 francs per hour sessions want 90 francs. They are Glen Varey and Jonathan Reis, who call abusive use of play back and re-recording. Record producers say they cannot accept any demands, they will send their artists to record in foreign countries, labels warn.

French musicians, who hope for help solidarity of Belgian and Italian musicians, are ready for a long strike. They talk of six months and even a year.

**Farewell Drink**—Louis Benjamin (right), managing director of Pye Records, recently has a drink with Reprise disk star Tony Orlando, who had completed his role in the film “Dirty Dozen” and was set to return to the U.S. Tony Hatch, Pye & R & M, is the gentleman in the middle.

**Cash Box**—Bovema’s Roel Kruyze, in charge of the company’s single hit repertoire, reports to CBS, the Netherlands’ biggest music publisher. He is also the company’s marketing director. The show unveils highlights of the new Bovema-repertories, a detailed report of which will follow shortly. Attendance in cities like Utrecht, Arnhem, Rotterdam and Amsterdam was quite satisfying at 90%.

His Master’s Voice rushed out new items by Rex Gildo (“Rosen Brauern Schoenstehend Als Winterabende der Pourtant”) Rosco McManus (“Girile”), and the Mike Sammes Singers (“Somewhere My Love”) this week. This week Barclay Netherlands has released a very good version of “Guantanamera” by the American folk group on Transatlantic label. In three weeks time “Black Is Black” by Los Bravos has reached the 3rd place on the charts. Within a short time a new single and the first LP of “Los Bravos” will be a new October release. Stathis Faktor will start for the Dutch television, and the original sound track by Nelson Riddle, which is used by the telecasters, is being bought on the market by Barclay; a heavy publicity campaign is being prepared.

One of the most important CBS releases of this week is Bob Dylan’s latest album, a 2-record set, entitled “Blonde On Blonde.” Vol. I & II featuring such famous items as “Rainy Day Women Nos. 12 & 35,” “One Of Us Must Know,” “Just Like A Woman,” “Obviously 6 Believers,” and “Sad Eyed Lady Of The Lowlands.” Albums by Bob Dylan are among the strongest sellers on the Dutch market today and “Blonde On Blonde” most likely will become a blockbuster in the territory.

CBS also released an Extended Play recording by Barbara Streisand, featuring such famous songs as “Sam You Made The Pants Too Long,” “Gotta Move,” “The Minute Waltz” and “Starting Here, Starting Now.”

Recent CBS additions to the singles field include a deck by popular French singer Joe Dassin: “Comme La Lune”/ “Ca M’Aranis A Quoi?”, German Peter Bell’s version of “Strangers In The Night”: “Fremde In Der Nacht” c/w “Geh Nicht Aus” (Given As Well), as the latest hit single by the U.S. group the Cyrkle: “Turn Down Day” b/w “Big Little Woman.”

This month will be the premiere-date in Amsterdam of the Warner Bros. Picture “Who’s Afraid Of Virginia Woolf” which CBS released the Original Broadway Cast, which was awarded the Dutch Edison, 1964 in the category “Music” (Music International).

On September 15, the Columbia Pictures Film “The Chase” with Marlon Brando in the leading role, had its premiere-date in Amsterdam, CBS released the Soundtrack LP recording with music composed by John Barry.

CBS Holland rush-released the latest Bob Dylan single featuring: “I Just Like A Woman” b/w “Obviously 6 Believers” as well.

Negrum is extremely happy with its three new acquisitions. Since September 1, it is the official distributor of Critere (France), Roulette (USA) and Elektra (England).

The Cinema long play albums will be released in Holland on the Eurodisc-label, Arloma’s much praised classical line. Nine LP’s are on release and six will hit the market in three weeks’ time. Critere is specializing in baroque music, but has albums for any classical music lover. Famous artists include Roland Duport, Charles Schneer and others.

Roulette is hot internationally right now with Tommy James & The Shondells, still in the top 20 with their rock & roll disk “Hanky Panky” and their factoring US chart item is heading to be a sure bestseller. Too, in the past few years, Roulette had top disks with artists like Joe Dee & The Starlighters, Jimmie Rodgers, Shawn Elliott, Les Ronson and many more have also a great stack of albums in the jazz and latin vein.

Elektra is one of the world’s outstanding companies in folk music. A surprising reception of albums by Marc Speleers, Phil Ochs, Tom Paxton, Woody Guthrie, and Leadbelly starts the Negrum work on this label.

New entries from the United Artists catalog spotlight the talents of Jay & The Americans in “Livin’ Above Your Head” and of Bobby Goldsboro in “Longer Than Forever,” released by Artoe in Benelux.

**Holland’s Best Sellers**

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<th>Week</th>
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<tr>
<td>1</td>
<td>Yellow Submarine (Beatles/Parlophone) (Leeds-Basst/Amsdam)</td>
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<td>2</td>
<td>With A Girl Like You (The Troggs/Pontana) (Basart/Amsdam)</td>
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<td>3</td>
<td>Black Is Black (Los Bravos/Barclay) (Ed. Robert Melling/Brussels)</td>
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<td>4</td>
<td>Mother’s Little Helper (The Rolling Stones/Decca) (Basart/Amsdam)</td>
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<td>5</td>
<td>Oh What A Kiss (Will Andy/CNR, Micky Day/Omegas) (Basart/Amsdam)</td>
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<td>6</td>
<td>Lady Jane (Dave Garrick/Pye) (Basart/Amsdam)</td>
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<td>7</td>
<td>Summer In The City (Lovin’ Spoonful/Kama Sutra) (Melodia/Amsterdam)</td>
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<td>8</td>
<td>Dans Je De Hele Nacht Met Mij (Karin Kent/Deeke) (A. U. Music/Antwina/Amsdam)</td>
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<td>9</td>
<td>I Saw Her Again (Jane’s And Papa’s/RCA)</td>
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<td>10</td>
<td>Hi-Lili-Hi-Lo (Alan Price Set/Decca) (Francis Day-Melodia/Amsterdam)</td>
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Negrum is extremely happy with its three new acquisitions. Since September 1, it is the official distributor of Critere (France), Roulette (USA) and Elektra (England).

The Cinema long play albums will be released in Holland on the Eurodisc-label, Arloma’s much praised classical line. Nine LP’s are on release and six will hit the market in three weeks’ time. Critere is specializing in baroque music, but has albums for any classical music lover. Famous artists include Roland Duport, Charles Schneer and others.

Roulette is hot internationally right now with Tommy James & The Shondells, still in the top 20 with their rock & roll disk “Hanky Panky” and their factoring US chart item is heading to be a sure bestseller. Too, in the past few years, Roulette had top disks with artists like Joe Dee & The Starlighters, Jimmie Rodgers, Shawn Elliott, Les Ronson and many more have also a great stack of albums in the jazz and latin vein.

Elektra is one of the world’s outstanding companies in folk music. A surprising reception of albums by Marc Speleers, Phil Ochs, Tom Paxton, Woody Guthrie, and Leadbelly starts the Negrum work on this label.

New entries from the United Artists catalog spotlight the talents of Jay & The Americans in “Livin’ Above Your Head” and of Bobby Goldsboro in “Longer Than Forever,” released by Artoe in Benelux.
An Tristeza Jovem Dois If album cuts Roberto men presented and activity, Other the coming called the first successful hit, for "F.D.R.," Sempre" of B.O., the annual album Da Box. The new Borderline, also been regularly presented with the new promotion of Odone—Clara Nunes, Golden Boys, Deny and Dino, are among those of this month. Interesting to note that the international promotion sheets are printed with cuts from Cash Box.

Discols Odene is proud of the success of their exclusive artist Agnaldo Timoteo, who started not long ago and is among the top stars of the romantic songs. They today released the single "Vamos De Samba," and another novelty from the album, "E Tristeza Jovem." The listener can find in this new and popular hit the voice of "Radio Excelsior," the promo department of Vitale and several deejays of São Paulo, the music "Tijêlho" (by Wagnor Benatti) and sung by Bobby De Carlo, appears as a rising hit, heading for the charts. The new album by sonorist Carlos Cesar for the Chantecler label, titled "Trinidade," is also on the market. An another edition of the "Viver Só," included from the Vitale catalogue, is having good sales here. One of the best teen-music group of Brazil, the Jet Blacks, (Chantecler) is currently in Rio de Janeiro where they have been receiving some good feedback. A new album and making arrangements for it, they are also appearing in TV-RIO show "De Samba" (Bose) of the group informs also that their next promotion of their new hit been received yesterday "Viva Só" of the new album. The Jet Blacks is also appearing in the first spots in Cash Box Top 100 (with Sam the Sham & the Pharaohs), and also with the follow the Jet Blacks hit "Só o Que a Vitale cataloque." As is happening all over the world, the teen group Mimas and the Papas is among the favorites also here and, after having "California Dreamin'" in top ten position their "Monday, Monday" (also) is coming up already. Having lots of airplay the number composed by quantities, "Cantora" by Magda Steinhofer for RCA and backed by international hit "Eve of Destruction" (both Vitale numbers).

Alfredo Carleto, now head promoting the department of RCA Victor, where where he is assisted by Waldyr Santos, informs from the Elenco label, represented by that company: the release of the album of the finest MPM style, called "Trilhão" (Musidisc—Top), composed by four top Pop Quartet, comprised by four young men from Niterói—Antonio José, Ruy, Achiles and Militinho, with a good selection of numbers by the hit delantero 1966-1967. Another good album by female vocal group Quarteto Em Cy, with arrangements by Oscar Castro Neves and Ugo Marotta, the first since Cylene was substituted by Cytgreyia (Rebeca Vernecke) and also including some top hits of the MPM movement by some of the top authors... Two singles, one of "MPM" the other of "Teen Music," are scheduled for the near future.

