Disks: A $ Billion Industry Early Next Decade
Copyright Bill Moves Nearer Approval By House
Carl Davis To Head A&R At Brunswick
Hank Thompson To Warners • Don Blocker Goes Indie In Prod. Field • ENG. Decca Label

Copyright

October 1, 1966
Star-studded singles filling the air with good music sounds!

JERRY VALE
Dommage, Dommage
4-43774

TONY BENNETT
A Time for Love
4-43758

ANDY WILLIAMS
In the Arms of Love
4-43737

BARBRA STREISAND
Free Again
4-43808

JOE HARNELL
Our Concerto
4-43786

On COLUMBIA RECORDS®
HERE TO STAY PLUS

With the sound of country music spreading in all directions, the music business will soon be heading in one direction: Nashville, the historic and modern-day home of this ever-important phase of the business.

Bringing tradesters to Nashville will be the Country Music Convention, including the 41st annual WSM Grand Ole Opry birthday, held concurrently in recent years with the gathering of the Country Music Association (CMA), celebrating its 15th year. This will all take place Oct. 20-23.

There is little need to recite in detail the influence of the country field on the entire musical world. The trade is confronted with its impressive sphere-of-influence each time it views a pop sales chart, or reads of yet another country show in a Big City, where, more likely than not, radio is beaming its presence. Turning to the international scene, country artists continue to win acceptance in broad markets.

The scope of country music is why the annual trek to Nashville goes beyond a meet-and-greet venture. It is a tribute to a sound that not only survives (and thrives) in its purest form, but also extends and adapts itself to other areas of pop music. When the latter course is pursued, it’s amazing how much of an original country flavor remains—it is, as the trade says, “the country record that goes pop.” This pop field acceptance runs a wide gamut of country names, from the year-in-year-out super stars to the more recent talents who have emerged from the country music scene.

This is to say that country music is not only here to stay, but is also contributing mightily to the overall progress of the pop music field in general.

The annual symbol of this achievement of the country music idiom is the forthcoming Nashville event. That the week set aside for the country field draws tradesters of many musical shapes is a tribute to country music and its far-reaching scope.

Cash Box, of course, will be present at all the various activities planned, and will make available a special country music issue. We are certain that our hosts will do the industry proud. Years of fruitful visits to the Nashville scene is the best evidence we can think of.
You Can Stop Looking Herman Your Next #1 Single Is Here!

Herman's Hermits
The new hit single first heard on the Ed Sullivan Show

DANDY
b/w My Reservation's Been Confirmed K-31603

A Mickey Most Production... for MGM
MGM Records is a division of Metro-Goldwyn-Mayer Inc.
Eddy Arnold
has a new single with a sound that says
"Top 40"

"SOMEBODY LIKE ME"
c/w "Taking Chances"
#8965

RCA VICTOR
The most trusted name in sound
**House Subcommittee OK's Copyright Bill**

WASHINGTON—The Copyright Bill, extending federal copyright protection under the Copyright Act of 1909, got the OK from a House Judiciary Subcommittee last week. The Bill would become law this year, although observers say it’s not likely as this year’s session of Congress comes to a close. The House could act on it, but Senate approval is unlikely for this session.

10 years in the making, the Bill would extend copyright, including musical works, of course, to life plus 50 years. The current act permits copyright retention for 7 years. However, in anticipation Learned Hand, Chief Justice of the Supreme Court, has inserted a provision in the Bill that would make it possible for publishers to renew copyright at the end of 48 years. Additionally, the Copyright Office has been instructed to report to Congress on the feasibility of a “Public Domain” registration system.

**New York Decca Records continues its expanded R&B activities last week with the announcement from Chicago office that Decca would produce independent labels.”**

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**Carl Davis Heads Brunswick A&R**

NEW YORK—Decca Records has expanded its R&B activities last week with the announcement from Chicago office that Decca’s Brunswick label, under which the label has been producing various independent R&B labels, has been headed by Carl Davis since April 1 as A&R director on an exclusive basis. Under his new affiliation, Davis will have the directive responsibility for controlling all talent on the Brunswick label, as well as in hand development and recording of new artists and projects now being initiated by the company.

Davis has spent many years as executive for Columbia Records, as well as manager of A&R and promotion for Columbia’s R&B affiliate, Okeh Records. During his years with Columbia and Okeh, Davis was responsible for developing several of the label’s stars, including the late R&B singer Nat King Cole, and worked with artists such as James Brown, Little Richard and Billy Butler, among others. His current responsibilities for Decca include the supervision of the label’s 17 years of independent production work, both before and after his Columbia-Okeh tenure. Davis will also continue to work with Gene Chandler, Mary Wells, The Ventures and Chubby Checker among others.

In addition to his executive A&R duties for Brunswick, Davis will also operate the record company in the field of R&B promotion and marketing.

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**Study Eyes $2 Billion Business By 1975**

NEW YORK—The sound of dials will be heard in the million-dollar-a-year, a study by the CBS/Columbia Group.

Record industry sales to consumers in 1975 could reach $2 billion, the projected list price value. According to a study by researchers at CBS, sales are expected to be $250 million, 25% of the substantial increase in sales, as well as 46%, and retail dollar sales are expected to reach 

$1,000,000,000 in the early 1970’s.

**Steady Growth**

Record industry sales have increased annually during the past ten years. The $1,000,000,000 in 1976 is double that of 1966 and three times that of 1945. The record industry growth is 100% in ten years vastly exceeds U.S. population growth in the same period, and per capita income growth of 46%, and retail sales are expected to reach 

$1,000,000,000 in the early 1970’s.

**Instruments Annual Volume**

Musical instruments sales have exhibited growth trends similar to those.

(Continued on page 49)

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**Don Blocker Forms TAP Productions**

HOLLYWOOD—Don Blocker, who recently resigned as general manager of the Liberty and Dolton labels, has formed his own independent firm TAP (Talent-Artists Productions). The new company will concentrate on the sales and promotion of recordings, with particular emphasis on the sale of new acts.

Blocker will serve independent labels and producers on a consultant basis in all phases of the business, including A&R, sales, and promotion. TAP is currently representing the Ventures, Red Skelton, Vida, Decca Records, Columbia, and others.

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**Don Crewe Named Pres. Of Various Crewe Firms**

NASHVILLE, Tenn.—Bill Blocker, president and owner of the Crewe Group of companies, has announced the election of Dan Crewe to the presidency of each of the group’s various companies including: The Six String, Inc., Mervyn Jones, Inc., Tommorow’s Tunes, Inc., Genius Music Corp., Dyno Voice Records, Inc., New Sound Records, Inc., etc.

An announcement said that the new executive position will be accomplished for the purpose of presenting more accurately and effectively the group’s offerings to the music industry as the group’s administrative officer.

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**GPM Post For Catalana**

As president, Crew announced the appointment of Tom Catalana as professional manager of all GPM activities. Catalana has previously been associated with Columbia Records, R&B, and the Catalana Music, Kapp Records, and RESAC.

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**Eicher Promoted To Jay-Gee Vpe Post**

NEW YORK—Mike Eicher has been promoted to the new vpe post, reports that the company has previously been associated with Eicher, and also with the Catalana Music, Kapp Records, and RESAC.

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**Victor Adds ‘Dinner’ To Cast Album Menu**

NEW YORK—RCA Victor Records has added its third musical of the new season, Show is “Dinner with Sherry,” which is “The Man Who Came to Dinner” with words and music. George Sanders stars as the writer, but portraying the lead, Sheridan Whiteside, originally done by Monty Woolley, Tony Martin, and Bill Robinson’s (lyrics and books) and Laurence Root, who has been on tour, is Tom Ford and Shelly Gross are producing the show, scheduled for a Broadway bow next March.

Victor has already nabbed rights to “Honeymoon,” one of the first two David Merrick productions. The label has invested heavily in all three productions.

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**Command’s 1st Musical Caster: TV’s OL 7-0000**

NEW YORK—Command Records has joined the musical original cast bandwagon with the announcement that a presentation on ABC’s “Stage 67,” a Richard Adler musical called “Olympia,” was recorded by Barry Diller, Donald O'Connor, Larry Bliden and Bob Newman. According to Loren Becker, who heads the operation, the recording was such a success that the show’s OPL List number 1 is being used on the TV show.

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**BULLETIN**

**MCA Forms Label**

At press time Cash Box learned that MCA would form a new label operating out of Hollywood. The label, to be called MCA, will be headed by Dave Pell who heads the MCA-Gene Blocker will handle distribution and promotion.

The label’s emphasis will be on young talent.

(Complete details next week)
Looking Ahead

A compilation of upcoming records showing signs of breaking into The Cash Box Top 100. List is compiled from retail outlets.

1. I SAID I WASN'T GONNA TELL NOBODY
   (Tom Pr现出—BMG)
   Son & Dave (Stax 1948)

2. JUG BAND MUSIC
   Mungo-BMG
   Mag Wamps (Side Welp 900)

3. WHAT NOW MY LOVE
   (Fischer-AACAP)
   'Grease' Holmes (Prestige 427)

4. ROSEANNA
   Capreos (Sound 126)

5. COMING ON STRONG
   (Musician—BMG)
   Brenda Lee (Decca 32018)

6. IMPRESSIONS
   (Great Great Columbia—BMG)
   Jones Boys (Ace 6426)

7. HAPINESS
   (R&B—BMG)
   Shady Of Blue (Impact 1015)

8. DOMMAGE, DOMMAGE
   (Doo Wop—AACAP)
   Paul Vance (Sprinter 12364)

9. STAND IN FOR LOVE
   (Motown—BMG)
   O'Jays Imperial 44197

10. BABY TOYS
    (Motown—BMG)
    Toys (Cyma Voice 322)

11. UNDER MY THUMB
    (Gladman—BMG)
    Del Shannon (Liberty 55904)

12. SHAKE YOUR TOMBURINE
    (Tec—BMG)
    Bobby Moorehead (Cameo 429)

13. THE BEAT
    (Riviera—BMG)
    Major Lance (Okeh 7255)

14. BANG BANG
    (Columbia—BMG)
    Joe Cuba Sextet (Tico 475)

15. TOMORROW NEVER COMES
    (Columbia—BMG)
    B. J. Thomas (Scepter 12165)

16. ROLLER COASTER
    (Motown—BMG)
    Fats of March (Parrot 310)

17. WISH YOU WERE HERE, BUDDY
    (Henderson—AACAP)
    Pat Boone (Dot 16933)

18. CRY SOFTLY
    (Tec—BMG)
    Nancy Ames (Epic 10556)

19. DOMMAGE, DOMMAGE
    (Doo Wop—AACAP)
    Jerry Vale (Columbia 43774)

20. MY BABY
    (R&B—BMG)
    Garrett Minna (Pepee 1234)

21. A TIME FOR LOVE
    (St. Wmworth & Suggs—AACAP)
    Tony Bennett (Columbia 43760)

22. STICKY STICKY
    (Blue—BMG)
    Bobby Harris (Shore 203)

23. THE KIDS ARE ALL RIGHT
    (Doo Wop—BMG)
    The Who (Decca 31988)

24. RESPECT
    (R&B—BMG)
    Aretha Franklin (Cameo 437)

25. OUT OF TIME
    (BMG)
    Chris Farlowe (Epic 13567)

26. FANNIE MAE
    (R&B—BMG)
    Mighty Sam—(Amy 963)

27. SHE AIN'T LOVING YOU
    (Radio—BMG)
    Distant Cousins (Date 1514)

28. WE CAN GO ON THIS WAY
    (Motown—BMG)
    Teddy & Panda (Musicor 1990)

29. THERE, THERE & EVERYWHERE
    (Motown—BMG)
    Fourmost (Capitol 5738)

30. BAD LITTLE WOMAN
    (Grosset—BMG)
    Shades Of Knight (Dyno 128)

31. I STRUCK IT RICH
    (Champion & Double Diamond—BMG)
    Leon Bery (Decca 32011)

32. HEAVEN MUST HAVE SENT YOU
    (Motown—BMG)
    Elgins (VIP 25038)

33. ALMOST PERSUADED #2
    (Al Columbia—BMG)
    Ben Colier (BMG 13590)

34. BEST OF LUCK TO YOU
    (Epic—BMG)
    East Gaines (BMG 481)

35. SCRATCH
    (Decca—BMG)
    Robert Parker (Nala 726)

36. IT WAS A VERY GOOD YEAR
    (Good—AACAP)
    Daily Bros (ABC Paramount 108)

37. FUNCTION AT THE JUNCTION
    (Jubilee—BMG)
    Shorts Long (Soul 502)

38. MY WAY OF LIFE
    (R&B—BMG)
    Sunny Curtis (Vivo 602)

39. GLORIA'S DREAM
    (R&B—AACAP)
    Belted Gypsies (Prestige 2051)

40. WHEN SUMMER'S GONE
    (South American—BMG)
    Revolutions (BMG 13588)

41. HEART
    (Motown—AACAP)
    2 of Clubs (Fraternity 972)

42. SECRET LOVE
    (Patti—AACAP)
    Richard & Loretta (Holmes (Pacific Jazz 81310)

43. TO MAKE A BIG MAN CRY
    (Motown—BMG)
    Roy Nd (R knock 371)

44. SHAKE SHERRY
    (Jubilee—BMG)
    Harvey Russell & Rogers (Roulette 4697)

45. YOU CAN'T TAKE LOVE
    (Motown—BMG)
    Cash McColl (Thomass 310)

46. EVERY DAY & EVERY NIGHT
    (Pamela—BMG)
    Vendors (ABC Paramount 10023)

47. LOVES GONE BAD
    (Jubilee—BMG)
    Chris Clark (VIP 3528)

48. WHISPERS
    (Jackson—BMG)
    Jackie Wilson (Brunswick 55300)

49. LOOKIN' FOR LOVE
    (R&B—AACAP)
    Ray Cannon (Columbia 4374)

50. ALMOST PERSUADED
    (Al Columbia—BMG)
    Peti Page (Columbia 4374)

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Cash Box—October 1, 1966
they've adopted society's child

A partial list of foster parents:

SEATTLE, WASHINGTON
Pat O'Day—Radio Station KJRB
Gary Taylor—Radio Station KJRB
Sonny Burton—Radio Station KYAC

MILWAUKEE, WISCONSIN
King Zbornik—Radio Station WRIT

DENVER, COLORADO
Ken Palmer—Radio Station KIMN
Hal Moore—Radio Station KIMN
Gary Todd—Radio Station KIMN
Chuck Buell—Radio Station KIMN
Jay Mock—Radio Station KIMN
Robert E. Lee—Radio Station KIMN
Mike Morgan—Radio Station KIMN
Ted Atkins—Radio Station KIMN
Johnny Presley—Radio Station KIMN
Bud Bollou—Radio Station KBTR
Bill Garner—Radio Station KLZ FM
Max Floyd—Radio Station KLZ FM

SALT LAKE CITY, UTAH
Bill Perry—Radio Station KCPX

HARTFORD, CONNECTICUT
Radio Station WDEE

WATERBURY, CONNECTICUT
Radio Station WWCU

AUGUSTA, GEORGIA
Radio Station WBBQ #54

NEW YORK CITY
Radio Station WOR-FM

COLUMBUS, GA.
Radio Station WTXJ

COLUMBIA, SOUTH CAROLINA
Radio Station WCOS

WORCESTER, MA.
Radio Station WAAB

SAN DIEGO
Radio Station KCBQ

WICHITA, KAN.
Radio Station KLEO

society's child
janis ian

KF-5027

CASH BOX—October 1, 1966
### RADIO ACTIVE CHARTS

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

[SURVEY COMPLETED TO SEPTEMBER 21, 1966]

<table>
<thead>
<tr>
<th>% of Stations Adding Titles to Prog. Sched. This Week</th>
<th>Title</th>
<th>Artist</th>
<th>Label</th>
<th>Total % of Stations to Have Added Titles to Prog. Sched. to Date</th>
</tr>
</thead>
<tbody>
<tr>
<td>56%</td>
<td>Little Man—Sonny &amp; Cher—Atco</td>
<td></td>
<td></td>
<td>58%</td>
</tr>
<tr>
<td>54%</td>
<td>I Just Don’t Know What To Do With Myself—</td>
<td>Dianne Warwick—Scepter</td>
<td></td>
<td>54%</td>
</tr>
<tr>
<td>48%</td>
<td>The Hair On My Chinny Chin—</td>
<td>Sam The Sham &amp; Pharoahs—MGM</td>
<td></td>
<td>48%</td>
</tr>
<tr>
<td>45%</td>
<td>Dandy—Herman’s Hermits—MGM</td>
<td></td>
<td></td>
<td>45%</td>
</tr>
<tr>
<td>42%</td>
<td>Have You Seen Your Mother, Baby, Standing In The Shadow—Rolling Stones—London</td>
<td></td>
<td></td>
<td>42%</td>
</tr>
<tr>
<td>41%</td>
<td>Go Away Little Girl—Happenings—B. T. Puppy</td>
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<td></td>
<td>41%</td>
</tr>
<tr>
<td>40%</td>
<td>Don’t Worry Mother—McCoy’s—Bang</td>
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<td></td>
<td>60%</td>
</tr>
<tr>
<td>38%</td>
<td>Spinout—Elvis Presley—RCA Victor</td>
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<td>38%</td>
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<tr>
<td>37%</td>
<td>If I Were A Carpenter—Bobbi Darin—Atlantic</td>
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<td>64%</td>
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<tr>
<td>35%</td>
<td>B-A-B-Y—Carla Thomas—Stax</td>
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<td>35%</td>
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<tr>
<td>33%</td>
<td>Come On Up—Young Rascals—Atlantic</td>
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<td>33%</td>
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<tr>
<td>31%</td>
<td>Get Away—Georgia Fame—Imperial</td>
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<td>31%</td>
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<tr>
<td>29%</td>
<td>Changes—Crispian St. Peters—Jamie</td>
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<td></td>
<td>38%</td>
</tr>
<tr>
<td>28%</td>
<td>Nobody’s Baby Again—Dean Martin—Reprise</td>
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<td></td>
<td>26%</td>
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<tr>
<td>27%</td>
<td>Walk Away Renee—Left Banke—Smash</td>
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<td>26%</td>
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<tr>
<td>26%</td>
<td>Mas-Que-Nada—Sergio Mendes &amp; Brasil ’66—A&amp;M</td>
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<td></td>
<td>26%</td>
</tr>
<tr>
<td>25%</td>
<td>Time Stopped—Marvin Smith—Decca</td>
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<td>25%</td>
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<tr>
<td>24%</td>
<td>It Just Happened That Way—Dean Martin—Reprise</td>
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<td></td>
<td>24%</td>
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<tr>
<td>23%</td>
<td>Day Tripper—Vontastics—St. Lawrence</td>
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<td>23%</td>
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<tr>
<td>22%</td>
<td>Coming On Strong—Brenda Lee—Decca</td>
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<td></td>
<td>43%</td>
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<tr>
<td>21%</td>
<td>Fa-Fa-Fa-Fa-Fa (Sad Song)—Otis Redding—Voll</td>
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<td></td>
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</tr>
<tr>
<td>20%</td>
<td>Mr. Spaceman—Byrds—Columbia</td>
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<td></td>
<td>60%</td>
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<tr>
<td>19%</td>
<td>To Make A Big Man Cry—Roy Head—Backbeat</td>
<td></td>
<td></td>
<td>51%</td>
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<tr>
<td>18%</td>
<td>Roller Coaster—I’des Of March—Parrot</td>
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<td>48%</td>
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<tr>
<td>17%</td>
<td>I’m Your Puppet—James &amp; Bobby Puriyy—Bell</td>
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<td></td>
<td>17%</td>
</tr>
<tr>
<td>16%</td>
<td>White Cliffs Of Dover—Righteous Bros—Phillies</td>
<td></td>
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<td>16%</td>
</tr>
<tr>
<td>16%</td>
<td>Stay With Me—Lorraine Ellison—Warner Bros.</td>
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<td></td>
<td>16%</td>
</tr>
<tr>
<td>15%</td>
<td>(In The) Cold Light Of Day—Gene Pitney—Musicor</td>
<td></td>
<td></td>
<td>30%</td>
</tr>
<tr>
<td>14%</td>
<td>Ain’t Gonna Lie—Keith—Mercury</td>
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<td></td>
<td>41%</td>
</tr>
<tr>
<td>13%</td>
<td>Fife Piper—Dynamatones—HBR</td>
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<td></td>
<td>13%</td>
</tr>
<tr>
<td>12%</td>
<td>Shake Your Tambourine—Bobbi Marchan—Cameo</td>
<td></td>
<td></td>
<td>12%</td>
</tr>
<tr>
<td>11%</td>
<td>Heart—2 Of Clubs—Fraternity</td>
<td></td>
<td></td>
<td>20%</td>
</tr>
<tr>
<td>10%</td>
<td>Love Is A Hurtin’ Thing—Lou Rawls—Capitol</td>
<td></td>
<td></td>
<td>44%</td>
</tr>
</tbody>
</table>

**LESS THAN 10% BUT MORE THAN 5%**

<table>
<thead>
<tr>
<th>Title</th>
<th>Artist</th>
<th>Label</th>
</tr>
</thead>
<tbody>
<tr>
<td>Stop Look &amp; Listen</td>
<td>Chiffons (Lourie)</td>
<td>39%</td>
</tr>
<tr>
<td>The Wheel Of Hurt</td>
<td>Margaret Whiting (London)</td>
<td>9%</td>
</tr>
<tr>
<td>But It’s Alright</td>
<td>J. J. Jackson (Colo)</td>
<td>9%</td>
</tr>
<tr>
<td>What Now My Love</td>
<td>Groove Holmes (Prestige)</td>
<td>25%</td>
</tr>
<tr>
<td>Cry Softly</td>
<td>Nancy Ames (Epic)</td>
<td>9%</td>
</tr>
<tr>
<td>Tomorrow Never Comes</td>
<td>B. J. Thomas (Scepter)</td>
<td>32%</td>
</tr>
<tr>
<td>Bang, Bang</td>
<td>Joe Cuba (Tico)</td>
<td>8%</td>
</tr>
<tr>
<td>Please Mr. Sun</td>
<td>Veggies (Co &amp; Co)</td>
<td>17%</td>
</tr>
<tr>
<td>Treat Me Like A Lady</td>
<td>Losley Gore (Mercury)</td>
<td>7%</td>
</tr>
<tr>
<td>Under My Thumb</td>
<td>Del Shannon (Liberty)</td>
<td>17%</td>
</tr>
<tr>
<td>The Great Airplane Strike</td>
<td>Paul Revere &amp; Raiders (Columbia)</td>
<td>7%</td>
</tr>
<tr>
<td>Sticky, Sticky</td>
<td>Bobby Harris (Shout)</td>
<td>21%</td>
</tr>
<tr>
<td>Free Again</td>
<td>Barbro Streibond (Columbia)</td>
<td>7%</td>
</tr>
<tr>
<td>I Can’t Give You Anything But Love But Koempfert (Decca)</td>
<td>7%</td>
<td></td>
</tr>
<tr>
<td>Out Of Time</td>
<td>Chris Forlowe (MGM)</td>
<td>7%</td>
</tr>
<tr>
<td>In Our Time</td>
<td>Nancy Sinatra (Reprise)</td>
<td>16%</td>
</tr>
<tr>
<td>Whispers</td>
<td>Jackie Wilson (Brunswick)</td>
<td>7%</td>
</tr>
</tbody>
</table>

Cash Box—October 1, 1966
CLAUDETTE LONGÉT

CAPTIVATED THE NATION SINGING

SUNRISE • SUNSET

MEDITATION

LAST SUNDAY EVENING ON THE

ANDY WILLIAMS SHOW
NEW YORK:
"Never On Sunday" girl Melina Mercouri gets a new July date for the month in Europe. The tune will be the title number from her latest, "Who's the Game?" which is now being released in the States of the States, and which was released just a few weeks ago. The Melina Mercouri album will also be available in the States of the States. RCA has some new releases of their own, including the new "J.A. and the Rockets" single, "R.C. & the Rockets," which is now available in the States of the States.

The World's Most Beautiful Girl is probably the new "The Beatles" album, "The Beatles' Greatest Hits," which was released just a few weeks ago. The album has been a huge success in the States of the States, and is now being released in the States of the States. RCA has some new releases of their own, including the new "J.A. and the Rockets" single, "R.C. & the Rockets," which is now available in the States of the States.

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On ATCO!
NOW!
The TROGGS
NEW HIT
I CAN'T
CONTROL MYSELF

ATCO #6444

Also on ATCO
THE TROGGS
Smash LP
"WILD THING"
ATCO #33-193

A Page One Production • Licensed To York/Pala Records
Produced by Charles Greene-Brian Stone
BEHIND THE RECORDS

THE DISTANT COUSINS
Larry Brown and Raymond Bloodworth, who are writers for Saturday Music Inc., are enjoying a record hit as singers with "She Ain't Lovin' You" on the Date label. They wrote the song in collaboration with Bob Cree who produced it as The Date Cousins for Date. The platter broke out in Cleveland two weeks ago and since then has come up very strong in at least four other break-out areas. Larry and Ray met while serving overseas with the U. S. Army Signal Corps. They found a mutual interest in music and teamed up as singers and writers. In January, 1965, Brown and Bloodworth signed as writers for Saturday Music and as producers for Bob Cree productions. In less than two years they have made their mark as writers-artists-producers. Their songs have been recorded by many stars including Eddie Rambeau, Leslie Gore, Mitch Ryder, Norma Tanega, Diane Renay, Patti Duke, Kitty Kallie, The Barry Sisters, Billie Beanhom, Lewis Brown, The High-waymen, Red Shepard and the Flock, and Richard and the Young Lions whose recording of "Open Up Your Door" they also produced.

The development of Larry Brown and Raymond Bloodworth is another example of the care and consideration given the building of young writers by the Cree Group of Companies.

***

PLATTER - PICKING: We suggest the following records for programming—EDDIE RAMBEAU'S "CLOCK"—THE DISTANT COUSINS' "SHE AIN'T LOVIN' YOU"—MITCH RYDER'S "DEVIL IN BLUE DRESS" and "GOOD GOLLY, MISS MOLLY"—RICHARD AND THE YOUNG LIONS' "OPEN UP YOUR DOOR"—BILLIE BLOOMER'S "DOWN—FOUR SEASONS' "I'VE GOT YOU UNDER MY SKIN"—THE TOYS' "BABY BOYS"—THE SKY'S I'M NOT A FOOL and DUFF THURMOND'S "IF YOU LOVED ME BABY."

SATURDAY MUSIC INC.
1941 Broadway
New York, N.Y. 10023
12-6 5-3551
Dan Crewe—President

BIOs FOR DEEJAYS

TRADEWINDS

CASH BOX—October 1, 1966

4.

Guard Session." The Martin Block-hosted air feature big name records and is heard on nearly 2,400 stations. Ted LeVan, president of Narwood, said that the move is designed to increase exposure of the public service show and will be office. Eventually the development provides a groove which can be played with equal facility on either mono or stereo equipment.

William R. Williams of KSFO-San Francisco is the only non-government employee ever honored by the California Association Of Highway Patrolmen for his "outstanding work in traffic safety." As a result of this, he participated in a panel discussion with members of the association concerning their public relations program. The panel also included judiciary leaders of the bay area.

William R. Williams of WNJE-New York will host a spectacular outfit plans to tape Sept. 28th at Basin Street East. The spec is set to include top-name entertainers, Woody Herman and The Herd, and Mel Torme.

In a somewhat belated ceremony, WIPF's rock and roll personality Murray Arnold has just been awarded the Royal Yugoslav Commemoration War Cross 1941-1945, for his services in World War II. Arnold, as an infantry officer with the 369th regiment of the 99th Infantry Division, served in Germany, France, England, Belgium, Holland and participated in the Big War. The medal was presented through the Royal Fund of St. Andrew by its head, Peter II, King of Yugoslavia in exile.

Cleveland's only live TV news and variety show, WKYC's "2 On The Town," celebrated its first anniversary the week of its birthday, by a special broadcast. The program was marked by an unusual birthday cake prepared by one of its listeners. (Not just an ordinary decorated cake but a pretty pastry handset with four candles and a good paint brush and featuring a picture of the NBC Peacock). Bill Barrett, Radio-TV editor of the WKYC's "On The Phone with" program directed the anniversary show to accept the cake for himself and his fellow workers to see, admire and devour. No wonder, Barrett brought along his -13 own goodies, a huge bag of popcorn, to exchange for the cake. The popcorn was the network's way of telling press people that "Get Smart" was back again.