Francisco P. da Silva brings us some news from the publery Irminas Vitale which involve several discos, as follows: a very well organized promotion of "Tomato" (Ed. MPM) of the ex-samba band "Sertanejos de São Paulo," the "Radio Excelsior," the promo department of Vitale and several deejays of São Paulo, the music "Tijêlho" (by Wagnor Benatti) and sung by Bobby De Carlo, appears as a rising hit, heading for the charts. The new album by sonorist Carlos Cesar for the Chantecler label, titled "Trinidade," is also on the market. An another edition of the "Viver Só," included from the Vitale catalogue, is having good sales here. One of the best teen-music group of Brazil, the Jet Blacks, (Chantecler) is currently in Rio de Janeiro where they have been receiving some good feedback. A new album and making arrangements for it, they are also appearing in TV-RIO show "De Samba" (Bose) of the group informs also that their next promotion of their new hit been received yesterday "Viva Só" of the new album. The Jet Blacks is also appearing in the first spots in Cash Box Top 100 (with Sam the Sham & the Pharaohs), and also with the follow the Jet Blacks hit "Só o Que a Vitale cataloque." As is happening all over the world, the teen group Mimas and the Papas is among the favorites also here and, after having "California Dreamin'" in top ten position their "Monday, Monday" (also) is coming up already. Having lots of airplay the number composed by quantities, "Cantora" by Magda Steinhofer for RCA and backed by international hit "Eve of Destruction" (both Vitale numbers).

Brazil's Top Twelve LP's

Brazil's Top Twelve LP's

This Week
1. Rubber Soul—the Beatles/Odeon
2. Don't Be Cruel to Your Heart—Dolly Parton & RCA Victor
3. If You Can Believe Your Eyes And Ears—Mama's & Papa's/RCA Victor
4. Jovem Guarda—Roberto Carlos/CBS
5. Help!—The Beatles/Odeon
7. Quando O Amor Te Chama—Agnaldo Royer/Copacabana
8. Algemas—Cesar Mello/TV-1
9. Os Vips Vol. 2—Os Vips/Continental
10. Vocé Me Acredita—Trazimo Carlos/RGE
11. Mayrink—Rolling Stones/Odeon (London)
12. O Astro Do Sucesso—Agnaldo Timoteo/Odeon

This Week
1. California Dreamin'—Mama's & Papa's/RCA Victor (Dunhill)
2. El Presidente—Herb Alpert's Tijuana Brass/Ferodeon & A&M
3. Yesterday—The Beatles/Odeon
4. Satisfaction—Rolling Stones/Odeon (London)
5. Jovem Guarda Vol. 3—Roberto Carlos/CBS
6. O Bom—Eduardo Araujo/Odeon

Top Six Double Compacts

Brazil (Continued) preparation for an album sung in several languages by that artist to be cut in the near future.

Miltinho Cama, efficient man of the discos Chantecler promo office, has more news of the company: newly taped songstress Luana has her first single in the market, with O Mento" by "Aracan" respectively by Jose Lopes-Teixeira Filho and Waldemar Fimentel-Aparecido De Souza. For the teen-music fans, an album has been launched with some of the top artists in the teen market, such as Rock'n Roll, such as the young musician, Luiz Auré, Carlos Ely, Enza Flori, Roberto Barreiros, Os Terriveis, Albert Pavão and João Neves, interpreting some of the current hits... An album with the Civil Guard Military Band, under the direction of Maestro Americo Mincarello has been released for the lovers of that type of music and including a selection of adapted typical rhythm numbers... From the guitar of José Bastelli, comes a selection of varied numbers from the very Brazilian American Jacomino "Canhoto" by Franz Schubert informing by F. A. Lara, Di Padua, etc, comes sound for an album, the fourth of the series by that instrumentist.

Ivo Oliveira, who heads the Musicethic offices in São Paulo, informs us: the album now released by the label include "Boleros Inolvidables," a selection of famous "Boleros" with the Bolero Band, and "Acorden," respectively by Jose Lopes-Teixeira Filho and Waldemar Fimentel-Aparecido De Souza. For the teen-music fans, an album has been launched with some of the top artists in the teen market, such as Rock'n Roll, such as the young musician, Luiz Auré, Carlos Ely, Enza Flori, Roberto Barreiros, Os Terriveis, Albert Pavão and João Neves, interpreting some of the current hits... An album with the Civil Guard Military Band, under the direction of Maestro Americo Mincarello has been released for the lovers of that type of music and including a selection of adapted typical rhythm numbers... From the guitar of José Bastelli, comes a selection of varied numbers from the very Brazilian American Jacomino "Canhoto" by Franz Schubert informing by F. A. Lara, Di Padua, etc, comes sound for an album, the fourth of the series by that instrumentist.

From Discos Continental we have some news of latest releases including singles by three of the exclusive artists of the company: Nilton Cesar, with "Chamado Interurbano" b/w Penne Em Min; Lindomar Castillo, with "A Lenda Do Café" a song for MML and "Bola Em Papel"; and "Canta Comigo" by "Vera," coupled with "Eu Compro Essa Mulher," both penned by João Roberto Kelley and J. Raf.. We predict that... after a couple of presentations at TV Record (Channel 7 of São Paulo) showed songstress Eliane Pittman, who recently returned from a long US tour as we notified previously, will soon become one of the top stars of the Brazilian musical scene.
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DM 1140

MIKE LAURE
DM 11810

OLGA GUILLOT
DM 1180

CHILO MORAN y sus ACAPULCO BRASS
DM 1165

BOLEROS CON MIKE LAURE
DM 1167

"CELOSA"
con FLOR SILVESTRE
DM 1174

LUCHA VILLA
Vol. 4
DM 1177

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The Philips France annual convention took place last week in Paris. The session was presided over by Georges Meyerstein and managed by Louis Hazan, in charge of the variety department. Jacques Caillard, sales manager, announced that the company had sent four top model LPs to Philips in France. The three first albums expected this month are: original soundtrack of film "Khartoum," last Ferrante and Teicher LP and music of That Of A Giant.

In the young and very successful collection "Plaisir du Jazz," for LPs will be launched on the market before the end of the year: Errol Garner, Louis Armstrong, John Lee Hooker and Sarah Vaughan. Jazz vocal group Swingle Singers just recorded a new LP titled "Swinging Telemann." Jean Jacques Tielkörper just recorded a new collection: "Nombe d'Or." Luxurious presentation, very good technical quality, this collection is expected to sell well, this summer, in the audience for classical music. This new collection contains an LP with songs and 17cm 33rpm with interviews and judgements about the artist. First album is "Catherine Sauveur chante Aragon." Second one will be "Les Cieux." In the young and very successful collection "Plaisir du Jazz," for LPs will be launched on the market before the end of the year: Errol Garner, Louis Armstrong, John Lee Hooker and Sarah Vaughan. Jazz vocal group Swingle Singers just recorded a new LP titled "Swinging Telemann." 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**Denmark's Best Sellers**

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**Sweden's Best Sellers**

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**Norway's Best Sellers**

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**Sweden's LP Best Sellers**

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<td>1</td>
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<td>Revolver (Beatles/Parlophone)</td>
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<td>1</td>
<td>The Sound Of Music (Soundtrack/RCA Victor)</td>
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<td>1</td>
<td>Flagsmen (Poul Recharl, Dario Campeotto, etc./HMV)</td>
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<td>The Små Piger (Swe Wold, Malene Schwarz, Dalmi, Ove Sprogge, Poul Bundegaard, etc./Tono)</td>
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<td>5</td>
<td>2</td>
<td>Aftermath (Rolling Stones/Decca)</td>
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<td>6</td>
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<td>Rubber Soul (Beatles/Parlophone)</td>
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<td>Would You Believe (Holli/Parlophone)</td>
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<td>5</td>
<td>Shadow Music (Shadows/Columbia)</td>
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<td>9</td>
<td>6</td>
<td>Strangers In The Night (Frank Sinatra/Reprise)</td>
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<td>10</td>
<td>7</td>
<td>Help! (Beatles/Parlophone)</td>
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**DENMARK**

Soundtrack recordings from the local motion picture “Tre små piger” (Three Little Girls) on the Tono label have done so well that the album this month appears at No. 4 on the local LP charts. Swe Wold, Malene Schwarz and Dalmi have the leading roles.

S. L. G. Gottlieb of EMI here looks very happy when checking the Danish charts this week where six out of ten records are EMI releases.

**SWEDEN**

GDC—the record distributor organized by a number of manufacturers here—invited record dealers from Stockholm and neighborhood to take a look at the just completed “sales room” where one copy of each of the around 7000 LPs in stock were available for the customers to look at and listen to.

The Spetsnits, Swe-Disc recording group, has just signed a two month contract with the Seinorial in Mexico City, where they are to appear during December and January. Negotiations are going on with a number of other countries, and the group might very well make a new round-the-world-tour like they did a year ago, but according to Roland Ferneberg, head of Swe-Disc, there's nothing definite yet.

EMI has released a new Liberty single with Cher with the titles “Alfie” b/w “She's No Better Than Me” just in time for Sonny & Cher's coming to Sweden for TV and P.A. EMI's Records arranges a press party at the Cecil Sept. 6.

Dusty Springfield has just appeared in Gothenburg and Stockholm. Swedish TV was interested, but considered her too expensive.