VITAL STATISTICS:

Ken Trivell, vet sales manager with CHAB-Moose Jaw, Saskatchewan, has been elevated to station manager.... Jim Turner, news director with WVTY-WM, has been promoted to program direc-
tor slot, effective Oct. 3.... WCOB-Boston has bolstered its announcing staff with the addition of Ray Dore, WADO and WCN. WBN has also taken on Jack Doyle as news director.... Fred Hanna steps up to music director role with WAME.

Dave Perry, who has recently stepped into the WTOB-Winston-Salem, moves over to news director position with sister station WSN-W-Burlington.... Myrtle "Myrt" O'Donell takes over as music librarian with KDEO-San Diego.
THE INCREDBLE JIMMY SMITH

PRESENTS THE BEST OF

SOFTLY AS A SUMMER BREEZE BLP 4200/BST 84200
PRAYER MEETING BLP 4104/BST 84104
ROCKIN' THE DOAT BLP 4141/BST 84141

BACK AT THE CHICKEN SHACK BLP 4117/BST 84117
MIDNIGHT SPECIAL BLP 4078/BST 84078
BUCKET BLP 4235/BST 84235

CRAZY! BABY, INCREDIBLE JIMMY SMITH

THE SERMON!

JIMMY SMITH'S HOUSE PARTY

WITH LEE MORGAN

JIMMY SMITH WITH STANLEY TURRENTINE

PLAYS FATS WALLER

BUCKET LISTEN! THE INCREDIBLE JIMMY SMITH

CRAZY! I BABY, INCREDIBLE JIMMY SMITH

THE SERMON!

HOUSE PARTY

BLUE NOTE

A PRODUCT OF LIBERTY RECORDS

THE JAZZ SOUND FOR EVERYONE
Background Music Puts Ascher Co. Up Front

NEW YORK—From soap opera to “Super Hero,” the Emil Ascher company is making background music pay off.

The company, formed in 1870, today boasts a catalog of more than 200 hours of all types of background music, which just on the performance level earns the company about $150,000 annually from ASCAP. The catalog of music runs the gamut from symphony to jazz to current rock dance steps.

Besides the normal outlet for background music (e.g. TV shows, commercials), there is a consistent demand for material from church groups that operate radio or TV outlets. Government-produced films and “industrials,” the ever-increasing musical shows put on by large corporations to display their wares.

According to Morton Ascher, who took over the company in 1922 upon the death of father, Emil, the entire field of background music has taken on more significance on the performance level since ASCAP increased performance credit in this area, allowing a “very flexible scale.”

The company entered the TV background music scene 15 years ago with the still-running “Superman” series. Morton Ascher admits that the music heard in the series is naive compared to the more sophisticated material that is required of today’s TV programs, which states that the company provides the background music heard on TV. The network show operas that use “live” music, that is music written especially for the program. The company dominates this area, Ascher says, because of the fact that almost 30 years ago, it had a number of soap operas that were popular on radio at that time. Ascher also provides music performed on such long-running TV series as “The Fugitive,” “Dragnet & Harry Harvey,” “Curt ’54” and “20th Century.” Ascher is able to make deals for music with independent TV producers without too much difficulty, but he is aware of the tendency of large TV packagers to wrap-up music rights by forming their own publishing firms. He believes, however, that independently-produced TV shows will continue to sustain a large part of his operation.

As for TV commercials, Ascher notes that while he may not possess rights to familiar jingles, there is significant use of additional music on commercials for which he can supply suitable material. His commercial accounts include Pan-American Airlines, Hallmark Greeting Cards (music heard on the “Hallmark Hall of Fame” TV series) and Eastman-Kodak. Music may accompany up to four minutes of a half-hour show, while a full-hour program may require as much as 20 minutes. The musicians’ union requires that at least 1/2 of the music be originally scored for each show.

Among the publishing houses for which Ascher is the exclusive agent are: Conrey, Paxton, J. W. Theme and the English company, Impress, FDM Mood Music and Brull Harmonics, including its Video Mood Library in the U.S. and England.

In 1958 a Hollywood office was set up under the management of Mort Ascher’s son, Everett. It’s called Regent Recorded Music. Mort Ascher headquarters at 745 Fifth Avenue in New York.

All future disks by Miss Feldon will be produced by Mazer for Miracle and released on Victor.

Future record productions will be both from Talent’s TV shows and regular pop product. TA is no newcomer to the music field having been active as publishers with their firms Groton Music and Clinton Music, both of which are tied to E. B. Marks Music. Daniel Melnick stated that it is the intention of Talent Associates to further look for new talent and that a full door policy will be maintained. All inquiries should go to Talent’s music production affiliate Score Productions at 245 East 49 St. in New York.

Talent Assoc. Moves Into Disc Prod. Arena

NEW YORK—Talent Associates, Ltd., the David and Evie Goldmark, Leonard Stern TV production company, has entered into the record production business with the formation of Miracle Records Co. Inc. First release is a single by Barbara Feldon on Victor produced for Miracle by Elliot Mazer. She is the co-star along with Don Adams of Talent Associates hit TV series, “Get Smart.” The record, recorded September of ’69, and “Max” two originals penned in line with the characters in “Get Smart.”
Ramsey Lewis

UP TIGHT

CADET 5547

Billy Stewart

SECRET LOVE

CHESS 1978
Atlantic Crossings Keep London Busy On Cross-Promo Drives

NEW YORK—As its artists cross the ocean, London Records is humming with cross-promotion activity on their activities here.

The label welcomed vet British maestro, Mantovani, at Kennedy Airport last week on the occasion of the start of his 10th and most extensive annual American tour; threw a lunch-on party for pianist Ronnie Aldrich at Cavanagh's Restaurant as the British artist completed a seven-city United States promotion tour; and began making plans for the latest London promotion, this time for the well-known Deca France group, the Jacques Loussier Trio, foremost exponents of Bach-based jazz.

The group arrives for its first American concert, to be staged Sunday, Oct. 30, at Carnegie Hall. London has just released a special two-LP package featuring the group in a live concert performance. This is the fifth in the group's London "Play Bach" jazz series, and a solid promotional effort is being launched to coincide with the Trio's appearances in this country.

Meanwhile, London's star vocalist, Caterina Valente, was due to arrive in Los Angeles last Friday (Sept. 21) for a host of prominent network TV appearances. During her Coast visit, Miss Valente will tape two Danny Kaye shows and two Dean Martin shows, and London is expected to put an extra push behind its extensive Valente catalog during the period of these outings. Her first appearance will be on The Danny Kaye Show Oct. 10.

Discussing the label's activity in this sphere, Herb Goldfarb, national sales and distribution manager, asserted that in the case of the just-concluded Aldrich tour, a strong sales surge was noted in dealer orders through distributors in each city visited. In each case, Aldrich did interviews with the local press and appeared on local radio and TV.

At the same time, the London firm is also engaged in a sizable merchandising campaign on a new package by the Royal Highland Fusiliers, a colorful Scottish company of bands and dancers which last week opened its own American tour with three days at Madison Square Garden, New York.

Mantovani, who will appear in virtually every major market during his tour, was accompanied by his manager, George Erlich. The pair were met at the airport by D. H. Toller-Bond, president of London Records, Goldfarb, and Marty Wargo, manager of administration.

A&M Asks Distrib Disturb, Prize Moustaches, That Is

NEW YORK—Now the A&M people want their distributor to be Juan Valdes of coffee-growing fame. The label, most of whose exces sport Juan Valdes-like moustaches, has started its "first annual moustache growing contest" to help promote its Baja Marimba Band.

Open to male personnel affiliated with current A&M distros, the contest asks entrants submit photos and a statement completing this line: "I am growing this moustache in tribute to the Baja Marimba Band and what they stand for because he..."

There are four feature prizes, the top one being a round-trip ticket for two to Mexico City for a weekend, including hotel accommodations and $100 spending money. A color TV set, a film camera and projector and six custom made dress shirts are also being given away.

With initial reaction termed encouraging, the top contest may be expanded to further areas of the music business.

Christmas Club To Offer "Carol" As Premium

NEW YORK—The Christmas Club will offer a special premium LP this year through MGM Records special products and promotions department, according to Terry Philips of Sales Plus Organization, indie packager and sales rep for the MGM division, the club will offer, starting Nov. 1, Lionel Barrymore's reading of a "Christmas Carol" to its 9000 member banks. The company operates the popular savings program with $100 to be able to purchase the LP as stock in member banks or through coupons offered by the banks. General pricing is expected to be $2 per copy.

Move by the Christmas Club marks its first premium campaign with a disk product, and, reports Philips, initial orders were "substantial." The Club expects to reach about one million subscribers who save through its facilities.

Williams Mends, To Resume P.A.'s

BEVERLY HILLS—Pianist Roger Williams has received a go signal from his physician, who states that the Kapp artist is sufficiently recovered from his recent motorcycle accident to depart Oct. 15 for his concert tour of the East and Middle-West.

Williams will spend the weeks prior to tour filing television commitments postdated due to injuries suffered in the hit-and-run accident.

ASCAP Coast Meet

NEW YORK—ASCAP's semi-annual west coast membership meeting will be held this Wed. (28) at 5 pm in the Ambassador Hotel in Hollywood. Stanley Adamek, president of ASCAP, and other ASCAP officials will make various reports.

CAN'T SEE THE FOREST FOR THE TREES—That's ABC's Trees of course, one of the label's latest packages. Interiorized with the group are the label's A&R director Bob Thiele (second from left) and vice president Howard Stark (second from right). The group's first single release is set for October.

A New! Exploratory! RIVERSIDE! Jazz Albums!

Riverside Records 3650/3650

Mongo Explodes Guitar On The Go Wes Montgomery Trio

Mongo Santamaria 494/4949

Guitar On The Go Wes Montgomery Trio

ART BLAKEY and the JAZZ MESSENGERS

Kyoto/Art Blakey & The Jazz Messengers 493/4993

BILL EVANS TRIO at Shelley's Manns-Hale, Hollywood, California

Bill Evans Trio 497/4947

Complete catalogs available, write.

ORPHEUM PRODUCTIONS, INC.
235 West 46th Street, New York, N. Y. 10036

Producers of RIVERSIDE, WONDERLAND, ORPHEUM, JAZZLAND, and BATTLE RECORDS.

Cash Box—October 1, 1966
JOE TEX

has another winner

I'VE GOT TO DO A LITTLE BIT BETTER

Dial #4045
Distributed by ATLANTIC RECORDS
LOS ANGELES—The Stanislavsky or "method" school of song undoubtedly predates Helen Morgan, Ethel Merman, Judy Garland, Barbra Streisand and Natalie Wood. Wherever it began its ultimate and anguished discard is currently being exhibited at the Coconut Grove. It's a consummate devotion to be damned. Miss Bassey, a diminutive damsel with tons of talent, has joined with this "group" theater, of seeing more clowns of gray than any Russian play can guarantee.

There's no disputing her international popularity. Nor the soul stirring effect her coming into the Ambassador audience. She's an even more than total performer. But so mannered, stylized and studied in delivery that it must detract from what otherwise should be a consummate performance. What might be a sly gesture from an artist such as Ella Fitzgerald or a mild mannered facial contortion from Lena Horne is a bumping grind with windmill arms and other assorted affectations in the hands and sensuous frame of the Shirley girl. Each sinew, muscle and nerve in that superbody is choreographed to words and music. The total effect is excessive. Shirley, and to a lesser extent, Miss Bassey is touching with a plethora of exaggeration. It's a wonder that one can concentrate on her voice. It incorporates an expansive range which is both flexible and harmonious. The backing by arranger-conductor Kenny Clayton and the Dick Clark band is also superb. Miss Bassey is that brassy bundle who found gold in "Goldfinger." She's obviously bottled "Bond." It's just that we prefer our Scotch and singers served "straight." A shame since, with temperament, she could be one of the most intoxicating talents on stage.

SHIRLEY BASSEY

JANE MORGAN

NEW YORK—Who would dare take the floor of a nitery these days and sing the likes of "With a Song in My Heart," "Lover," "Evening Prayer," "An Affair to Remember," "Through the Years" and "The Anniversary Waltz?" Jane Morgan was innovating with vocal eloquence that if not all the old songs are the best ones, many of them are. The Epic artist's new act, debuting at the Persian Room, is far from a remember-these affair, for there is goodly sampling of the more current melodic fineries, from a look into the near future with a Bob Merrill song (a lovely one), "Breakfast at Tiffany's," for his incoming musical, "Holly Golightly." The concomitant of this, is heartwarming, vibrant straightforward vocalizing that only singers who have fine voices can get away with. Miss Morgan does employ fashion. That "10 Cents a Dance" rendition leads into the "Big Spender" number from "Sweet Charity," whereupon she gives a fur-lined, full-length jacket in favor of a wow of a two-piece, black sequined a-go-go outfit. Her finale is a fine melody of Ethel Peck length which is touching in its own right. Jane Morgan is what good pop music is all about.

BMI's SCA Contest On

NEW YORK—A total of $12,560 is available young songwriters and in the 15th annual Student Composers Awards competition sponsored by Broadcast Music, Inc. (BMI).

Established in 1951 by BMI in cooperation with music colleges and composers, the SCA project annually gives cash prizes to encourage the creation of concert music by student composers (under the age of 26) of the Western Hemisphere and to aid them in financing their musical educational purposes. Prizes ranging from $250 to $2,000 will be awarded at the discretion of the judges. To date, 106 students, ranging in age from 8 to 26, have received SCA prizes from BMI. SCA 1966 is open to students who are citizens or permanent residents of the Western Hemisphere and are enrolled in accredited secondary schools, colleges and conservatories or are engaged in private study with recognized and established teachers. Entry must be 26 years of age on December 31, 1966. No limitations are established as to instrumentation or length of manuscript. Students may enter as many as three compositions, but no contestant may win more than one award.

The chairman of the SCA judging panel is William Schuman, president of Lincoln Center for the Performing Arts. The panel includes leading composers, publishers and interpreters of music. The 1965 judges were composers Mark Buell, Chong-Wen Chung, Arthur Custer, Ross Lee Finney, Stephen Flesher, Yvonne Kay, Otto Luzinger, Donald Lippert and Panineau-Couture, Hale Smith, Robert Starbucks and Yehudi Wyner; Peter Griesse, editor at E. B. Marks Music; C. H. Hunt Jr., dean of the graduate school at George Peabody College for Teachers, Nashville, Tenn.; Boyd Tinsley, director of the Royal Conservatory of Music at the University of Toronto, and Kenneth Schermerhorn, conductor of the New Jersey Symphony.