Lill Lindfors will represent Sweden at an international Song Festival in Rio de Janeiro, Brazil, Oct. 22nd.

Swe-Disc recording group Caretakers has just completed their first LP. At the moment they're on the charts here with “The End Of The World.”

Publisher Stig Anderson spent last week in Copenhagen and Oslo, visiting every a & r man there, presenting the new songs for the season from his Swedish Music AB.

Cool Candles has done an EP for Lidköping-based (western Sweden) label Anette. Same label has also signed a new group, the Lapplanders.

New in business here is Sunnre Records, opened up from Skalpörsängen 23, Johannesburg-Stockholm. Names on the label so far are the Lords and the Bostmackers.

Stig Ost, 25, member of the pop group Family Four, was killed and his sister Inger Ost got a broken leg as the result of an accident on a road in southern Sweden the night of Sept. 2. A truck loaded with timber met the car in which the group was on their way to Malmö for p.a.'s when some of the cargo fell off the truck and hit the meeting car. The passengers had no chance to avoid the accident. The other two members of Family Four, Bernt Ost, who drove the car and a second sister, Sirv Ost, were hospitalized.

Anna Ost, mother of the four in Family Four and grand old lady in Swedish pop business, received the information at a hotel in Orebro, where they all had been meeting just some hours before the accident.

According to the police officer who made the first investigation, there are complete instructions as to how trucks should be loaded to avoid accidents like these, but those instructions had not been followed in this case, with the result that the truck driver might be prosecuted for causing death of the popular singer.

Family Four began their career back in 1964 and their RCA Victor records have been top sellers here ever since. They all belong to the Family Ost, of which all members have been well known musicians for many generations. The accident, it is obvious if the group will be re-formed again in the future.

---

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**OLD ALL OVER—In New York recently, George Wooler, chairman of the Board of the Radio Corp. of New Zealand Ltd., was awarded a gold disk for having sold over 100,000 copies of the original soundtrack album to "The Sound of Music" which has turned into one of the biggest world-wide hits in the record industry. Presenting the award to Wooler are (l) George R. Marek, vice president and general manager of the RCA Victor Record Division and (r) Dario Soria, division vice president, International Liaison Department.
As reported “Canturopa” the singing tour of Europe, organized by Ezio Raduelli, has started its long trip around Europe. Since the first night's performance on September 15, the audience has been highly attracted by the talents of Damiano Modugno (Cened Carosello), Rita Pavone (RC Italiana), and Gigliola Cinquetti (CGD) have been particularly welcomed in every place visited by the cantor. Particularly in the Italian public: at the conclusion of the tour CB will publish a full detailed report on this first week's performances which will bring unexpected results. Thousands of fans in each country are giving enthusiastic welcome to the Italian artists.

Caterina Caselli, who really should be considered as the female revelation of 1966, will leave Italy for a singing tour in South America. The tour will start on November 28th and will be concluded in December 17th. Caterina Caselli (CGD) will take part in a series of TV shows in Buenos Aires (Argentina), Sao Paulo and Rio De Janeiro (Brazil). Announcement has been given by Johnny Fortis, Sub-Publisher/Victor.

Another CGD talent who just recently has revealed himself as a “hit maker,” will soon start his tour in South Africa. His name is Michel Dik, who in the past months has reached top positions on our charts thanks to his recording of “Vita Min” repeating the success with another song also penned by him and entitled “Se La Vita E’ Cosi’. Still in the charts today.

Gigliola Cinquetti has also confirmed her talent as a film actress, thanks to her interpretation in the film “Testa Di Rapa” where she acts as protagonist. The film presented at the International Festival of Venice, has been awarded with the “Golden Lion” as the best film devoted to the young. A similar award has also been given to the Swede Lena Zavaroni who has released a film for Youth.

Another confirmation of the great success of the Italian group Equipe 81 Ricordi has released in these days the first LP of the group. The album contains the two big hits of the Equipe 81, namely “Resta” and “La Io In Mente To” (the “Cantagiro” winning song of the new release has immediately obtained an extraordinary reaction. The public has made its own choice giving prominence to the song “Auschwitz”. Ricordi was forced therefore to release both titles in a new single. “Auschwitz” penned by the four boys, is an Italian song published by Ricordi.

Among the top foreign groups appearing on the Italian record scene we have to stress the names of the “Dockyard Group” which after a very good reception thanks to their first Italian recording of their hit “The Sound of Silence”. Italian title of the tune is “La Tua Immagine.”

Ricordi has finally promised three of their artists will take part in the next Festival of Neapolitan songs which will take place in Naples on September 15th, 16th and 17th. The three talents who will take part in this manifestation are: William Del Morante, “Le Strade Di Napoli” and Daisy Lamini (who recently was pacified by Ricordi being formerly under agreement with Ric) who will represent Italy in this competition. Another artist who was revealed through a content of new voices, especially organized to find new talents to present at the Naples contest. He was the winner of this search and therefore he will be immediately pacified by Ricordi. He will present a tune entitled “Tu Sai A Verita’.

First MGM releases following the signature of the past between the American firm and Ricordi, have been presented on the market; an album containing the original soundtrack of the motion picture “Doctor Zhivago” and a 45 single copy of the Connie Francis sung version of the “Lara’s Theme” from the same film.

Japan's Best Sellers

<table>
<thead>
<tr>
<th>Week</th>
<th>Artist</th>
<th>Title</th>
<th>Label</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Issum-vo-ko</td>
<td>Issum-vo-ko</td>
<td>Columbia</td>
</tr>
<tr>
<td>2</td>
<td>Wakamotomechii</td>
<td>The Broadside Four</td>
<td>Pacific</td>
</tr>
<tr>
<td>3</td>
<td>Brando Me Sato</td>
<td>Mikiko (Philips)</td>
<td>Philips</td>
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<tr>
<td>4</td>
<td>Paperback Writer</td>
<td>The Beatles (Odeon)</td>
<td>Odeon</td>
</tr>
<tr>
<td>5</td>
<td>Paint It Black</td>
<td>The Rolling Stones (London)</td>
<td>London</td>
</tr>
<tr>
<td>6</td>
<td>Giria Lights</td>
<td>The Ventures (Liberty)</td>
<td>Liberty</td>
</tr>
<tr>
<td>7</td>
<td>Sippin 'N Chippin'</td>
<td>The Bones (Liberty)</td>
<td>Liberty</td>
</tr>
<tr>
<td>8</td>
<td>Work Song</td>
<td>T-Javana Brass</td>
<td>Liberty</td>
</tr>
<tr>
<td>9</td>
<td>Song Song</td>
<td>Chie (Atco)</td>
<td>Atco</td>
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<tr>
<td>10</td>
<td>Stranger in the night</td>
<td>Frank Sinatra (Reprise)</td>
<td>Reprise</td>
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<tr>
<td>11</td>
<td>Ronin</td>
<td>Japan</td>
<td>Japan</td>
</tr>
<tr>
<td>12</td>
<td>Mamas &amp; Papas</td>
<td>Mammas &amp; Papas</td>
<td>Columbia</td>
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<tr>
<td>13</td>
<td>Michelle</td>
<td>The Beatles (Odeon)</td>
<td>Liberty</td>
</tr>
<tr>
<td>14</td>
<td>Rolling Stones</td>
<td>The Ventures (Liberty)</td>
<td>Liberty</td>
</tr>
</tbody>
</table>

Italy's Best Sellers

<table>
<thead>
<tr>
<th>Last Weeks</th>
<th>Week</th>
<th>Artist</th>
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<th>Label</th>
</tr>
</thead>
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<tr>
<td>1</td>
<td>1</td>
<td>Tema</td>
<td>Giganti/Riff</td>
<td>Edoardo la Cagna</td>
</tr>
<tr>
<td>2</td>
<td>1</td>
<td>Notti Di Ferragosto</td>
<td>Gianni Morandi/RCA</td>
<td>RCA Italiana</td>
</tr>
<tr>
<td>3</td>
<td>1</td>
<td>Night on the Beach</td>
<td>Boby Rich/RCA</td>
<td>RCA Italiana</td>
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<tr>
<td>4</td>
<td>1</td>
<td>Count Teo</td>
<td>Tony D'Urso/Durium</td>
<td>Durium</td>
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<tr>
<td>5</td>
<td>1</td>
<td>Strangers in the night</td>
<td>Frank Sinatra/Columbia</td>
<td>RCA Italiana</td>
</tr>
<tr>
<td>6</td>
<td>1</td>
<td>Paint It Black</td>
<td>The Rolling Stones/Decca</td>
<td>RCA Italiana</td>
</tr>
<tr>
<td>7</td>
<td>1</td>
<td>Che Cose</td>
<td>The Bokes/RCA</td>
<td>RCA Italiana</td>
</tr>
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</table>

Nippon Grammophon will release three of 30 centi LPs on Nov. 5, with the titles “Continental Tango/Alfred Haase,” “Argentina Tango/Alfred Haase,” and “Melodies Of Japan,” the last one of which includes “Tokyo Blues,” “Tokyo Night,” and “Tokyo Love Song.” In November the local hit, while the firm will release “Shiro Jasumminu Kagede,” composed by the artist, on Sept. 5. This time releases are made to honor their orchestra’s performances scheduled to start in the beginning of November.
Australia's Best Sellers

1. Yellow Submarine (The Beatles—Parlophone) Northern Songs.
2. They're Coming To Take Me Away (Napoleon XIV—Warner Bros.)
5. Easy Fever (E.P.) (The Easybeats—Parlophone)
6. Bus Stop (The Hollies—Parlophone)
7. Summer In The City (Lovin' Spoonful) J. Albert & Son.