GOING STRONG! THE SMASH LP FOLLOW-UP TO THE TOP 10 SINGLE

SLIM BABY HARP SCRATCH MY BACK

EXCELLO LP 8005

THAT'S MY MAN

MARION JAMES

EXCELLO 2780

PLAY GAL

TAB THOMAS

EXCELLO 2781
We keep on bangin'

DON'T WORRY MOTHER,
YOUR SON'S HEART IS PURE

THE Mccoys
BANG 532

A Feldman, Goldstein, Gottshar Production
Capitol Club Forms Creative Services

HOLLYWOOD—The Capitol Record Club has formed a creative services department with Lawrence Scott serving as director of the newly-formed department, according to Ed Nash, president. Scott's department will handle all aesthetic aspects of the club's direct mail and member service materials, in addition to being responsible for, and supervising the production and identification of all other house-created materials. He reports directly to Nash. Scott brings to Capitol years of experience in design and packaging of materials. Prior to joining Capitol, he spent three years as vice president and director of identification for Sandgren & Murtha, a New York City design firm, and an additional three years as account manager for Lippincott & Margules (New York), one of the leading design firms in the world.

George White Joins Revilot As Adm. Asst.

DETAPE—George White has joined Revilot Records as administrative assistant. He’ll coordinate company activities in the areas of sales, promotion and publicity. White was a former radio personality in Cincinnati and Detroit. He has also been a musician, writer and program director. The Detroit-based label has been succeeding with Darrell Banks, whose new disk is called “Somebody (Somewhere) Needs You.”

Kellaway To WP

HOLLYWOOD—Dick Bock, general manager World Pacific Records, has signed jazz pianist Roger Kellaway to a term pact with the label, a division of Liberty Records, Inc. Also composer-arranger, Kellaway is musical director for Bobby Darin.
The wheel of hurt
Margaret Whiting

Melody for an unknown girl
Unknowns
POP PICKS

THE MONKEES—Colgems COS 101
With "Last Train To Clarksville" heading for the top of the chart and a widely viewed TV weekly-hour, the Monkees should waste no time in shooting up the LP chart with this power-packed set. The click is included in the collection along with the group's groovy theme from the TV'er and a host of other ditties which are prime items for massive teen spinning. A solid LP debut that leaves you wanting more.

GOLDEN GREATS—Gary Lewis & Playboys—Liberty LJP-3486/LST-7466
After stringing together an impressive chain of hits, Gary Lewis and the Playboys' innumerable fans should flock to get this set that has them all. From "This Diamond Ring" on down through "Green Grass" the sounds on the set will prove to be highly familiar to Lewis devotees. Loads of cash action here.

A TIME FOR LOVE—Tony Bennett—Columbia CL 2536/CB 9369
The top sounding, top-selling tones of Tony Bennett are amply displayed on this set that's prime for those lights are low hours. Bennett has included his recent single "Georgia Rose" and a number of exquisite covers like the likes of "The Very Thought Of You" and "I'll Only Miss Her When I Think Of Her." To complete a set that should earn a place of importance in the collections of Bennett fans everywhere.

BUS STOP—Hollies—Imperial 9339/12339
Having traveled the long road to acceptance the Hollies can now count on heavy sales action from this groovy set that is billed after and contains the group's current smash "Bus Stop." The British aggregation has lent its highly individual style to classic prime items as "I Am A Rock," "Candy Man" and "Mickey's Monkey" among others. Watch this set go.

A HEART FILLED WITH SONG—John Gary—RCA Victor LPM/LSP 3666
John Gary should not only maintain, but add to his strong following with this exceptionally warm and well read set. The channel handles each and every number on this label. Singing with obvious fondness is something which these fine numbers demand. Among the fine ditties are "What My Love," "No Arms Can Ever Hold You" and "If Ever I Would Leave You."

OLYMPUS 7-0000—Original TV Cast—Command CS 33-67
Command starts off its musical cast catalog with next week's ABC "Stage '67" offering, "Olympus 7." The R&B-rab-rag collage show with lots of cheerful songs by Richard "Truckin'" Peppers, Larry Blyden, Phyllis Newman and Eddie Foy, Jr. Two charming songs are the ballads "What I Mean" and "Just For You." This album will be ready to reap the awards of a big TV'er.

THE VERY BEST OF AZNAVOUR—Charles Aznavour—MGM 442
Aznavour's many fans should sit up and take notice of this package which contains such notable tracks as "Rentre Chez Toi Et Pleure," "Sous Ma Vue," "On Ne Sait Jamais," and "Quand Tu Vas Revenir." The French chanson is in outstanding shape for an outstanding album.

THE SEELY STYLE—Jeanne Seely—Monument 9877
After hitting the No. 1 spot on the Country chart with her debut outing, "Don't Touch Me," Jeanne Seely should prove herself equally adept at selling LP's based on this top notch set that should please the click. The dozen tracks should give the listener loads of enjoyment no matter where he drops the needle. Prime among them are "Yesterday" and "I Fall To Pieces."

LARA'S THEME—The Brass Ring—Dunhill 3612
The Brass Ring clicked with its single version of "Lara's Theme (Somewhere My Love)" and have added fine instrumental readings of some wonderful tunes to create this pleasure to listen to LP. The titles include such well known items as "California Dreamin," "Samba De Oro" and "Guantamamera" plus several less well known numbers, but all done in the group's usual highly professional and enjoyable style. Solid sales piece here.

WHEELS AND TEARS—Ray Adams—Tower 3633
With her current single outing "Little Pink Mack" (included in this set) already showing sales action Ray Adams should sell loads of this solid LP that tells the girls' side of the "truck-driving" story. Among the other blue ribbon efforts this year Ray Adams is the pick. Together, "That'll Be The Day" and "The Worst Is Yet To Come." A fine performance from an up-and-coming young artist.

THE VERY BEST OF PERRY COMO IN ITALY—RCA Victor—LPM/LSP 3606
The vet Italian-American-type songster is back with another euro-fire package. Como's first recording in Italy, all of the artist's many fans will go for this one. "Santa Lucia," "Arrivedici Roma," and "Oh Marie" are among the better tracks of this romantic, nostalgia-packed outing.

THE LOSER—Rodney Dangerfield—Decca DL 7478
Funny men come and funny men go, but Rodney Dangerfield, who has been a long time coming should stay longer than quite a while. The New York based comic out this LP live at "Upstairs At The Duplex" and the word should spread from there. Dangerfield's material is highly varied and never dull, play the disc from start to finish and you'll be added to the growing following of funny, funnyman Rodney Dangerfield.

THE LOVIN' MACHINE—Johnny Paycheck—Little Darlin' LD 4003/SLD 5063
Just when he's off his biggest country hit to date, Johnny Paycheck was at that same tune, "The Lovin' Machine," to highlight this excellent C&W package. Paycheck ranges from standards, to recent hits to newsies, offering a total of 14 top-notch tracks, including "Miller's Cave," "Swimming Doors," and "Hang On Sally," among others. Songster should please a great many country buyers with this one.
Now the choice 8-track stereo cartridge at any price sells for $4.95.

Naturally, it's Pickwick/8.

Who comes up with the first practical idea in 8-track stereo tape cartridge packaging? With a price pegged for really fast turnover! The company famous for the best buys in sound, Pickwick.

The package is a unique slim line slip-on case, A case the consumer will keep for permanent cartridge storage and easy identification.

The price is just $4.95 for a single stereo tape cartridge, $6.95 for a twin cartridge. It's Pickwick/8 introducing a whole new era in quality 8-track pricing.

And these stereo cartridges are unsurpassed at any price, Pickwick has pre-selected for you the widest range of material available from any one source to give the consumer the finest family entertainment in the car—pops, rock 'n' roll, C&W, classical, Broadway shows, and even children's music. (Same material available on Pickwick/4 stereo 4 track cartridge!) Cartridges delivered in a dynamic self-shopper counter display case, designed for maximum eye-appeal in a minimum of space. Unbeatable value. Pickwick value!
CAIOLA ROMANTICO—AI Caiola—United Artists UAL-9327, UAS-6327
This, the latest Caiola package, is a romantic potpourri of Latin and Latin-flavored tunes. Instrumentally, Caiola may be backed up by 12 strings, 2 Latin drums, and a Spanish guitar. "Sabor A Mi," "No Balance Do Jequehau," "Quedate Un Rato Mas," and "Tarde Quento" are outstanding tracks. The romance minded should go for this.

JUST BEFORE DAWN—Hugh X. Lewis—Kapp KL-1165
C&W fans will perk-up their ears and give a long listen to this package, which includes the recently charted "Just Before Dawn" as well as "If This House Could Talk," "Have You Looked Into Your Heart," and "You're Not Here To Scold Me" among its better tracks. This is the artist's third Kapp album and it should do well in the C&W market.

NAT STUCKEY SINGS—Paula LP/LPS-2192
C&W fans are likely to perk up for this package, which includes the artist's current country-charted Paula single "Sweet Thing." Other strong tracks are "Wall Climber," "On The Other Hand," "Paralyze My Mind," "Oo, Woman," and "Top A Top." Bound to do well in the Country field.

GOLD COUNTRY—Teresa Brewer—Phillips PHS-699-216
Teresa Brewer singing all country tunes with her own particular brand of vitality and zest. "Evil On Your Mind," "Right Or Wrong (I'll Do With You)," "I Love You Drop," and "Ain't Had No Lovin'" are all blue ribbon efforts. This package is likely to do well in both the country and pop fields.

MORE FUN AT BIRTHDAY HOUSE—Paul Tripp—Musicor MM-5501
A delightful outing for the kiddies. This package is chock-full of games, stories, sing-alongs, and play-alongs for the well-underage set. Such tracks as "The Mix Up Song," "Sing Around The Birthday House," and "The City Mouse And The Country Mouse" set the pace for lots of happy youngsters. Should be a very popular item with busy mothers at birthday party time.

LOVE LIKE THE SUN—The Prophets—Heart Warming LPHF-1889/LPS-1588
This is a warm gospel outing that features such tunes as "Welcome Home," "Each Day I Thank The Lord," "At The Cross," "The Christian's Testimony," and "O The Glory Did Roll" among its better tracks. The group's lead singer, Jim Wessen, is featured on the title song. Likely to be a big item on the gospel market.

ROCKET—The Incredible Jimmy Smith—Blue Note 4245
The "Incredible" Jimmy Smith is back again, this time with such well-known personnel as Quentin Warren on guitar and Donald Bailey on drums. Besides the title song, "Sassy Mae," "Come Rain Or Come Shine," "3 For 4," and "Careless Love" are blue-ribbon efforts. Sure to be a very strong jazz item.

PRESENTING THAD JONES, MEL LEWIS & THE JAZZ ORCHESTRA—Solid State SS-18003
An outstanding Jazz package that includes such callings as "Willow Weep For Me," "ABC Blues," "Balanced Scales = Justice," and "Three In One." Exactly recorded, this is a truly strong jazz outing that is a must for the jazzophile.

BRITTEN: PIANO CONCERTO NO.1 MARTIN:
FIVE PRELUDES—Marjorie Mitchell—DECCA DL-710133
Marjorie Mitchell solos on the piano as William Strickland conducts the NDR Symphony Orchestra in these works of Britten and Martin. Britten's "Concerto No. 1 In D-Major, Op.13" and Martin's "Preludes For Piano" are blue-ribbon tracks. This one is sure to find its way into many a classical library.
Triple Date.

The Arbors
"A Symphony for Susan"
2-1529

Peaches and Herb
"We're in This Thing Together"
2-1523

The Distant Cousins
"She Ain't Lovin' You"
2-1514

An out and out smash... breaking big all over the nation!

An R&B blockbuster getting radio play galore!

A sure-fire favorite that's showing lots of action!

Cash Box—October 1, 1966
I JUST DON'T KNOW WHAT TO DO WITH MYSELF (2:50) [Quartet & Belinda (Canada Ltd.), BMI—David, Bacharach] IN BETWEEN THE HEARTACHES (2:50) [Blue Seas & Jac ASCAP—Bacharach, David] DIONNE WARWICK (Scepter 12167) Sales action is already being registered by the hit songstress in her revival of the year-back chart-maker, "I Just Don't Know What To Do With Myself." In Dionne's hands, the number is tellingly performed on the flipside.

THE WHEEL OF HURT (2:42) [Roosevelt, BMI—Singleton, Snyder] SOMEWHERE IN THE WORLD (2:20) [Damian, Algren, ASCAP—Faith, de Angelis] AL MARTINO (Capitol 5741) That pleasant sound that has carried Al Martino so far should see him through with this prime example of the Martino touch on this lid dubbed "The Wheel Of Hurt." The melodic tale of the evils rising from love, with which Margaret Whiting is already seeing success, should also be a money maker for Martino. The backer "Somewhere In The World" is a sweet tune.

YOU ARE SHE (2:28) [Chad & Jeremy & Noma, BMI—Stuart, Clyde] I WON'T CRY (2:45) [Chad & Jeremy, BMI—Guercio] CHAD & JEREMY (Columbia 48067) Fine-sounding boys from Britain should find it easy-going in offering chart follow-up to their recent "Distant Shores" success with "You Are She," a mighty pretty affectionate wrapped-up with a sprightly teen-market touch. Somewhat more intimate work on the flipside.

A DAY IN THE LIFE OF A FOOL (Manha De Carnival) (2:20) [Junzinkel, ASCAP—Seligman, Bonfa] THE SHINING SEA (3:16) [United Artists, ASCAP—Lee, Mandell] JACK JONES (Kapp 781) The lovely "Black Orpheus" number should get the big chart rating it deserves at last via Jones' persuasive reading of a new English version, "A Day In the Life of a Fool." Very, very appealing stand. "Shining Sea" is an intimate ballad, heard instrumentally in the comedy flick, "The Russians Are Coming."

SOMEBODY (SOMEDAY) NEEDS YOU (2:35) [T. M. Parmeila, BMI—Wilson, Gordon] DARRELL BANKS (Revilot 263) Banks offers a similar-sounding sequel to his first assault on the charts, "Open The Door To Your Heart," with another snappy blouser, "Somebody (Somewhere) Needs You." Solid for lots of R&B and pop currency. No info is available on the flip portion.