Mexico's Best Sellers

1. Sin Final (The Phoenix Theme)—The Brass Ring (RCA)—Los Dominic (Polydor)—Los Aragones (Musart).
2. El Ultimo Beso (Last Kiss)—Polo (Peerless).
3. El Beso Que Me Dijiste (The Kiss You Told Me)—Los Hitters (Orfeon)—Los Hanky Pankys (Cliste).
4. Sonando Desesperadamente (Cómo)—Soledad (CBS).
5. Capri C'est Fini (Phillips)—José Luis Santos, Pinoso.
6. El Despertar (Marcelo Antonio Muniz (RCA)—La Bolita Tránsito (Polydor)—Arménia (Musart)—Ipanema (Musart).
7. Extraños En La Noche (Strangers In The Night) Frank Sinatra (Reprise) (RCA)—Los Cecillos—Los Aragones (Musart).
8. La Gitana (The Gypsy)—The易kay Theme (Philips)—Gloria Lasso (Musart).
9. El Pescador (The Fisherman)—Beach Boys (Polydor)—La Plaza (Musart).
10. El Zapo (The Frog)—Carlos Vega (Musart)—Los Zopilotes (Orfeon).

New singles through EMI bring Connie Francis with "Somewhere My Love (Laura's Theme)," "Snooky-Doopy-That Girl!" by Chris Andrews; "Cherry Cherry" from Neil Diamond; "Working In The Coal Mine" by Lee Dorsey; and the Temptations with "Beauty Is Only Skin Deep." On the local scene we find that disc jockey Granite Dee has an arrival of "Wild One," and Buddy England comes through with "Doll House" c/w "Looking For Me."

Dick Vain from W & G Records has high hopes for the success here of "World Of Tomorrow" c/w "Summer Morning" by John Christian Barrie. The master is leased from the Campbell-Contey publishing group in the United Kingdom. Other recent issues from W & G include "In The Beginning" by Paul Revere & The Raiders which is from Jercords Records of the U.S. Local girl Maria Robertson is represented by "Hey Good Lookin'" and "Picking Up My Hat." Another local production features Tony Henry with his version of "Wild One" and "Honey Love."

Publishing house of J. Albert & Son are currently working on a batch of Australian compositions that are showing out well on disc. "I'll Make You Happier" (The Easybeats E.P. on Parlophone); "No, No, No!" (Tony Bar-B-Spin); "Absence Makes The Heart Grow Fonder" and "I Am What I Am" (M.P.D. Limited-Go!); "Step Back" (Johnny Young-Clarion).

Dick Harkness has left his post as victorious manager of the Record Division of RCA of Australia. Dick has joined Michaelis-Hallenstein, distributors in Victoria of the Festival-Hercou label.

Sunshine Records has embarked on a policy of releasing overseas masters in Australia; previously their efforts were devoted to local product. First issues on the Sunshine International logo include Kim Fowley with "Light's, The Blind Can See" c/w "Something New And Different,;" the Bunch Of Fives presented "Oh Home Baby" and "At The Station."

After a brief spell of distribution through Festival, Phono-Vox records have resumed direct distribution of Phono-Vox, Vogue, and associated labels. Simultaneously, Phono-Vox has released their first locally recorded single. It brings Denise Drysdale with "Sunshine Shadow" and "Rescue Me." Popular local singer Vanida is represented by a disc for Tony Trameros, head of the label.

New singles from RCA bring local artists, the Top Cats with "Lost John" and "Dream Lover." Australian girl Lana Cantrell is out with two sides recorded in America, "Stay (Reste)" c/w "I Love Him." Since she has hit the high spots in the States, the label has sold a lot of press publicity on a national scale here.

The Sidekicks are out with "Suspicion" on RCA, this one is currently rating on the Cash Box Top 100.

From the Festival group there are five new locally produced singles. Rick & the S-L Boys present "Talk To Me and I Miss You;" Anne Shelton is featured with "Talk To Me" and "I Miss You;" the Mynastics come along with "Turn The Lamp Down" and "Don't You Go, I Need Your Love" (Those three on the Down Under label); Donna Gaye is on Komet with "Little Things Like That" and "Bring It All Down;" whilst the Bee Gees are on spin with "Spicks And Speaks" and "I Am The World."
Any operator who compares the console design of today’s phonograph with the gaudy, chrome-drenched gingerbread of the jukes produced twenty, ten or even five years ago—any operator who compares the features available today that were not available twenty, ten, or five years ago must admit that something has changed even if his attitude has not.

A jukebox is not a toy. It costs over a thousand dollars and is a major, though necessary, investment for any modern operator. It costs the factory that produces it thousands and thousands of dollars. There are a lot of salaries to be paid, from engineers to designers to woodworkers. Even the craftsman who cuts the diamond needle and the man who mines the diamond in Sierra Leone and the company that ships the raw diamonds are involved.

The companies producing these machines have given the operator almost everything he needs in a jukebox, short of guaranteed locations and patrons. In other words, the machines now being produced are designed to sell themselves. Although this is heartening and reassuring, although it indicates the factories are indeed concerned about the operator’s success with the machines it is also somewhat disturbing.

Granted that a phonograph should attract interest and appeal to the man in the location with change (or dollar bills) in his pocket—why should it, and not the operator, insure the attraction? Where did the opening miss out on promotion of his phonograph? Do today’s machines merchandise because the operator has failed to merchandise?

Among the most frequent conversations in the industry is the dialogue between two operators which goes something like this:

“How’s that new machine doing?”

“Ay, well it’s (1) great (2) OK (3) so-so."

Take your choice. But consider, the next time you hear such a conversation, or the next time you have such a conversation, who or what makes the machine 1, 2 or 3. It is easy to blame a machine because it doesn’t produce the collections an operator wants. It stands there and glows but it can’t defend itself against lack of operator imagination, or half-hearted promotion or no promotion at all.

What extra effort does it take to suggest to the bartender that he take a quarter and play “flips” with the customers to keep the juke going? What does it take to make sure the records on the machine are programmed to the location’s taste? What does it hurt the bartender to mark some coins with lipstick and put them into the juke to play his favorites—or the customer’s favorites?

Both operator and location owner can teach each other promotion—one knows the machine, the other knows the location. Since the owner probably has a financial stake in the machine he won’t object to money-making ideas. What about photographs of recording stars on the wall?

The operator will soon have machines at his service that rotate, glow, talk, tally written incomes and play records. What he does with these machines is his business—is indeed his business. He can have a banner year or scrape by. Though the machines are fast becoming mechanical marvels, it still takes a man to put a coin in them—and it still takes a man—the operator—to insure that the coins are inserted and the mechanical marvels get played.

Within the next few months, all the new jukeboxes will have been premiered. From then on, it’s up to the operator to make them work for him.

Of the machines released so far, improvements and innovations have been made with dollar bill acceptors, visual effects, styling and compactness, the end result of a metamorphosis which has taken place in the jukebox, even if it has not reached all operators.
Color-Sonics Holds National Openhouse for Audio-Visual Unit

- Green, Knazick Have Heavy Travel Schedule

FRED GRANGER
WASHINGTON, D.C.—MOA managed to get out of the Cash Box that another meeting between the MOA legislative committee and representatives of the performance rights societies was held here September 8.

"I can't announce anything definite. No conclusions or commitments were made at the meeting," said President Knazick.

"It was an informal gathering; no votes were taken. We are concerned in the future with the economics of the industry and the general position of the companies who are associated with it. There was no discussion of the economics of the industry. As far as the MOA is concerned, the door is open for further discussions on an informal basis and I'm in favor of such discussions."

You know, it's awfully difficult to arrive at any meaningful appointment of the (Len) Schneller to both parties. The royalty problem is a very involved and time-consuming one. But these meetings at least enable both sides to understand each other's motives and problems. It's very easy to say that you want this, 'Bless your line I will not go, but to negotiate on that basis is just to butt heads. You come away with a better feeling of what the other is thinking and feeling and bad feeling all around. But these meetings avoid all that. The royalty problem is not one that can be solved in two minutes, or two weeks, or a couple of days. Both sides know that and both sides are working towards better understanding. That, to me, is progress."

MOA and Performance Rights Societies Hold Second Informal Meeting

NEW YORK—Back in New York for a few days before leaving for the next Color-Sonics showing, Stanley Green, president of the newly formed audio visual company, talked about the recent showings of the machine in Chicago and California.

Green, making the tour with sales vice-president Saul Knazick, recalled the Chicago: "Sonny and I flew in on Wednesday morning and went over to the Continental Plaza Hotel. Larry and Ronnie Kagan were hosting the show—they're Color-Sonics of Illinois. The show was set for half past one to ten-thirty. When we left at ten the place was still swinging. The machine never stopped playing. Operators and distributors were watching it all the time—they looked inside, they stood up, they sat down, they looked at it from every angle. A very successful show."

Guests at the Chicago premiere included Paul Calamari, sales chief of Bally Mfg. Co. and Gil Kitt, head of Empire Distributors. Next, Green and Knazick emplaned for Beverly Hills to the Century Plaza Hotel, newest luxury lodging of the Western Hotels chain. "This one was held outside on a patio by the swimming pool. We had twenty girls, all dancers from our films, dressed in the costumes they wore for their films, so you had everything from bikinis to Indian saris. The girls were the hostesses. The Hollywood community turned out. George Feniniam was the announcer. Record company executives, film production people, operators, distributors, actors — everybody. George Maharis was there so was our Frank Jeffries. The show was sponsored by us, by Official and Art, with Henry as the head of Associated Coin Amusement. Hank's our distributor for California. The show ran from five-thirty to eight o'clock and it was jammed. Bob Bles, the vice president of the company, a successful production at Official Films was there and I'm very happy to say that our chairman of the board, Mr. Lou Lerner, flew in from New York to attend the showing. Mr. Lerner's a very busy man; he's not only our chairman but he's chairman of the board of The National Company and the president of Official Films."

"They were both good shows and I think we're off to a lovely start. The machines are coming off the production lines at National and they're going out to our people in Los Angeles, Chicago, St. Louis, Salt Lake City, Toronto and I get on another plane and go to Ohio for an openhouse. Then Kentucky, Meanwhile, Hank Schwartz, our production vice president is in Europe. On a secret mission. One more thing—we're moving to 99 Park Avenue. We'll be in our new offices September 12. Bigger, better, more room—the way things are going we'll need all the room we can get."

Gathered round are Herb Perkins, Richard Uttanoff of D & R Industries, Stanley Green, an unidentified, but smiling, guest in the rear, and Larry Kagan, Right: Seated at their leisure are Warren Hecht of A & H Entertainers, prominent Chi ops Larry Cooper and Andy Hesch. The comedy lass (alas) is unidentified.

Len Schneller Nati. Sales Mgr. of U.S. Billiards

AMITYVILLE, N.Y.—Albert Simon, president of U.S. Billiards, Inc., has announced the appointment of Leonard H. (Len) Schneller to the position of national sales manager of this pool table and games manufacturing firm. Schneller, a true veteran of the coin machine industry, has been involved in virtually every phase of the trade since 1923, when he began in Philadelphia as an operator. During the years 1949-1958, Schneller manufactured kiddie rides, pinball games and several other varieties of amusement equipment under the firm name of NASCO. He also has extensive experience as an arcade owner and a used equipment jobber and most recently as salesman for W.S. Distributing (New England Seeberg representative).

In announcing Schneller's U.S. Billiards appointment, Simon stated: "Len's thorough knowledge of every facet of the coin machine industry will be an asset to our distributors and associates with our distributors. His overall knowledge of the business of coin machine operation is sure to make him a credit to our organization.

Schneller is now in the process of meeting with U.S. Billiards distributors.

Lou Wolcher, Andy Diamond Cited As Benefactors of Palsy Victims — VISTA

SAN FRANCISCO — Lou Wolcher, owner of Advance Automatic Sales Co., has made the headlines.

The San Francisco Examiner of August 31 carries a four-column story on Wolcher's time, investment and efforts with VISTA (visual instant scanning typewriter adapter).

Ten years ago Wolcher visited a school for children afflicted with cerebral palsy. "It's a heartbreaking thing," he said, "Many of the kids have normal intelligence, but their minds are trapped. They can't communicate with the world because they can't speak or write."

But Wolcher, who invested $50,000 in the design and building of VISTA, is now on display at the American Medical Association's Congress of Physical Medicine and Rehabilitation in the Sheraton-Palace Hotel.

Wolcher gave much of the credit for the development of the machine to his chief mechanic, Andy Diamond. "One big advantage of the machine is that there's a pinball mechanism in every city in the country, and he can service VISTA," said Diamond. "
SEEBURG BOWS “STEREO SHOWCASE”

CHICAGO—The Seeburg Corporation has introduced its newest coin operated phonograph, the Seeburg Stereo Showcase, featuring a dollar bill acceptor, a rotating motion-merchandising display, a new wood finish, a wrap-around cover and front panel, and an Income Totalizing System that provides both a visual and a printed record of income. The dollar bill acceptor, while simple to operate, meets a variety of requirements demanded by Seeburg engineers. Available as optional equipment, it has its own separate cash box for the dollar bills it accepts. But before a person can spend a dollar bill or coins in a phonograph, he must be drawn to it. Seeburg has an exclusive new motion display that is designed to catch the eye and draw people for a closer look. The rotating motion display thus sells as it spins. It begins by displaying a panel of five Little LP Phonograph covers. After they are on view for 20 seconds, the display revolves, showing a scenic panel. The third and final panel shows five more Little LP covers. The motion display can be used in many ways by the operator. Each of the five panels can be set to display 5 Little LP covers for a total of 15 covers. Groupings of covers can be designed to market, to instrumental, to jazz or other programming areas. And any motion display can carry a scenic panel. One such panel is standard equipment; additional panels are available. Additional merchandising innovations will also be made available for the display areas.

The Seeburg Stereo Showcase dollar bill acceptor utilizes computer-like controls to read the face of the bill and accept it if it is a valid bill. A wide number of variables can be given with the acceptance of a dollar bill, depending on operator and location needs. The acceptor uses a low voltage which would not be harmful even if a customer were to place a wet bill into the unit. A customer places the bill face up on a tray and slides it forward. If accepted, plays credits are given. If rejected, the bill is returned and the tray returns to its normal position.

Seeburg was the first to utilize a variety of wood finishes in its phonograph cabinetry. The widely accepted and cherry finishes have been joined by another new finish, one that is of the Danish teak finish and which will permit the new Seeburg Stereo Showcase phonograph to be placed in all types of locations, no matter their decor.

Seeburg has pioneered in Income Totalizer Systems (ITS) and while previous model phonographs have had a totalizer that provided a visual tally of phonograph income, there has not previously been any phonograph that also provided a print-out slip which provides an income record. Now Seeburg engineers have made it possible for operators to have a print-out Income Totalizer System. This optional accessory gives an accurate, up-to-the-minute printed total of all coins and bills deposited in the phonograph. It will stamp the cash total on a special collection slip. The same total is also shown visually on the Income Totalizer itself. Whenever a coin or bill is accepted, a "Thank You" light flashes.

At the recent Seeburg distributor meeting, William F. Adair, Seeburg Corporation vice president, read several letters from operators praising print-out Income Totalizers. One operator reported a saving of 30% in service time because the counting of money was eliminated at the location and the route man could deliver an Income Totalizer slip to the location as proof of the income. Increasing labor costs point toward greater operator need for income totaling systems.

The new model phonograph, designated SS-160, has a colorful front panel that wraps around to both the sides of the phonograph. It is made up of colorful designs over which appear the figures of musicians and dancers in a melodic panorama. To obtain the unusual effect, Seeburg design chief Ted Dobson utilized both color film, plastic and silk screening.

At the recent showing for distributors, held at Seeburg’s home office in Chicago, vice president William F. Adair of the Seeburg Corporation unveiled the “Stereo Showcase” and pointed out its revolving display, dollar bill acceptor, Danish teak wood finish and Income Totalizing System features.

COLOR • MOTION • SOUND

ALL the ingredients of Successful entertainment combined!
Seeburg Stereo Showcase

• ROTATING LITTLE LP SHOWCASE DISPLAY
• BREATHTAKING COLOR AND DESIGN
• TOTAL, ENVELOPING STEREO SOUND SYSTEM
• OPTIONAL DOLLAR BILL ACCEPTOR AND INCOME TOTALIZER

See and hear the SEEBURG STEREO SHOWCASE at
Lieberman Music Company
257 Plymouth Ave. North
Minneapolis, Minn. (612) 332-7131

Cash Box—September 17, 1966
Your customers will probably call it a juke box. They should bite their tongues. Even calling it a Showcase is modest. It has everything. Light, Sound, Motion, Color.

1. The new Motion Display. Holds up to 15 Little LP album covers. Or 3 romantic scenic panels. A rotating display of color and light.


4. New Balanced Sound System. It's all transistorized. Covers the complete range of sound audible to the human ear. Light touch tone arm and diamond stylus.

5. Plays everything. Little LP albums, singles in 33-1/3 and 45 r.p.m. speeds. A juke box? Bite your tongue. This is a Seeburg Stereo Showcase. There's nothing like it in the world.
Seeburg’s exclusive new motion display:

Starts with a panel of 5 hit Little LP albums.

Revolves to show a romantic scenic panel.

Shifts to 5 more hit albums... each panel visible for 20 seconds.

The rotating display inside the top of the Seeburg Stereo Showcase has three sides, like a prism. Each side accommodates 5 Little LP album covers, or one decorative scenic panel. With every complete rotation, it displays up to 15 popular albums (when all three sides are mounted with album covers)—a miniature showcase of the best in popular music—a real service to location patrons. The new Stereo Showcase is easily tailored to suit locations’ specific needs. Albums make up 80% of the record business today. The Seeburg Stereo Showcase—with its exclusive rotating display—shows patrons what the most popular albums in stereo are. It intrigues them with motion... captivates them with color and soft lighting. Get this money-making show on the road—working for you—by visiting your Seeburg Distributor right away.

More Firsts from Seeburg!

New dollar-bill accepter! (Optional Accessory)

Let’s patrons play a dollar’s worth of hits (albums or singles) at one time. Has its own separate cashbox. Operates with “logic circuits”—like a computer—to recognize a dollar bill and register credit for a dollar’s value in play. This great new money-maker has been specially developed for Seeburg coin-phonographs. Added benefit: Saves the time and trouble of constantly making change.

New Print-Out Income Totalizer! (Optional Accessory)

Gives an accurate, up-to-the-minute printed total of all coins and bills deposited in the phonograph. Stamps the cash total on a special collection slip. The same total is also shown visually on the Income Totalizer itself. A “Thank You” light flashes whenever a coin or bill is accepted.
Among the optional features of the "Stereo Showcase" is the Income Totalizing System which gives a written account of coin and dollars. Designed as a time-saving service for the operator, it is a Seeburg "first."