THINK IT OVER (3:00) [Crazy Cajun, Treetop, BMI—Meaux] I CAN'T TAKE IT NO MORE (2:95) [Flat Town, BMI—McLain] TOMMY McLAIN (MSL 209) On the basis of his recent big success with "Sweet Dreams," Tommy McLain should hit again with this effort dubbed "Think It Over." Artist offers a feelingful, teen-slanted blouser backed with a simple, white-back arrangement. "I Can't Take It No More" is very similar in style and sound.

DEVIL WITH A BLUE DRESS ON & GOOD GOLLY MISS MOLLY (3:01) [Johote & Venus, BMI—Stevenson, Long, Marascalco, Blackwell] I HAD IT MADE (2:10) [Saturday, BMI—Cree, Bloodworth, Lebise] MITCH RYDER & THE DETROIT WHEELS (New Voice 817) Ryder and his crew are out to re-establish themselves with a real wild-one, a 2-song romp with "Devil with a Blue Dress On" and the familiar "Good Golly Miss Molly." Mighty impressive rock drive here. Coupler is a medium-beat blouser.
*But we did on this eye-catching, full-color special sleeve!
NEWCOMER PICKS

JEFFERSON AIRPLANE
(RCA Victor 8607)

B R I N G I N G M E D O W D O W N

JERRY REED (RCA Victor 8957)

W O M A N S H Y (2:13) [Vector, BMI—Reed] Folkish bluesy narrative singing by Reed could prove a left-field success. Guitar work is simple, but a feature of the overall sound.

CHRISTY ALLEN (Diamond 299)

W A L K T A L L L I K E A M A N (2:37) [Miller, ASCAP—Vance, Pockriss] This is an all-out, big-sounding stand by the songstress. It does lean "captive," but packs the sort of punch that could get it some attention. (B+) ANY MOMENT (2:48) [Tree, BMI—Moeller] Pleasant, ambling had lead pose.

TOMMY VANE & THE ECHOS
(Academy 123)

I S T H E S O V E R (Catching Up With Tommy 1 ME) (3:41) [Vane, BMI—Kaye, Kookooski] A guy sees himself falling in this effective semi-emotional expression. Singers and his companions make the most of the strong number, as do the instrumentalists. Bell Records is the national distributor.

B (B+) WHAT CAN YOU DO WITH A BROKEN HEART (2:28) [Russo, Assembly & FineLine, BMI—Kaye, Rockin' with some Bob Dylanish work from Vann.

THE SEEKERS (Capitol 5765)

G O O D T I M E (2:39) [Stern, BMI—Kaye, Rockin'] Another strong one.

SUNDAY MORNING (2:18) [Neal Hefti, ASCAP—Hefti, Smith, Belle, Tishman] Trumpeter and his sextet can get coin-getting airtime with this brisk reading of the spiritual-like opus. End features an effective undercurrent of bluesy rockin'.

DOE SEYERSEN (Command 4087)

B (B) WHEN THE SAINTS COME MARCHING IN (2:03) [PD] Further bright sounds.

JIMMY JOY (Imperial 6629)

S H E C H A S E D M E (2:50) [Turn, BMI—Goldshore] Yet vocalist might make a strong chart stand with this Gary Lewis & Playboys-like affair (date was produced by the team's producer, Smuff Garrett).

WILL I CRY (2:38) [Viva, BMI—Cale] Sommer-like upbeat ballad.

TINA MASON (Capitol 5739)

A N Y W A Y T H A T Y O U W A N T M E (2:42) [Blackwood, BMI—Taylor] Touching hymn- to-him is persuasively portrayed by the lark, who, about half-way down the track, goes right out and brings the peace. Enough exposure and the side could make it.
Bobby Hebb's New Single "A Satisfied Mind"

Written by Jack Rhodes and Joe "Red" Hayes Published by Starlight Music (BMI)

Produced by Jerry Ross

Satisfied?
GIL & JOHNNY
(World Pacific 77450)
• I'LL CUT YOUR MIND IN TWO WITH HONEY (2:37) [4 Star, BMI—Tucker, Waller, Wittman] upbeat rock work on the solid lovey-dovey, lush and mournful chord structure that could fly high on the best-selling chart.
• I'M WAITING FOR YOU (2:55)/[720 Sr] BMI—LeGrand, Gimbel] Sprightly read-

B. J. THOMAS (Hickory 1415)
• YOU'LL NEVER WALK ALONE (2:57) [Williamson, ASCAP—Rodgers & Hammerstein] Successful warbler, now a Steeler performer, could make noise with his sincere rendition of the great inspirational. Not bad let down its teeth quite.

H. B. BARNUM (Capi
tol 5748)
• DON'T HURT HEAR N O B O D Y ' S T R O U B L E S (2:50) [Roosevelt, BMI—Steward] Tend to over-answer in today's world, the title phrase with a fine blue-narrative quality, backed by a gospel-like orchestra sound. Can develop into something: It's from an LP, "Pop & Country"—Evers, BMI

THE FORTE FOUR (Decca 32629)
• I WANN A SAY GOOD NIGHT (2:35) [Treadstone, BMI—Sloan, Barry] Boys know how to express themselves in big-sounding rock ways, and could have a hit with this Four Seasons-like affair. Youngsters will dig this one.

PATTI AUSTIN (Coral 62500)
• MY LOVE LIGHT AIN'T BURNIN' NO MORE (2:36) [Arch, ASCAP—Brooks, English] Thrash has got a good bluesy number and does it fine. Beat justice. Her accompaniment moves at an exciting easy-beat pace. Ought to be okay.
• LEAVE A LITTLE LOVE (2:36) [Ponderon, BMI — Reed, Conrad] A persuasive plea by the talent. Also can show-up.

THE ANDREW SISTERS
(Dot 30630)
• A MAN & A WOMAN (2:14) [Northern, ASCAP—Lai, Bar

THE ROLLING THUNDER (Atlantic 2354)
• SILENT KIND OF GUY (2:17) [Wilson, BMI—Maria

BUDDY CONNER (Early Bird 4666)
• THIS IS LOVE (2:37) [Cire

CHARLIE BROWN'S GENERATION
(Atco 6488)
• I TRASH (2:34) [Prontos

GLOBE LiTToErs (Phithewn 40,003)
• NEW BIRDS FROM A FEW B 

BILLY JOE SMITH (Kalashnikov 2354)
• I DON'T FEEL NO LOVE (2:05) [Wilson, BMI—Maria

CLANCY BROTHERS & TOMMY 

JAMES LAST (MG 13599)
• LOVE'S GAMES THAT OLDER (3:30) [Miller, ASCAP—Last, Louise, Snyder] James Last could get big action from both sides, and the soft-pop-tinged theme could make a good chance to clockstate side as well.

TIDAL WAVES (Hanna Barbera 501)
• I DON'T NEED LOVE (2:28) [Checkway, BMI—Mills] The Tidal Waves may make a big ripple with this appealing morsel, Boys offer a teen-salted bluespier spiced deftly with a string quart backing. Might well suit.

BI S) BIG BOY PETE (2:32) [Ven

CLANCY BROTHERS & TOMMY 

B. B. KING (ABC 16856)

KRES CRAWFORD (ABC 10836)
• I HAD A LOVE (2:24) [Cap

CHUCK DAVIS & YOUNG GYANTS
(Parkway 102)
• MEMPHIS (2:45) [Are, BMI — Davis] Here's a soft-starting, nicely-building heartbreaker from Kris Crawford, which may launch the songstress into the big time. Lid is a really pretty ode with a folkish sound and a sweeping orchestra. Deserves a listen.

D) CALL ME (2:51) [Captain Marvel, BMI—Rand] Pretty job on this bouncy cut offering.
Dot Records proudly presents

PAT BOONE
AND HIS GREAT NEW HIT SINGLE!

"WISH YOU WERE HERE BUDDY"
B/W LOVE FOR LOVE
#16933
THE GREATEST TALENT ON RECORDS

BEST SELLING SINGLES

#164 Wipe Out
The Surfaris

#16942 Family Affair
TARZAN (Tarzan's March)
Lawrence Welk

#145 Pipeline
The Chantays

#16919 The Tallest Tree
Are You Sincere
Bonnie Guitar

BEST SELLING ALBUMS

Cash Box—October 1, 1966
Wayne Newton sings

GAMES THAT LOVERS PLAY
b/w Half A World Away/5754
Monument In Midst Of Heaviest LP Schedule

NASHVILLE — Monument Records' president Fred Foster last week announced the heaviest album release schedule in the label's history, featuring a wide variety of product. Total releases for August and September number 31. Foster said October releases would total about 25. Twenty-five of the current releases are LPs by two hot country chart artists, Allie Pillow ("A Million And One") and Jeanne Seely ("The Seely Style"), while Boots Randolph's next release will be "Boots With Strings" featuring the Knighthbridge Strings.

There will also be an initial release of four albums by the recently acquired Knighthbridge Strings. Foster pointed out that as a part of the Monument Artistry Series, these include "Espana," "3:4 Time," "Cinema," and "Go Pop." Seven more Knighthbridge LPs will be released soon.

Another innovation in the label's catalog is its first original sound track, "Around The World Under The Sea" (from the movie of the same title). Foster said plans call for greater concentration on sound track product in the future. The label also has a great deal of foreign product, including Charles Aznavour, whose upcoming releases include "The Very Best Of Charles Aznavour" and "In The Aznavour Mood" with Henry Byrs. Other products are "Cuantantuminas," by Digno Garcia, "Rio" by the Guanabara Orchestra, and "Elley Plays Paris" by the Eddie Bardevy Orchestra, "Romantica Riviera" by The Bruno Canfora Orchestra. "The Fabulous Jokers" by the Jokers, "Tokyo Olympiad," an original sound track, "Violin Classics in Samba" by the Sao Paulo Strings, "Romance In Vienna" by Ray Martin and his orchestra and "Paris Camer" by the Raymond LeFrevre Orchestra. Two other albums to be released soon include "Music Of The Sabbath" by Dr. Hans Bloemendal and "The Gilmore Operetta" by the Gilmore Operetta Line.

Addison domestic product includes "Flamenco" by Dave Parker, "Nashville Guitars," "Swingin' Country" by Rusty Bobb, "Song For Everyone" by Don Reno, "Cherry Smashes" by Don Cherry and "Simon Pure Soul" by Joe Simon. The Simon LP will be released on the Sound Stage label.

Mercury To Release 'Chu Chem' Cast LP

NEW YORK — Mercury president Irving Green has announced that the label has acquired and will issue the original cast LP of the upcoming Broadway musical, "Chu Chem." The show, with an all-black cast, has opened with Mitch Leigh and the Magnificent Seven.

The show brings together again the talented team responsible for last year's award-winning "Man Of La Mancha" (named the "Best Musical Of The Season" by the New York drama critics), including director Al- bert Marre, composer Mitch Leigh and set designer Howard Bay. All three acted in the same capacities on "La Mancha." The look for the next show is by Ted Allan, who conceived the highly praised revue, "Oh, What A Lovely War."

"Chu Chem" will star Molly Picon on vocals with Harvey Sisky, singing its pre-Broadway run on Nov. 9 at the Loew's Theatre in Philadelphia. Preview performances will begin in New York on Dec. 8, at the George Abbott Theatre, with the official Broadway opening set for Jan. 4.

Charlotte Gilbert To Mercury Classics Post

NEW YORK—Charlotte Gilbert has been named director of promotion and publicity for the classical division on Mercury Records. Her new post will include all Mercury label activities, including Mercury, Philips and the new Philips low-price, compatible World Series line. She will headquarter in New York and report to the New York executive offices, responsible to Harold Lewis, who heads up the classical division and coordinate her activities with Mercury's publicity director, John Sippel.

Paula Re-Links Uniques

SHREVEPORT—Stan Lewis, presxy of Jewel/Paula Records has resigned his hitting up group the Uniques, according to an announcement made out of his office. This comes two weeks after, with a new single titled "Run and Hide" and a second Uniques LP in the works.

Elektra Opens 'Doors' To Recording Career

HOLLYWOOD—Elektra Records has signed The Doors to an exclusive recording contract, according to an announcement made out of Hollywood, Calif., Presdent. The four-man group completed recording its debut album last week in Hollywood under the supervision of Paul Rothchild, producer for Elektra.

The Doors have appeared in numerous clubs in the Los Angeles area, including the Whiskey-a-Go-Go, where they recently concluded an extended engagement. The group consists of Ray Manzarek, organ; Bobby Krieger, guitar; John Densmore, drums and Jim Morrison, vocalist. They were formed in late 1965, while attending the University of Californi- at Los Angeles.

According to reports that editing and mastering will be completed this week and the album and initial single will be released in two weeks.

The label also announced the immediate release of the debut single by singer-writer Tim Buckley. Titled "Song To The Siren," it was recorded in March and is due in Los Angeles around the beginning of July.

Waring's 24th Outing Set

NEW YORK—The 24th annual Waring Waring outing for music men will be held at Waring's Chaumond in Lew- s room-on-Delaware, Pa., on Wednesday, Oct. 5. 300 leading music publishers, conductors, singers, entertainers, radio and television personalities, recording artists, golfers, etc., are expected to attend the Waring outing which, over the years, has become a meeting place for other performers. The meeting is expected to be a very lively affair, with many golf games, tennis matches and swimming trips to the Delaware, 15 miles from the hotel for the day's festivities. This 24th outing will feature world class golf for Waring because he is celebrating his 50th anniversary in show business this year.

Atco To Distribute Brahma, Signs New Rock Group

NEW YORK—Atco Records has announced that, beginning this week, the label will handle distribution for George Tobin's Brahma label. The company also announced the signing of the group's new rock generation, to a long-term exclusive recording contract with the label.

The first Brahma disk to be handled under the new agreement will be "Look At You", b/w "Why", by the Road's End, which is reported to be a potential local hit for the New England area. The next Brahma release, due in about two weeks, will feature The Runners in a major way.

The Road's End consists of Bruce Tolin, Lou Langenberger, Peter Mejia, Bob Michelle, and Dave Mejia.

Members of the group include Charlie Brown (leader-guitarist), Randy Abdonanza (bassist), Bob Shubert (organist), and Dave Mejia (drums).
"respect" the 2nd fastest breaking record in the country!

"respect" rational

cameo #437

* the fastest breaking record was "96 Tears"

Produced by HUGH "JEEPER" HOLLAND

Produced by HUGH "JEEPER" HOLLAND

CAMEO PARKWAY RECORDS

1650 Broadway, N.Y.C. • 309 South Broad Street, Philadelphia, Pa.
NEW YORK, N.Y.—Folkways Records & Service Corp., and Scholastic Magazines have signed an agreement whereby Scholastic will undertake the distribution of more than 1,000 recordings now appearing on the Folkways label. Under the new agreement, which will be effective Sept. 1, Scholastic will also manufacture and promote new Folkways recordings. Scholastic’s services will be directed both to educational institutions and to the public through retail stores.

The action was announced jointly by E. W. Asch, founder and director of Folkways Records and Donald E. Layman, Scholastic president. Asch will serve as Scholastic’s editorial and production consultant and will continue to issue new Folkways Records to be distributed through Scholastic.

The present agreement supersedes last year’s Folkways/Scholastic alliance under which Scholastic assumed exclusive promotional and distribution responsibilities for a limited selection of Folkways’ educational recordings. Folkways records boast a vast library of disks for education. Beginning in 1965, Asch set out to “document the sounds of our times.” Today, the Folkways’ ethnic series alone contains music of more than 700 peoples of the world from all continents. Asch’s aim also led him to document history in song. He has produced records of ballads of the American Revolution, War of 1812, Civil War, and Songs of the Suffragettes.

The records contained in the current Folkways Records catalog range from authentic folk songs of all periods to rhythm and game records for pre-school children. Folkways records are used at all levels of education—from pre-school to university and in most curriculum areas: science, music, foreign languages, English, social studies, drama, and speech. In addition to their value to education, they are also sought by individual record collectors and are available throughout the world.

The new alliance marks an expansion of Scholastic’s diversified activities in the field of educational publishing. Scholastic, founded in 1920 by the current chairman of the board and chief executive officer, M. R. Robinson, publishes 32 classroom periodicals and conducts five book clubs. It also offers select paperbacks to students. In addition to paperbacks for club members, Scholastic also

PASS ME BY
Gho7 Miller (Epic 10028)

GOOD LOVIN’
John Morgan (Epic 10058)

SOUL CARGO
Len Harwood (Fat Fish 6005)

GAMES THAT LOVERS PLAY
Eddie Fisher (RCA Victor 7534)

HAWAII
Henry Mančok & Orč (RCA Victor 9551)

ONE DAY IS LIKE ANOTHER
Perry Como (Atco 8169)

PANCHO LOPEZ
Trini Lopez (Reprise 0506)

NEW ADDITIONS to TOP 100

54.—THE HAIR ON MY CHINNY- CHIN CHIN Sam the Sham & Pharaohs (MGM 15381)
58.—LITTLE MAN Frankie & Chap. (Atco 6440)
62.—DANDY Herman’s Hermits (MGM 15803)
65.—SUNSHINE OF YOUR LOVE Eric Pilsley (RCA 9491)
67.—GO AWAY LITTLE GIRL Happenings (T. T. Puppy 322)
74.—I JUST DON’T KNOW WHAT TO DO WITH MYSELF Dionne Warwick (Scapula 1285)
77.—COME ON UP Young Kangoo (Atlantic 2535)
82.—NOBODY’S BABY AGAIN Dean Martin (Reprise 0516)
84.—THE GREAT AIRPLANE STRIKE (Sock & Cad) (Atco 3539)
86.—IN THE COLD LIGHT OF DAY Gene Pitney (Muscle 1200)
Vikki Carr vibrates!

'IT MUST BE HIM'
c/w 'So Nice (Summer Sambal)'
#55917
Columbia Holds Screening For Fall Product Release

NEW YORK—Columbia Records held the second annual screening of its fall product presentation last week in the Imperial Ballroom of the Americana Hotel. The screening was an edited version of the presentation that was unveiled at the label's National Sales Convention held in Las Vegas in July.

Hosting the affair was Columbia vp Bill Gallaugher, who, in an introductory speech, praised the efforts of those who made the presentation possible. The 1966 Convention presentation was worked on by the following Columbia team: Stanley J. Kavan, merchandising and creative services vp; Robert Cato, director of art, design and editorial services, who conceived and created the visuals; Maida Schwartz, manager of administration, art, design and editorial services, who was the visual coordinator; Robert Hughes, A&R music editor, who served as studio coordinator; recording engineer, Ray Moore, who was the engineering technician; Don Daughtry, merchandising creative services vp; Robert Cato, director of art, etc.

Among those present at the screening were best-selling Columbia vocalist Jerry Vale and representatives from the musical trade papers and national magazines, music publishers, and a large number of Columbia Records' New York staff. Cocktails and hors d'oeuvres were served both prior to and after the screening.

Back Home—Sonny and Cher flank Atlantic's Ahmet Ertegun upon the pair's return from an extended tour of Europe during which they performed in concerts, on TV and had an audience with Pope Paul VI. The main purpose of the excursion was personal promotion as the receipts from the European concerts were donated to charity.

Detroit ordered 3,900 records this week.

Only 1 week of play!

"But It's Alright"

J. J. Jackson

Calla 119

MGM Hits Via Unique Promo

NEW YORK—MGM Records is currently on the run with its "Born Free" soundtrack LP (98 on this week's LP chart) as a heavy promotion on the part of the label. A rarely-seen facet to the promotion campaign came recently when the label, as part of a tie-in with the LP, took full page ads in trade press (Sept. 17 issue) promoting three different versions of the "Born Free" single. The interesting part of the ad lay in the fact that two of the singles, Roger Williams (Kapp) and Matt Mono (Capitol), are on non-MGM affiliated labels and are in direct competition to John Barry's MGM version, which was pulled from the album.

Britain Vs. The Pirates

LONDON—The British government is, after long debate, starting a crackdown on the pirate radio stations currently in operation on the waters surrounding the island.

The defendant in the first case is Radio 390, which operates from an abandoned anti-aircraft fort in the Thames estuary, eight miles off shore. Although the station is beyond the three mile limit it is being pursued via special laws regarding estuaries.

The charge against Radio 390 is broadcasting without a licence.

British Postmaster General Edward Short also has ready what is called the Maritime Offenses Bill, which if passed parliament will make it a crime to advertise on a pirate station or to work for one. This measure is intended to combat the pirates that operate in the classical pirate tradition, that is from ships.

All-Disc Plans Growth

HOLLYWOOD—Jean Amo, general manager All-Disc Record Pressing, a division of Library Records, has revealed the firm's plans for immediate expansion to accommodate four additional presses and other miscellaneous equipment. All-Disc presently encompasses 20,000 square feet and operates twenty-four hours daily. The new addition will provide 12,000 more square feet.

Located forty-five minutes from Times Square in Roselle, New Jersey, All-Disc produces records for many leading independents. Founded in 1960 by Amo, a leading technical engineer, the company originally utilized four presses in a 5,000 square feet plant. It has since grown into a facility which encompasses two acres and, with the addition, will house twenty-four presses. Eighty people are employed by All-Disc.

$ Billion Disk Industry

(Continued from page 7)

of the record industry over the past ten years. More than 3,000,000 new musical instruments were sold last year. Among factors responsible for the increase are expansion of school music programs and new interest in music-making at home as an important part of family entertainment.

The retail value of total musical instrument industry sales during the 1960-1965 period in the United States has increased from approximately $400,000,000 to almost $5,000,000,000. It has been estimated that from 1955 to 1965 the number of record stores in the United States has increased from 2,500,000,000 to 9,000,000; organ players, from 800,000 to 4,000,000; and retail sales of guitars (and amplifiers for electric guitars) have increased from $2,000,000 in 1958, the first year for which figures are available, to $185,000,000 in 1965. All figures are in dollars.

In All Fields

Anthony and the Imperials recently parted with the William Morris Agency, for representation in all entertainment fields and this pic was snapped as Anthony signed while gath a round were (left to right) attorney Alexander Axelrod, manager Phil Strasser, Samuel Strain, Ernest Wright and Clarence Collins (The Imperials) and agent Lee Salomon.
IT'S HAPPENING! WALKIN' THE DUCK

the new instrumental hit by THE TRIUMPHS VK-10422

What a great way to feather your nest!

Verve Records is a division of Metro-Goldwyn-Mayer Inc.
Command RECORDS has four great singles that are going to be smash hits!

- **RAY CHARLES**
  - DON'T CRY
  - Record #4090

- **DOC SEVERINSEN**
  - SUNDAY MORNING
  - Record #4087

- **TOOTS THIELEMANS**
  - BIG BOY
  - Record #4089

- **DICK HYMAN**
  - TAKE OH TAKE THOSE LIPS AWAY
  - Record #4088

Available through all Command Record distributors

Command RECORDS
A subsidiary of ABC—Records
1330 Ave. of the Americas, New York, N.Y. 10019

Attention Juke Box Operators:
also available through all leading one stops

In Canada:
Distributed by "Sparton of Canada"

Cash Box—October 1, 1966
and ask your Liberty representative about the great in-store merchandising to back up this POWER-PACKED PART 2 of our record-breaking fall program!

Gary Lewis • GOLDEN GREATS  LRP-3468/LST-7468
Gary's biggest hits in a special, deluxe package featuring 10 full-color fan photos of Gary & The Playboys!

Trombones Unlimited • YOU'RE GONNA HEAR FROM ME (US)  LRP-3472/LST-7472

The Gants • GANTS AGAIN  LRP-3473/LST-7473

Billy Masted • MAXED MAKES IT!  LRP-3474/LST-7474

THE DEEP SIX  LRP-3475/LST-7475

The Johnny Mann Singers • COUNTRYSIDE  LRP-3476/LST-7476

Red Skelton • MUSIC FROM THE HEART  LRP-3477/LST-7477

Julie London • FOR THE NIGHT PEOPLE  LRP-3478/LST-7478

Del Shannon • TOTAL COMMITMENT  LRP-3479/LST-7479

Bobby Vee • LOOK AT ME GIRL  LRP-3480/LST-7480
### TOP 100 Albums

**OCTOBER 1, 1966**

<table>
<thead>
<tr>
<th>Pos. Last Week</th>
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<td>1 REVOLVER</td>
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<td>2 DR. ZHIVAGO</td>
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<td>3 SOMEWHERE MY LOVE</td>
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<td>4 WHAT NOW MY LOVE</td>
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<td>5 AFTERMATH</td>
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<td>6 AND THEN ... ALONG COMES THE ASSOCIATION</td>
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<td>7 STRANGERS IN THE NIGHT</td>
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<td>8 SOUND OF MUSIC</td>
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<td>9 GOING PLACE</td>
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<tr>
<td>10 BEST OF THE BEACH BOYS, VOL. 1</td>
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<td>11 WONDERFUL</td>
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<td>12 SINATRA AT THE SANDS</td>
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<td>13 LOU RAWLS LIVE</td>
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<td>14 KINK’S GREATEST HITS</td>
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<td>16 WRAPPED CHERRY AND OTHER DELIGHTS</td>
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<td>22 THE BEST OF THE ANIMALS</td>
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<td>23 THE IMPOSSIBLE DREAM</td>
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<td>24 LOU RAWLS SOULIN’</td>
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<td>25 SUPREME A GO-GO</td>
<td>28</td>
<td>29</td>
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### LOOKING AHEAD ALBUMS

1. **REVIEW NO. 1 AT THE MOT** Various Artists (RCA Victor LK 6171)
2. **ARABESQUE** (RCA Victor LPA/SP 2613)
3. **DISTANT SMOKE** Chad & Jeremy (Columbia CL 2564/CS 9364)
4. **BEST OF THE LETTERMAN** Capitol TST 2554
5. **EVERYBODY LOVES SOMEBODY** Jerry Vale (Columbia CL 2530/CS-R310)
6. **RONNIE DOVE SINGS THE HITS FOR YOU** (Diamond 5006)
7. **YOU ASKED FOR IT** Forrester & Taliesi
8. **ARABESQUE** (RCA Victor LPA/SP 2613)
9. **DISTANT SMOKE** Chad & Jeremy (Columbia CL 2564/CS 9364)
10. **BEST OF THE LETTERMAN** Capitol TST 2554
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**Compiled by Cash Box from Leading Retail Outlets**
- Indicates Strong Upward Move
### BASIC ALBUM INVENTORY

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

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<th>CAPITOL</th>
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<td>Ray Anthony</td>
<td>Bo Didley</td>
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<td>Hit Songs To Remember</td>
<td>Bo Didley</td>
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<tr>
<td>Alfred Apaka</td>
<td>Go Bo Didley</td>
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<tr>
<td>Alfred Apaka's Greatest Hits, Vol. 2</td>
<td>Bo Didley Is A Gunsminger</td>
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<td>The Beach Boys</td>
<td>Bo Didley Is A Lover</td>
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<td>Bo Didley'S 16 All-Time Greatest Hits</td>
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<td>Rubber Soul</td>
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<td>Nat King Cole</td>
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<td>The Unforgettable Nat King Cole Sings</td>
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<td>The Great Songs</td>
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<td>Tennessee Emie Ford</td>
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<td>My Favorite Things</td>
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<td>Wonderful Peace</td>
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<td>TOTAL LOCATION INVENTORY</td>
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<td>THE VALLEY IN SONG</td>
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AF Sets 17 New Albums With 'Go For Profits' Slant

NEW YORK—Audio Fidelity is releasing 17 new LPs for the Fall and Winter according to an announcement by label prez Herman Gimbel. The slogan for the new product is "Go For Profits—Go For Sound" or simply "Audio Go Go."

The new product will be promoted via a merchandising campaign that includes, displays, both consumer and distributor contests, with a slew of prizes for the winners, and "Wish In" in product packaging.

The release is headed by classical product that includes Beethoven The Nine Symphonies by various orchestras, Beethoven Symphonies Nos. 1 & 2, Beethoven-Emperor Concerto and Moonlight Sonata, 1812 Overture and Other Russian Masterpieces by the Orchestra of the Amsterdam Philharmonic Society, Beethoven Symphonies Nos. 4 & 5.

In the area of pop music the label has "Dream, Dream, Dream" by Otto Cesana and Orchestra, "Music Of The West" by the Winchester Chorale, "Tequila A Go Go" by Richard Davis, The Seven Players, "West Digs East Digital," "Big Bertha" by Paul Eakins, Father McManus, "All About Love," The Peels "Jusia Banana," "Billy Go Go" by Nai Bonet and the first live recording from Cheetah "Where It's At."