The dollar bill acceptor shown here is also an optional accessory but from operator response at distributor showings it bids fair to become a near-standard item. It automatically rejects crumpled, torn or dirty bills. A separate cash box for the bills is also available.

COLOR • MOTION • SOUND
ALL the ingredients of Successful entertainment combined!
Seeburg Stereo Showcase

• ROTATING LITTLE LP SHOWCASE DISPLAY
• BREATHTAKING COLOR AND DESIGN
• TOTAL, ENVELOPING STEREO SOUND SYSTEM
• OPTIONAL DOLLAR BILL ACCEPTOR AND INCOME TOTALIZER

See and hear the
SEEBURG STEREO SHOWCASE
at
CALDERON DISTRIBUTING, INC.
433 N. Alabama St. Indianapolis, Ind.
Phone: (317) 634-8468

COLOR • MOTION • SOUND
ALL the ingredients of Successful entertainment combined!
Seeburg Stereo Showcase

• ROTATING LITTLE LP SHOWCASE DISPLAY
• BREATHTAKING COLOR AND DESIGN
• TOTAL, ENVELOPING STEREO SOUND SYSTEM
• OPTIONAL DOLLAR BILL ACCEPTOR AND INCOME TOTALIZER

See and hear the
SEEBURG STEREO SHOWCASE
at
SUTHERLAND DISTRIBUTING CO., INC.
2710 McGee Trafficway, Kansas City, Missouri
 8A 1-7446
Northwest Fourth & Lee Sts., Oklahoma City, Oklahoma
CE 6-2601
226 South Flores St., San Antonio, Texas
CA 6-0303
3902 Pershing, El Paso, Texas • 1343 S. Staples, Corpus Christi, Texas
CA 6-0303
401 W. 1st, Joplin, Missouri
CA 6-0303

Cash Box—September 17, 1966
(Continued from page 72) failure in many test operations.

Summing up the advantages of the new tone arm and trip method, Claf
ey pointed out that operators will now have (a) improved frequency re
sponse, (b) longer record wear, (c) greater output and (d) longer style
wear. "And in eliminating the micro
switch to trip records, we have elimi
nated a source of trouble to opera
tors," Claffey noted.

The new phonograph uses two new
type magnetic speakers for bass re
sponse. They use barium ferrite and
are different in colors to distinguish
that they deliver a different response thus eliminating feed back and give a
more complimentary cone response.

Two new improved mid range speak
ers and two improved tweeters com
bine to provide a new quality of sound reproduction. The speakers no
longer are placed behind grille cloth
that picks up dirt. The new phono
graph uses metal grilles that are ap
pealing in appearance, yet are not only easy to clean but permit the
finest in sound reproduction.

A new S.O.S. (Speaker Overload System) has been incorporated into
the new phonograph amplifier. It thus becomes impossible for an operator
or service man to improperly hook up
speakers and thus cause damage to
them. When an improper hook-up is
made, or if a short circuit of external
speaker wires occurs, the phonograph
amplifier automatically senses the
problem and takes steps to protect
itself while at the same time giving
an auditory indication that a fault has
occurred.

This is a big word... interchange
ability, but it is big and important to the coin phonograph industry, so See
burg Tormat Memory Unit, Solid
State Control Center, Amplifier, Auto
speed Unit and Stepper Units are in
terchangeable with the previous model.

Seeburg distributor shows indicate
highly favorable operator reaction to
the new model. As a result of orders
already received, production has been
pre-sold for an extended period and
Seeburg distributors have been asked to re-calculate their needs for the en
suing months of the year.

Cari Sundberg, head of Sundberg-
Perrar Associates, Detroit, is respon
sible for the design of the new See
burg Stereo Showcase phonograph.

Al Bodoh, engineering vice presi
dent at Seeburg and Mr. Sund
berg and his associates. They have
applied the same approach to phono
graph design as they have in the new
plane which will cut world air travel
schedules in half. The interior of the
plane was designed to provide passen
gers with look but comfort while flying 1,800 miles an hour at an alti

tude of 75,000 feet. They have applied
similar approach in wood and metal to our phonograph as to the plane of tomorrow.

Commenting on the revolving little LP display, Seeburg vice president
Gilbert said, "The idea of motion in phonographs is not new.
Seeburg phonographs were the first to utilize flashing lights and revolving
color modules in projectors. However, the current Seeburg innovation is the first to utilize a revolving display that
uses the Little LP covers to attract patron interest and stimulate the phono
graph play."

"Merchandising possibilities are un
limited for the operator," said Prut
ning, "The operator has got to use
Little LPs to get that little LP to take
overplay.

The Seeburg executive noted that
while Seeburg inaugurated the Little LP concept, the idea has grown to
the point where many record companies are now making their product avail
able to operators directly, instead of exclusively through Seeburg. "It
shows our idea was a good one and we've glad Capitol, Columbia, Liberty and many others have joined in to give
appropriate Little LP product to the
operator," he stated.

"Seeburg has given the operators
covers over 1,000 Little LPs," Prutting
noted. "Now with the full swing of the record companies with direct partici
pation, it is easy to see that the See
burg Stereo Showcase gives operators a logical opportunity for a new display and play of Little LP's," he said.

Concluding, Prutting said, "There
will be great location demand for this
new phonograph for the new motion display and other additional exclusive Seeburg features, it will be a
banner year for the operator and for us."

World Wide Showcase Of
Seeburg Phono Draws Ops

CHICAGO—Although Tuesday, Au
gust 30 was officially designated as
the gala showing date at World Wide
Distributing Company, of the new
Seeburg coin-operated "Stereo Show
case" phonograph, operators from a
wide area are continuing to visit the
busy northwest side showrooms.

Nate Feinstein advised that thus
far more than 150 operators in this
area and their service personnel
dropped in at World Wide to see and
hear the new phonograph.

Individual showings will also be
held by World Wide prior to September 13, at the Sands Motel in Peoria,
Illinois; September 20 in the Ramada Inn in Champaign; and September 27 in the Downtown Motel in Spring
field, Illinois.

During all World Wide showings it
is customary for an additional brief
ing on service instructions. This area
is generally covered by Manuel Herman, service manager; and Sam Di
Pierro.

World Wide staffers on hand during
the Chicago showings were: Nate Fein
stein, Harold Schwartz, Irv Ovitz,
Fred Skor, Howie Freer, John Neville,
Dannions, Art World, Juile Mill
man and Roy Gioconda.

Among the Seeburg executives who
visited World Wide during the show
ning week were Tom Herrick, George
Gilbert, Frank Lupino, Lillian Kubi
cek, Freeman Woodhall, Larry Mag
nuson, and others. Williams Elec
tronic Mfg. Corp. was represented by
Sam Stern, Buddy Lurie, Herb Oet
tinger, Jack Mittel and Bill DeSelma.

Cash Box—September 17, 1966

Seeburg Bows "Stereo Showcase"

CINEMAROOX
PREMIERE SHOWING
M.O.A. SHOW ★ Booth 32

Exclusive Rowe AMI Distributor
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WURLITZER
MEANS
MUSIC
TO MILLIONS

the "Cadillac" of
Quality and Craftsmanship

Valley

333 Morton Street • Bay City, Michigan • Area Code 517 892-4356

the finest pool tables that valley has ever built
Nat’l Names Sales Mgr.

EAST ORANGE, N.J.—Sol Mollengarden, a fifteen-year veteran in the coin machine business, has been appointed national sales director at the National Shuffleboard Co., pool table and games manufacturers located in this city. Mollengarden had joined National’s sales department in November of 1965, but according to the factory’s executives, “his talents became instantly apparent and we feel he will be a tremendous asset to our firm in his new position.”

Mollengarden, who will now be coordinating all of National’s distributor sales, in both coin and home model equipment, has vast experience in games operation. He terms his own appointment at National as one of “great satisfaction” to himself and added that he’s proud to be at the sales helm of a “truly dynamic firm.”

“National’s growth has been tremendous, in recent years, in the area of coin tables alone,” the new sales chief stated last week. “They’re really taken hold in the U.S.A. and now we’re branching out our overseas activities. As a matter of fact our first shipment of professional parlor tables has just gone off to Honolulu,” he revealed.

Mollengarden further revealed that National will be exhibiting a brand new lineup of home tables at the upcoming MOA show. The new line called the “VIP,” comes in 7’ and 8’ sizes. Also on display at the MOA will be some color changes on the firm’s Coronet coin-op line.

In addition National is now offering a 2½” cue ball, he stated. “However, even with all these changes,” Mollengarden said, “we plan no increase in our prices.”

Novel Twist For Open House

ST. LOUIS—Peter Entringer, general manager of Advance Distributing Company, sales agents in the St. Louis area for Rowe Manufacturing, held a novel oldtime show September 12th of the Rowe “Music Merchant” phonograph and audio-visual unit.

The premiere took place in the famed Crystal Palace in Gaslight Square. Entringer heralded the occasion as “one of the most momentous occasions in years for the coin machine business in this area. The ‘Music Merchant’ is exactly what it’s named.”

Atlas Shows Rose MM

CHICAGO — Eddy Ginsburg, president of Atlas Music Company, distributors throughout this wide area for Rowe Manufacturing’s music, vending and Customusic products, announced the holding of a gala premiere unveiling, Sunday, September 18, of the new Rowe-AMI’s “Music Merchant” coin-operated audio-visual phonograph combination in the plush Crystal Ballroom of the Sheraton-Blackstone Hotel. Operators from a wide area embracing Atlas Music’s domain are invited to attend this widely heralded showing.