There is one new item in the personality series which is "The Eleanor Roosevelt Story" and finally there is one new Country and Western item appearing under the Little Dakin logo by Johnny Dollar titled "The Lovin' Machine."

The Cheetah set will be uniquely packaged in a translucent outer cover which when inflated serves as a throw pillow and the outer cover is a silk screen color reproduction of the LP jacket.

Gimbel also announced that the firm's entire executive staff would take to the road with full sales kits to aid in the promotion.

Riverside Bows 6 Jazz Sets

NEW YORK—The release of six new Riverside LPs and some under the budget Jazzland logo has been announced by Erwin Bagley, vep of the labels' parent firm, Orpheum Productions. Included in the Riverside sets are "Mongo Explodes" by Mongo Santamaria, "Bill Evans Live," "Guitar On The Go" by the Wes Montgomerie Trio; Art Blakey and the Jazz Messengers with "Koyo;" "Barretto Para Bailler" with the Ray Barretto Band and "Wade In The Water" with the John Coltrane All-Soul Band. The Jazzland sets are culled from the Riverside Catalog.

It's a hit in Cleveland — 13,200 sold so far.

'BUT IT'S ALRIGHT'

J. J. Jackson

Calla 119

ALBUM PLANS

AMY-MALA-BELL

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

AMY-MALA-BELL

Deal for every 10 purchased on entire catalog. No expiration date.

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 announced.

FORTUNE

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

GATEWAY

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

GNP CRESCENDO

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

JEWEL-PAULA-WHIT

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

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.

NASHBRO

Buy/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

10% 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.

SILMS

Two with every 10 purchased on entire catalog. No expiration date.

SMASH-FONTANA

Special discounts available through distributors. Expiration date not announced.

STARLAND

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.

PJ Releases 6 LPs, Debuts 'Milestones'

LOS ANGELES—Pacific Jazz has announced the release of six albums today (30), all enhanced by double-cover packaging, a policy which was instituted in March. The release will be highlighted by special terms, available from World Pacific distributors and effective through Oct. 30, on the new product, as well as the entire Pacific Jazz-World Pacific catalog.

Included in the release will be a debuting twosome in the much-heralded "Jazz Milestone" series, featuring sets by Chico Hamilton and Richard "Groove" Holmes. Also included in the release are "Bad Shank And The Sax Section," a new Les McCann LP called "A Bag Of Gold" and the Jazz Crusaders with "Talk That Talk."

Also debuting in the program is a presentation by Gerald Wilson called "The Golden Sword." The set features Wilson's "gorgeous jazz impressions," and much of the material is written by the multi-talented artist.

The label's merchandising department is making available two large double-size displays for the Wilson and Crusaders LPs, and is providing empty jackets on the balance.

Wedding Bells

Indie producer and Viva prexy Snuff Garrett recently wed Yolanda Salas and at the reception following the ceremony the bride and groom (right) were toasted by, among others, (left to right) Trini Lopez, songwriter Mary Wilkins and Hor- bert Long.

Cash Box—October 1, 1966
Warner Bros. Signs Hank Thompson

BURBANK—Joe Smith, vp-general manager of Warner Bros. Records, last week announced the signing of Hank Thompson; singer, banjo player, songwriter, and one of America's top personalities, to a long-term exclusive contract.

This coup highlights the label's interest in firmly entering the country field with both feet. Hank Thompson enjoys tremendous sales and recognition in his chosen field and is consistently listed in the Cash Box poll as one of the top western滞板ers on the scene.

CMA Sets Eighth Annual Election

NASHVILLE—The eighth annual meeting of the CMA membership will be held on Oct. 20 at Nashville's Municipal Auditorium, beginning at 10 AM. The session will be devoted to the election of directors, the president's message, presentation of awards, and other items of business.

Thus far, 126 of the CMA's 150 directors have been elected, and one director to be elected for a two-year term in the following categories; advertising; artist-musician; artist manager, booker, promoter, etc.; composer; disk jockey; publisher; radio-TV; record company; and publication. Directors-at-large are to be elected for a one-year term. All CMA members can vote for the directors-at-large, in addition to one director in the member's specific category.

Proxy votes have been sent to members so that anyone can not be present to vote in person. Members may also be elected to CMA secretary Ken Nelson and should be in the CMA office by Oct. 15.

Those attending the meeting in Nashville should bring their member cards for this information. Ballots for all nominations and forms for nominations and ballots will be issued.

The Most Unique Record in Years

"Where Did the Other Dollar Go?"

by Janet McBride & Vern Stovall

LONGHORN #575

The enviable position of "America's number one western band" for most of the past eleven years. They have earned nearly every award in popular poll conducted by trade press.

Noted country singer Joe Allison will be responsible for producing all of Thompson's recordings for Warner Bros.

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"COUNTRY ALL THE WAY"

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Saran Music Co.

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But #2's more than enough when you've got the hottest comedy hit of the month!

Almost Persuaded #2
Ben Colder

I'm only #2
But I Try Harder

Cash Box—October 1, 1966
CASH BOX

Bullseye

SOMEBODY LIKE ME (2:25) [Earl Barton BMI—Thompson]
TAKING CHANCES (2:09) [Vandare, Five Sisters BMI—Vandare]
EDDY ARNOLD (RCA Victor 8965)

Once again Eddy Arnold can expect to soar way up the lists with another superlatively effort. Side to watch, "Somebody Like Me," is an appealing, easy-to-listen-to charmer done up in Arnold's typical winning style. "Taking Chances" is a tender ballad taken from his "My World" LP.

THE HURTIN' ALL OVER (2:46) [Wilderness BMI—Howard]
INVISIBLE TEARS (2:18) [Central Songs BMI—N.S. Miller]
CONNIE SMITH (RCA Victor 8964)

Here's another guaranteed sales winner for Connie Smith. This one, called "The Hurtin' All Over," is a lonesome, pain-filled ditty highlighted by the lady's big booming vocal chords. Could be another "Once A Day." Undercut, "Invisible Tears," is also a weeper.

ONLY ME AND MY HAIRDRESSER KNOW (2:35) [Moss-Rose BMI—Thomas]
A WOMAN NEVER FORGETS (2:32) [Kitty Wells, Cedarwood BMI—Wright, Phillips]
Kitty Wells (Decca 32621)

Undoubtedly one of the most successful of the country gals, Kitty Wells should definitely continue in her money-making ways with this side titled "Only Me And My Hairdresser Know." Lit is a thanksin', easy-paced ode that tells how makeup can cover up those worry lines. "A Woman Never Forgets" is a warm, pretty ballad which could also make lots of noise.

THE GAME OF TRIANGLES (2:38) [Delmore ASCAP—Cohen]
BYE BYE LOVE (1:57) [Acuff-Rose BMI—F., B. Bryant]
BOBBY BARE, NORMA JEAN, LIZ ANDERSON (RCA Victor 8963)

RCA Victor has come up with a triple threat record here, teaming up Bobby Bare, Norma Jean and Liz Anderson. Top lid, "The Game Of Triangles," is a tricky little number which tells that "every triangle has three sides." On the flip, the trio delivers a walloping version of the Everyl Brothers years-back smash.

UNMITIGATED GALL (2:39) [Cedarwood BMI—Tillis]
SOME OF YOUR MEMORIES (HURT ME ALL OF THE TIME) (2:07) [Sure-Fire BMI—Russell, Finneran]
FARON YOUNG (Mercury 72017)

That warbling law enforcement officer, Faron Young, has his best sound in a long time with this blue-ribbon waller called "Unmitigated Gall." The lid is a double-time, rhythmic "adieu" with a strong, contagious sound. Should be big, "Some Of Your Memories (Hurt Me All Of The Time)" is a wailing, Latin-tinged ode with a very pleasant sound.

AIN'T GOT NO MAN (2:29) MISTY BLUES (2:30) [Blue Crest BMI—Frazier]
[Talmont BMI—Montgomery]
WILMA BURGESS (Decca 32927)

After two country smashers in a row (and a good deal of pop noise) Wilma Burgess should do it again with either or both sides of this deck. "Ain't Got No Man" is a mid-tempo, thumpin' weeper with a pungent blues flavor. Excellent side. "Misty Blues" is a real tear-tugging ballad with a powerful, heart-rending job by the artist. Take your pick.

NOT THAT I CARE (2:44) [Sure-Fire BMI—Wallace]
RELEASE ME (AND LET ME LOVE AGAIN) (2:34) [1 Star Sales BMI—Miller, Stevensen]
JERRY WALLACE (Mercy 72619)

What with his recent success of "Paperback Roses," Jerry Wallace makes another assault on the charts with this winning effort tabbed "Not That I Care." Songster does a very nice job on this sentimental, tear-filled ballad. Should make it. "Release Me (And Let Me Love Again)" is another blues-tinged offering.
This Saturday, October 1, will be Holland's biggest event of the recording-industry, the "Grand Gala Du Disque Populaire" at the Amsterdam RAI-building. Besides bill topper Tony Bennett, accompanied by the Ralph Sharon Trio, a number of top attractions are on the bill, of which pictures are shown on this page. Dutch beat group Les Baroques is also appearing at the Gala, which will be shown on TV and also broadcast by VARA-network. The orchestra will be directed by Dolf van der Linden, the announcer is Jan Thays and there also will be fashion flashes by Yves St. Laurent. CASH BOX will be on hand to give a full report in an upcoming issue.
LATIN MUSIC AT
IT'S BEST

ORQUESTA DEL
RECUERDO
DM-1139

LOS ARAGON
DM-1127

La Banda Borracha
MIKE LAURE
DM-11810

CHILD MORAN
y sus
Acapulco Brass
DM-1165

GLORIA LASSO
DM-1083

"Celosa"
con FLOR SILVESTRE
DM-1174

OLGA GUILLOT
DM-1180

LUCHA VILLA
Vol. 4
DM-1177

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Cash Box—October 1, 1966—International Section
**Liliane Triumphs At Belgian Canteourope**

BRUSSELS—Though a Belgian and a Dutch impresario took care in the past few weeks to settle all details for the sole performance in Belgium of the travelling Canteourope Contest, the initial excitement of putting on a contest 100% Italian-originated, was something new. As the train stopped in Brussels, the Italians started to arrange and re-arrange everything themselves and finally even showed up with their own jury, a kind of a competition on top of the competition. There were four of their own star-singers, who had selected the winner for the final in Rome.

Quite a number of Italians filled the Boulevard and scattered across the city. Though the degree of popularity of singing, as exemplified by Bobby Solo, Cinquetti, Modugno and Pavone, was among the younger Belgian fans, there was, nevertheless, widespread interest in the lack of interest.

An initial start of the Belgian participation with a Flemish version of "The Sound Of Music," an excellent performance, ably accompanied by the permanent Italian Canteourope conductor, Ronny De Pauw, who has a voice, which holds great promise for the near future.

Yet, despite the fact that the first stirrings of interest were even further confirmed, the public seemed to have made up its mind.

An afterthought addition, after the Italian concert, was a Prima Donna of the night, the versatile Miss Mina, who was heard in her own right. She has a voice of the greatest possibilities, which have not until now been fully explored. She was followed by Bobby R-cover, who still sticks to the Elvis-style but in this performance it had seemed to try to blend into the public's sympathies.

Well, for Liliane it is now the turning point in her career.

**Decca’s New Deram Label Aims To Set ‘Controversial’ Pop Path**

LONDON—From the Decca offices comes the announcement from Promotional Manager Tony Hall that the company is launching a new major British label—Deram. This is the first new label for British product to be launched by Decca since 1929. The company aims to be controversial, to have its own image and its own identity. Selection of new records will undergo the closest scrutiny and only records which are original and different will be featured on it. Reperoire selection will be in the hands of the Deram executive producer Dick Rowe, who plans to throw open his doors to independent producers whose material will be used together with contributions from members of his own department. Promotion of the label will be in the hands of the sales manager, Tony Hall. Deram deals will retail at the normal retail prices and the first release is scheduled for September 30th. These will be spearheaded by debut disks by two new British acts, one by 19 year old Beverley entitled “Happy New Year,” penned by Randy Newman, published by Aaron Schroeder and produced by Denny Cordell of New Brew Productions. The second single “I Love My Dog” composed and recorded by Cat Stevens was produced by ex-Springfield member Mike Hurst and published by Dick James.

First Deram album “The Velvet Touch Of Johnny Howard” is designed for the more sophisticated listener and is the brainchild of Decca Marketing and Sales Manager A.A. Beecher-Stevens. All promotional stops will be pulsed out for the launching of Deram including national and press advertising campaigns and maximum airtime on Radio Luxembourg programmes etc.

**Ezio Leoni To Campi As Pop Music Chief**

MILAN—Ezio Leoni has left his post as A&R manager of Saar Records to join the Campi label in Rome. He will head the company’s operations in the pop disk field, starting with a new label. Det. Leoni told Cash Box that Campi is negotiating with American labels for the distribution of their hits in Italy. Leoni is the discoverer of such talents as Tony Dallara, Adriano Celentano, Rino Geronti, Pepino Gagliardi, Nicola Di Bari and others. Some best-sellers released by Saar were produced by him.

**Polydor Receives Ola & Janglers Release Rights**

LONDON—Dag Hagquist of Sonet Records Sweden in London to complete a long term contract with Roland Rennie of Polydor Records to release Swedish group Ola and The Janglers in the United Kingdom and the Western Hemisphere, excluding Japan. First release, issued on Polydor International, is scheduled for Nov. backed by personal appearances by the group. Ola and The Janglers are currently on an extensive tour of Europe appearing in Holland where their disks are released by Arton; France (Pathé Marconi); Spain (Discophon); Italy (Jolly); Switzerland (Finsterwalder and Cantacuzene); Australia (Centrodisc) and Germany where they have two albums issued by Metronome. During his visit to London Hagquist also had meetings with Nathan Joseph to discuss the release of the Transatlantic-Prestige lines in Sweden.

**Neapolitan Song Fest ‘Comeback’ Hits Roadblock With Exec Resignations**

NAPLES—Attempting immediate acceptance, the 14th annual Festival of Neapolitan song was held at the Teatro Politeama in Naples during Sept. 15, 16 and 17.

The winners were Sergio Bruni (EMI Italiana) and Roberto (Genoa-Carosello) with their reading of the song "Life Is A Good Thing".