Patrick L. O’Malley, president and chief executive officer of the Canteen Corporation; and Jack Harper, president of Rowe AC Mfg. Corp., a subsidiary of Canteen, will be in attendance to greet the guests with Eddy and Adele Ginsburg. Also on hand for Rowe Mfg. will be Fred Pollak, vice president of marketing, sales manager Joe Barton, and other executives.

Co-hosts for Atlas Music Company are vice presidents Sam Gerish and Bob Fabian, and Mike Blumberg, treasurer. Also, Joe Kline, Mort Jacobs, Stan Levin, Bill Phillips, Chuck Harper, Sam Kolber, Joe Rhy- kun, Morris Minkus, and other Atlas staffers.

Ginsburg advised that invitations will be mailed to area wide coin machine operators.

The spotlight will be on Rowe-AMI’s application of the audio-visual feature of the new phone and the exciting, new dollar bill acceptor, which is being heralded by Ginsburg, et al at Atlas Music Co.
BREATHTAKING ROTATING LITTLE LP SHOWCASE DISPLAY

BREATHTAKING COLOR AND DESIGN

TOTAL ENVELOPING STEREO SOUND SYSTEM

OPTIONAL DOLLAR BILL ACCEPTOR AND INCOME TOTALIZER

See and hear the SEEBOURG STEREO SHOWCASE at

S.L. LONDON MUSIC CO., INC. 3120 W. Lisbon Ave., Milwaukee, Wisc. Tel. (414) 341-3220

LONDON DISTRIBUTING CO. 1150 North West 163rd Drive, Miami, Fl. Tel. (305) 621-1415

LONDON DISTRIBUTING CO. 316 Riverside Ave., Jacksonville, Fl. Tel. (904) 348-9318

LONDON DISTRIBUTING CORP. P.O. Box 847, Fernandez Junco Station, San Juan, Puerto Rico

First showing of the new Seebourg phonograph in display room of H. A. Franz Co. on Aug. 29-30 was marked by tremendous attention and representa-
tive of practically every point in Houston trade area and naturally within the city proper. In live amusement or sports fields vernacular it would have been described as a "Standing Room Only" crowd. Two Seebourg vice presidents, Edgar C. Blankenbeckler, regional vice president, Seebourg Sales Corporation, and Edward F. Callister, vice president, the Seebourg Sales Corporation, were present. Also in evidence was H. A. (Hody) Franz, head of the Franz Company, make the showing a success were key members of the firm's phonograph, vending, game and background music sales representative with service and office personnel. Group included: Billy Rider, Larry Twodowski, Bob McElvain, Harold Hahnlin, Will Gibbons, Curley Diamond, B. Bex-

A REAL Pleasure to become personally acquainted with H. A. Garcia, owner of All's Amusement Co. and charming wife Eloise. Old timer Joe Baine, head of Baine Amusement, Beaumont, on a well earned (???) vacation in Europe. Oldest son, Donald (Don) Baine, active with company for about six years, doing the job with great skill. Mr. Baine. . . .

Color • Motion • Sound
ALL the ingredients of Successful entertainment combined!

Seebourg Stereo Showcase

- ROTATING LITTLE LP SHOWCASE DISPLAY
- BREATHTAKING COLOR AND DESIGN
- TOTAL ENVELOPING STEREO SOUND SYSTEM
- OPTIONAL DOLLAR BILL ACCEPTOR AND INCOME TOTALIZER

Houston Happenings

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tive of practically every point in Houston trade area and naturally within the city proper. In live amusement or sports fields vernacular it would have been described as a "Standing Room Only" crowd. Two Seebourg vice presidents, Edgar C. Blankenbeckler, regional vice president, Seebourg Sales Corporation, and Edward F. Callister, vice president, the Seebourg Sales Corporation, were present. Also in evidence was H. A. (Hody) Franz, head of the Franz Company, make the showing a success were key members of the firm's phonograph, vending, game and background music sales representative with service and office personnel. Group included: Billy Rider, Larry Twodowski, Bob McElvain, Harold Hahnlin, Will Gibbons, Curley Diamond, B. Bex-

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Seebourg DISTRIS SAY STEREO SHOWCASE MEANS $$$—A telephone poll of Seebourg's East coast distributors last week revealed the most dis-

American's Imperial Shufflboard has earned the reputation of being the "standard of the coin industry." In appearance, construction and operation it is years ahead of any other shuffleboard.

American Shuffleboard Co.
210 Paterson Plank Road, Union City, N.J. (201) 5-8653
(Los Angeles Office—1423 Southwestern Avenue)

"The World's Finest" Imperial Shuffleboard and you zero in on higher profits.

American's Imperial Shuffleboard has earned the reputation of being the "standard of the coin industry." In appearance, construction and operation it is years ahead of any other shuffleboard.

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"The World's Finest" Imperial Shuffleboard and you zero in on higher profits.
Post Labor Day business activity was greatly intensified this past week with two far reaching coin machine equipment introductions highlighted by Chicago Dynamic Industries’ release of an exciting new concept in big ball bowling alleys, with the “Flair” ball bowler featuring a considerably larger bowling ball with a thumb hole; and Seeburg’s all-new coin-operated and drive-in jukebox, a rotating display unit, an optional dollar bill acceptor and Income Totalizer System. Earlier Gottlieb intro’d the new “Cross Town” flipper amusement game. Midway released a new “Captain Kid” rifle-target amusement game, and Williams Electronic Mfg. Corp. opened big with United’s “Aztec” big ball bowling alley. Furthermore, with the MOA Convention and Trade Show and the huge Seeburg “Starsee” Phonograph display looming up in the very near future this will be a hectic season in coinops.

Another gala showing was held, Tuesday, August 30, in the Continental Plaza Hotel when Larry and Ronnie Kagan previewed the new “Color-Sonics Theatre” audio-visual machine to areawide coin machine operators. Stanley Gold, Key of Color-Sonics, Inc., of New York, and Sol Krasick were on hand in Windy City for the showing... Tuesday, August 30, was the target day for World Wide’s combined showing and service session featuring the new Seeburg “Starsee Phonograph” in the company’s showrooms. World Wide staffors there included Nate Fendelstein, Harold Schwartz, Irv Ovitz, Freddie Skor, Art Wood, Howie Freer, Johnny Neville, Ray Gisconda, Frank Guma, Jules Millman, Manuel Herman and Sam DiPiero. On hand for Seeburg Corp. were Tom Herrick, George Gilbert, Stan Jarocki, Freeman Woolhull, Lillian Kubieck and Larry Magnusson. Representing Williams Electronic Mfg. Corp. were Sam Stern, Herb Ottinger, Buddy Larrie, Jack Mittel and Bill DeHarp and Rose Silverberg have their two day showing of the new Rowe-AMI equipment in the Executive Motor Hotel in Kansas City they’ll jet to the Orient for visits in Hong Kong and Japan. Sales chief Jerry Becker, Glenn Parsons and Jim Jackson will mind the store during Harry’s absence. Reason for the jet trip: Harry needs a new suit!... While we’re on the subject of showings, Charlie Kagels and Pete Emringer, of Advance Distributors in St. Louis, set their showing for September 12 in the Crystal Palace in Gaslight Square to showcase the new Rowe-AMI “Music Merchant” audio-visual phone combination. Honored guests will be Patrick L. O’Malley, president and chief executive officer of the Canteen Corporation; Jack Harper, president of Rowe AC Mfg. Corp.; Fred Pellak, vice president and director of sales and marketing; and Joe Barton, national sales manager. Eddie Ginsburg anticipates the heaviest attendance he’s ever had at an equipment showing.

A very tired Frank Luppino took a two week vacation from his duties at the Seeburg Corp. last week. All he wants to do is spend all his vacation time with his wife, Bjorg; newborn son, Frank Luppino III, and pet, little dachshund for the jet trip: Harry needs a new suit!... While we’re on the subject of showings, Charlie Kagels and Pete Emringer, of Advance Distributors in St. Louis, set their showing for September 12 in the Crystal Palace in Gaslight Square to showcase the new Rowe-AMI “Music Merchant” audio-visual phone combination. Pete says: “It’s a sellout!”

One of the busiest Seeburg distribes this hectic show days is genial Dave Sutherland, since he has to cover five different showings in five different areas where he has distribution headquarters... The big day for Atlas Music Company was Sunday, August 18, when Eddie Ginsburg, his lovely Adele, Sam Gersh, Bob Fabian, Mike Blumberg, Joe Klone, Stan Levin, Chuck Harper, Bill Phillips, Mort Jacobs, Joe Klykun, Sam Kolber and Morrie Minkin held a gala premiere showing in the swanky Continental Ballroom of the Sheraton-Blackstone. The hotel’s capable maitre de Freedy Kay will do the honors with his culinary cuisine. The spotlight will be on the new Rowe-AMI “Music Merchant” audio-visual telephone combination. Honored guests will be Patrick L. O’Malley, president and chief executive officer of the Canteen Corporation; Frank Harper, president of Rowe AC Mfg. Corp.; Fred Pellak, vice president and director of sales and marketing; and Joe Barton, national sales manager. Eddie Ginsburg anticipates the heaviest attendance he’s ever had at an equipment showing.
The exclusive rotating album display sells your music as it spins.

 Completely balanced sound system covers the entire sound spectrum with the clearest reproduction ever.

 Optional dollar acceptor and I.T.S.
**ChiCoin Puts New Look On Coin Bowling**

*Flair* Bowler Offers Larger Ball With Thumb Hole At 15c/Game

The finished product as it appears in Chicago Coin's factory showroom. (Note: The larger balls in the ball rack and the much larger compartmented cash box at the extreme right).

Chicago—An exciting, new concept in the big ball bowling game was introduced at Chicago Dynamic Industries this past week with the factory's presentation of the "Flair." Proudly acclaimed by co-heads Sam Wolberg and Sam Gensburg as "a coin-operated amusement piece, so packed with play attracting innovations, it can easily command more than a dime per play," therefore, play in the Flair bowl has been upgraded to 15c and two games for 25c. However, it is adjustable for standard dime play.

Most certain to attract considerable interest on location is the new, larger bowling ball with a thumb hole permitting the player to hook the ball, back it up and otherwise control it for skill shooting. Though this new bowling ball is considerably larger than the old, conventional model, it is practically the same weight.

As Sam Gensburg explained it when he revealed "Flair" bowl to the Cash Box reporter in the factory last week, "it offers locations such potential high collection talking points as a new, larger coin box which is provided with removable partitions for coin denominations such as nickels, dimes and quarters; the ever popular ChiCoin exclusive swivel score rack which so greatly simplifies reaching the back door for servicing ease; and a new, simpler way to add or remove extension sections on the playfield, by simply removing a bolt at the side of the playfield.

Thus far, the immediate reaction among Chicago Coin distributors, according to Avron Gensburg and Mort Secore, indicates that this new bowler is exhibiting greater money making potential in all locations where bowlers are popular. There are two new scoring games incorporated into "Flair" ball bowler. They include: "Step Up," in which strikes graduate in scoring from 30-60 and 80 points, and spares are 20-40 and 60 points; and "200 or Under." The latter in competition (it is a six player) who winds up with the lowest score under 200 (and this is not as simple as it sounds) wins the game.

Other scoring games in "Flair" bowler are ChiCoin's ever popular "Red Pin" bowling, "Regulation"—with a high score of 300; "Flash-O-Matic," and "Duel Flash" bowling.

Another playfield feature which brings this newest Chicago Coin amusement game closer to regular bowling is the wider playfield. This feature further enhances the player's desire to hook, back-up, and control the new thumb-hole bowling ball for higher scores, and considerably more fun and skill bowling.

"The Flair bowler, as I see it, is almost a new coin game," Secore stated. "The larger ball, more expansive playfield and most important, the thumb hole offers players more competitive areas in which to improve their game over the next fellow. It's more than a novelty, requires a bit more skill than standard coin bowling and I think, will give the customer a great deal more for his money. On this point, I think it's quite natural to charge the 15c price and hope that operators take advantage of this income boost," Secore added.

Activity at the ChiCoin factory is mighty busy these days while the crew turns out a heavy production run on the Flair bowler. Distributor orders are expected to run at record high.

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*Mentioned Products and Prices*

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<thead>
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<th>Product</th>
<th>Price</th>
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<td>CC Par Golf</td>
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<td>United Bank Pool 4PI</td>
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Gottlieb's

CROSS TOWN

Gottlieb's

CROSS TOWN

Note These Big Traffic-Producing Features!

1. Animated Subway Car Doors Open to Reveal Comical Characters
2. 4 Top Rollers Light Corresponding Pop Bumpers for High Score
4. Centor 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

Seeburg Third Quarter Report Shows Sales Up By Seven Million $$$

CHICAGO — Sales and earnings of The Seeburg Corporation for the nine months and third quarter ended July 31 continued to show marked improvement over 1965 results. The company reported that sales for the nine months rose to $74,367,772 from $67,067,660. Net income was $2,801,605, or $1.10 per share based on 2,548,092 shares outstanding. This compares with earnings of $1,714,963, or 69 cents per share in the corresponding period a year ago when there were 2,472,480 shares outstanding.

Seeburg also reported third-quarter sales of $25,578,873, up from $22,888,905. Net profit was $762,062, or 30 cents per share. There was a deficit of $152,969 in the comparable period of the previous year.

Delbert W. Coleman, chairman, said that the incoming order rate for the company's major product lines is at a high level and predicted that sales will continue to show gains. He said that the process of reorganizing and absorbing three musical instrument manufacturing companies acquired earlier in the year, has affected profits. "Although earnings are on the rise," he said, "they are not yet commensurate with increased volume. Solution of this problem will be completed in the course of the current and final quarters. This, coupled with surging musical instrument sales, should have a favorable effect on earnings beginning with the first quarter of fiscal 1967, which starts November 1."
A NEW IDEA in BOWLING GAMES!

CHICAGO COIN'S

The Game that Can Command More than a Dime!

NOW — WITH THUMB HOLE, PLAYER CAN HOOK, BACK-UP AND CONTROL THIS LARGER BALL!

NEW GIANT OVERSIZE BALL... with a THUMB HOLE!

EXCLUSIVE! SWIVEL SCORE BACK
Front or back of Score Rack provided from either side.

15¢ Play—2 for 25¢
(Also Adjustable to 10¢ Play)

5¢-10¢-25¢ Individual Coin Chutes

MRS. of PROVEN PROFIT MAKERS SINCE 1931

CHICAGO COIN MACHINE DIV. of CHICAGO DYNAMIC INDUSTRIES, INC.
1725 W. DIVESERY BLVD., CHICAGO, ILLINOIS 60614

STILL DELIVERING.....MEDALIST....KICKER

Philip Morris Board Declares 35¢ Oct. Dividend

NEW YORK — Directors of Philip Morris Incorporated declared a regular quarterly dividend of 35 cents a share on the Common Stock payable on October 12, 1966, to stockholders of record on September 16, 1966.

In addition, the Board of Directors of Philip Morris Incorporated declared regular quarterly dividends of $1.00 a share on the 4% Cumulative Preferred Stock and 975 cents a share on the 3.90% Cumulative Preferred Stock. Dividends on both preferred stocks are payable on November 1, 1966, to stockholders of record on October 14, 1966.

Cash Box—September 17, 1966

Steinberg Resigns From NCA To Take New Post

CHICAGO — Douglas S. Steinberg, president of the National Confectioners Association since 1958, has resigned effective October 1 to become vice president, E. J. Brach & Sons, Chicago, largest manufacturer of general line candies in the U.S.A.

Prior to joining the National Confectioners Association, Steinberg was director of public relations, National Lumber Manufacturers Association, Washington, D.C., from 1950 to 1958. Steinberg is national vice chairman of the National Industrial Council (NAM), a member of the board of governors, National Packaging Council, a member of the Cocoa Advisory Committee to the U.S. Department of State. He has represented the confectionery industry at many conferences.

Announces CAR/AF Test

KANSAS CITY—George S. Arneson, formerly vice president of Wheeling Steel Corporation, has been elected president and chief administrative officer of the Vendo Company by the board of directors.

E. F. Pierson, who since 1963 has been president and chairman of the vending equipment manufacturing firm, will continue as chairman and chief executive officer. Arneson, also named a director, will be chairman of the executive committee.

Arneson, 41, directed marketing for Wheeling during his association with the company in 1965 and 1966, and was also president of the fabricated parts subsidiary, Wheeling Corrugating Company, during 1966. He was formerly vice president and general manager of the electrical equipment division of H. K. Porter Company, Inc., and a division director of marketing for Borg-Warner Corporation. He is a graduate of the University of Minnesota with a degree in electrical engineering and of the U. S. Merchant Marine Academy.

"I am happy to have the opportunity to be associated with Vendo, a leader in the automatic merchandising industry," he said. "Vendo has a reputation as a pioneer and innovator, and I feel its true growth is yet to come. There is a great potential for automatic services in the future, particularly in new worldwide markets, and tremendous opportunities for the industry."

Pierson said among his duties the new president will direct the development of a new type of institutional food service equipment which he is confident will result in a substantial broadening of the company's marketing efforts.

"The new Vendo CAR/AF (cafeteria and restaurant automated food) Systems equipment is now undergoing intensive field testing," Pierson said. "It offers a solution to many problems faced by institutions which are trying to serve more patrons, and extend the hours of service, while at the same time battling higher costs and scarcity of labor.

Pierson, a founder of Vendo, was president from 1937 until 1949, when he stepped up to chairman. In his latest tenure as president, earnings per share rose from 75 cents in 1963 to $1.91 in 1965. Pierson says earnings could exceed $2.50 per share this year, on sales of $85 million or more. Sales in 1965 were $77 million.

Walter Keval, who has resigned as executive vice president of operations, has been succeeded by Thomas M. Macey as vice president of operations.

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COLOR • MOTION • SOUND
ALL the ingredients of Successful entertainment combined!

Seeburg Stereo Showcase

• ROTATING LITTLE LP SHOWCASE DISPLAY
• BREATHTAKING COLOR AND DESIGN
• TOTAL, ENVELOPING STEREO SOUND SYSTEM
• OPTIONAL DOLLAR BILL ACCEPTOR AND INCOME TOTALIZER

See and hear the
SEEBURG STEREO SHOWCASE
at
Southeastern Vending Distributors, Inc.

Seeburg Stereo Showcase

Plays and Displays
The Best in Music

• The exclusive rotating album display sells your music as it spins.
• Completely balanced sound system covers the entire sound spectrum with the clearest reproduction ever.
• Optional dollar-bill acceptor and ITS.

Davis Distributing Corp.
Open house showing Sunday, Sept. 18, 3-9 P.M.
Davis Distributing Showrooms: Albany, Syracuse, Buffalo

See and hear the
SEEBURG STEREO SHOWCASE
at
Southern Automatic Music Co., Inc.
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