A sour note, reflecting the difficulties of keeping contemporary Neapolitan songs up with the current music scene, was the resignations, following the song "The Festival’s president, Luciano Belleri; artistic director, Ettore De Mura and Artistic consultant, Gianni Ravera. It was felt that perhaps a new locale other than Naples would be considered for the contest next year.

One has to go back for almost twelve years to meet the golden age of the Festival of Naples, when this event was considered an all-important contest of the musical year in Italy, second important in relation to the Festival of San Remo.

Then the contest lost its importance, becoming little by little only a local contest, with an interest just limited to Naples. The world famous "Neapolitan Melody" disappeared from the international scene.

The only two years, some attempts of recovering from this deep slump were made, but this year the organization decided to perform on the Police network, stage, together with "classical" Neapolitan interpreters, top Italian artists, who had their first encounter with Neapolitan production. Organizers tried to stimulate again the interest of the industry for the contest.

(Continued on page 54)

**Pop Song Fest In Brazil: Big World-Wide Acceptance**


The Popular Song Festival of Brazil will have an Honorary President, the President of Brazil himself and will be sponsored by the Government of Brazil. The President of Brazil, the President of the Rio de Janeiro, having not any commercial purpose; the only goal of the meeting being an annual get-together in Brazil of the varied musical current of a country. The Jury who will choose the best music presented in the Rio Festival, will be officially received by the Government, ambassador Negro de Lima, and will be equally received in special audience by the Mayor of the City of Rio de Janeiro, Mestre de Castelo Bravo, President of Brazil.

The Festival will take place in the State of Maracana, which has seats for 25,000 spectators and will have a closing ceremony with a gala ball... but in the "Carnival" (mardi gras) style. Several TV stations from all over the world will be filming the Festival, in order to present it later in their programs.

(Continued on page 56)

**ANOTHER ‘SOUND’ TRIUMPH:** The soundtrack album of “The Sound of Music” has joined a select few albums ever to sell more than 1 million albums in Great Britain, accomplishing this feat in 18 months. George R. Mark (second left), vice president and general manager of the RCA Victor Records, presents the plaque to Sir Edward Lewis, Chairman of the Decca Record Co. Ltd., Victor's English licensee, while Bill Townsley of English Decca (far left) and Bernard Ness, deputy general manager of RCA Great Britain, look on. Victor's only other million album seller in Great Britain, “South Pacific,” took almost 10 years what “Sound of Music” accomplished in only two. Indications are that “Sound of Music” will become England’s all-time champion shortly.
Neapolitan Song Fest 'Comeback' Hits Roadblock With Exec Resignations

(Continued from page 55)

Neapolitan songs, but even if in some cases, the quality of the songs increased, the contest itself remained too tied to the old traditional Neapolitan sound.

The only positive fact to report for this year's contest consists of the participation of some top artists like Iva Zanicchi (RFL), Giorgio Gaber (RFL), Wilma Gianchi (Ricordi), Laura Cappelli (SAAR), Claudio Villa (Fonit Cetra), Pepino Di Capri (Carisch) and the Italian best selling group of the moment, the group of the happy and gay songs. Their partners, such as classical Neapolitan interpreters as Sergio Bruni (EMI), Mario Trevi (Durium), Aurelio Pierre (King), Maria Paris (Via Radio), Mario Abbate (Via Radio) and so on.

The Songs

But the quality of the songs, this year, generally remained tied once again to the old, overpassed tradition, there were only three exceptions, namely the tunes "Ma Pecche" Interpreted in The No. 1 hit in Italy, "A Pizza", "Sancho Panza" and "Sancho Panza, a wonderful catchy and flowing melody penned by the late well-known Neapolitan composer Vian (Antonio Viscioni), composer of hits like "Luna Rossa" and "Sonnone A Marechiaro." The song, published by Bideri, was well interpreted by Iva Zanicchi (RFL) and Luciano Torelli (EMI). The song was interpreted by a new Neapolitan talent, Mario Merola (Zea) and by Dasy Luminii (Ricordi). Publisher is Ricordi.

The third songs, even if it's directly connected to the Neapolitan tradition for both music and lyric, benefited from the exceptional humorous performance of Giorgio Gaber (RFL), who had as partner in this success Aurelio Pierre (King). By the way, the song was declared second in the final classification and the record has immediately obtained a strong reaction on the market all over Italy. It should be noted that the song was inspired by the true life result of this contest. The song is published by the RFL publ., Edizioni L'Aiugna.

The title of the song was "Bella," a song of old tradition and done well by Sergio Bruni (EMI Italiana) and Roberto (Cemol). The song is published by the RFL publ., Edizioni L'Aiugna.

ON THE EDGE—Top Australian pop artist Normie Rowe struck this precarious pose upon arriving in London to record for Polydor and make radio and TV appearances.
SCANDINAVIA

DENMARK

Knut Mork, head of Morka Musikforlag, just back from the Pye sales conference in London, returned to Copenhagen last week with some of the first copies of the LP album "The Mills Brothers in Tivoli" on Dot, a live recording from the group in Copenhagen’s Tivoli some weeks ago. Mork told Cash Box that this recording is expected to appeal to older listeners. Mork added, "The English are calling it the biggest LP sale they’ve ever had."

Eli Holstein, of EMI, has just returned from the US and has already organized the release ofib "Life’s Ridin’ Hood" by Ronald Blackwell with Danish lyrics ("Ulfen Ulven"). The latter tune has been on the charts here in a local Triolida recording by Peter Belli and Les Rivals for the last three weeks.

EMI here — Scandinavian Grammophon A/S — just had a Scandinavian EMI sales meeting with S. G. Lutfielde of EMI here as host. Present at the meeting were: Rolf Brandt, EMI London; Peter Holst, EMI Stockholm; and Bjarne Mark, EMI Copenhagen. EMI has just started a grand promotion campaign for the American low-price LP label Regal with some 15 albums in the first release, including artists like Dean Martin, Victor Silverstein, Eddie Calvert, Nat "King" Cole and Joe Loss, among others.

NORWAY

OSLO Phonogram A/S has started a promotion campaign for Karin Winje, the latest discovery on the Philips label, just at the market with "My Love For You"/"Stay Awake." Other releases from the company include "Red Rubber Ball" with Cirkle, "Somewhere My Love" with Rolf Coniff and Kim Tolley with "They’re Coming To Take Me Away Ha-Ha!", all on CBS. In addition, there are four CBS EPS and 16 CBS LPs among the latest releases.

Arne Bendiksen A/S notes good success with the American tune “Sunny,” recorded on Triolida here by Karin Krog and the Public Enemies. The record debuts at a 7th spot on the charts this week.

P.

A. Boquist, who left Scan-Date Recording Co., AB here Aug., 1st this year, has started Amigo Musikproduktion AB, operating from Atlantis 14, Stockholm. Among the artists in the label are producer and artists manager. The new label has just debuted at the market with "Somewhere, My Love" from "Doctor Zhivago" and the Country Four. The company will act as music publisher in the near future. It was reported to Cash Box.

Anders Holmstedt, head of EMI here, looks most satisfied when speaking about the LP album "Hello, My Name Is Beatles. Just back from the EMI Scandinavian sales convention in Copenhagen, he told Cash Box that EMI has added the label Immedia to those already handled.

Helge Rondvass of Cupol just visited Oslo with his latest discovery, Mari-Loe, for radio and TV and has just continued to Berlin with the artist. He reported to Cash Box that there is great interest in the female group from all Europe.

Recent releases from Midnight Sun Records includes a single with two local oldies by the Tavern Group. Latest Karlus releases include "She Will Never Dance Again"/"San Francisco Bay Blues" with the Wayfarers, and local singles by Acke Clasén’s Orchestra and Enbeben.

Local group, Carebear, at the momenttopping the Swedish charts, has a new single at the market, the title being "Lost Someone" and "Hey." Putte Wickman has done "Lili Marlene" b/w "Be I Dir War Es Immer So Schön?" — both releases on the Sve-Disc label.

Astrid, Metronome recording artist, has done "Låt Oas Tro" (the old Russian tune "Stenka Razin" in Swedish) b/w "Alla X Förbi" (The End Of The World), Carl Tornhede, also on Metronome, has "Toppenskönnet" (Happiness) and "När Kommor Du" (One Has My Name, The Other Has My Heart) at his latest single. Finally, Neil Diamond has "Cherry, Cherry" and "Solitary Man" at the third Metronome single released last week.

Swedish-American, the label produced by Larri Fannegren here and distributed by EMI, has added Yvonne Normann to its stable of artists, where so far has been only Larri Fannegren and Sven Ingvars. Among recent EMI releases can be mentioned "Hello Baby" with Alma Cogan on Columbia.

Another giant in the Phonodisc bag is the good outing by the Supremes, now topping Canadian charts from coast to coast, "You Can’t Hurry Love." Paul White has a great outing by "Hello, My Name Is Beatles. Just back from the US," and the British group, "Boy on A Swing" by The Pacemakers looks like another big winner for Capitol in Canada. John Toews of the Philips/Mercury group at London in Montreal figure the new Bobby Heil single, "Long Time Ago," released from the artist’s current LP, John calls the latest single by the Four Seasons for the top ten of stations in every market. Of course, reports that the Serendipity Singers will do a one-niter at the Jubilee Auditorium in Calgary, October 25th.

Great chart entry by Gordon Lightfoot on U.A. will spin out across the Country, very quickly. "Spin Spin" is the latest Lightfoot entry. He penned the theme himself and says that the basket-bucket full are reaching AC air in Toronto on the Lightfoot record. AI has high hopes for a debut outing by Jenny Rock on Apex. "Come A Little Closer" is the title of the new side by the Montreal gal-tape singer who is reportedly making quite a name for herself in New York, with a Capa date forthcoming shortly. She’ll be doing a series of American one-niters in the near future, says AI. All kinds of top disk stars are appearing in Ontario these days. They include The Americans on London, Sammy Davis Jr. at Windsor’s Elmwood Casino and Earl Grant into Toronto’s Royal York Hotel.

Biggest record action in a long time south of the border on a Canadian produced disc, must certainly be the American reaction to "Off To Dublin In The Green" by the Abbey Tavern Singers. Ken Warriner at ARC is elated as he hollars for all the world to hear that his company has a standard going for them. Just figure the second action year after year come every March. In addition, Ken is excited about the sales possibilities of the record in Boston and New York where Irishmen abound. HBR has the side in the U.S. In the same vein, Lee Farrow of Submarine with the Clarkson show band will be taken from their new LP on Capitol. It’s entitled, "Up West Nelson," already reaching the charts.

Harold Winslow is very excited about the latest Quality outing by the Haunted, "I Can Oily Give You Everything!" will be a big follow up to the group’s charming monster, "Where Are They?" which is expected to do very well by Harold is the latest by the Allan Sisters. "I’m In The Doorway" is Congress’ new recording. Their latest project is a greatly concentrated action. It’s entitled, "Give It Up Girl." Bob Harrington is represented on a new Eco outing, his first solo effort on wax (he was a member of the Esquires). It’s a very promising outing, tagged, "Changes."

Norway’s Best Sellers

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Sweden’s Best Sellers

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Cash Box—October 1, 1966—International Section

"The Best in Scandinavia... Bens"
**Brazil's Best Sellers**

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<td>Roberto Carlos/CBS</td>
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<td>California Dreamin' (Vitale)</td>
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<td>Strangers In The Night (Fermata)</td>
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<td>Meu Bem/Girl (Fermata)</td>
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<td>Vou Me Ame (Fermata)</td>
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<td>Pobre Menina/Hang On Sloopy (Fermata)</td>
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<td>Coruja (Fermata)</td>
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<td>Rubber Soul—Beatles/Odeon</td>
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<td>If You Can Believe Your Eyes And Ears—Mamãe &amp; Papa's/RCA Victor (Dunhill)</td>
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<td>21</td>
<td>3</td>
<td>Dois Na Bossa Vol. 2—Els Regis &amp; Jair Rodrigues/Philips</td>
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<td>Johannes Brahms, Die Ersamo Carlos/RCA</td>
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<td>As 14 Mais Vol. 18—Several Brazilian Artists/CBS</td>
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<td>Help!—Beatles/Odeon</td>
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<td>Isto é Renato &amp; Seus Blues Caps CBS</td>
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<td>13 Vol. 13—Joaquim Web</td>
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<td>27</td>
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<td>The More I See You/Call Me—Chris Monte/A&amp;M (Ferma)</td>
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<td>Quando O Amor Te Chama—Agredal Royol/Colpachana</td>
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<td>12</td>
<td>Sound Of The Fiber—Herbert Alpert's Tijuana Brass/B&amp;G (Ferma)</td>
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**Brazil's Top Twelve LP's**

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<th>Week</th>
<th>LP/Artist/Label</th>
<th>Artist/Actor/Producer</th>
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<tr>
<td>1</td>
<td>California Dreamin'—Mamãe &amp; Papa's/RCA Victor (Dunhill)</td>
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<td>2</td>
<td>3</td>
<td>Dos Na Bossa Vol. 2—Els Regis &amp; Jair Rodrigues/Philips</td>
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<td>4</td>
<td>Johannes Brahms, Die Ersamo Carlos/RCA</td>
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<td>4</td>
<td>4</td>
<td>As 14 Mais Vol. 18—Several Brazilian Artists/CBS</td>
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<td>Help!—Beatles/Odeon</td>
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<td>Sound Of The Fiber—Herbert Alpert's Tijuana Brass/B&amp;G (Ferma)</td>
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**Top Six Double Compacts**

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<th>Week</th>
<th>Compact/Artist/Label</th>
<th>Artist/Actor/Producer</th>
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<td>1</td>
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<td>Isto é Renato &amp; Seus Blues Caps CBS</td>
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**The Entire Picture**—Artists, writers, promoters and management get together on their own, for this pick in Poland. The four young men on the left and the single sitter are the members of Los Brazos, who currently have a big hit with "Black Is Black." The others are (right to left) writers Tony Clark and Raymond; Decca promoter Tony Hall and Los Brazos' manager Alain Milhau."
Board of Trade figures for June show that production of phonograph records was 16 per cent higher than in the same month last year but sales were down by 8 per cent. A total of £16,198,000 was left the presses during the month with a value of £18,514,000. Production of 1966 with the same period of 1965, production of 78 r.p.m. and 33⅓ r.p.m. discs fell by 25 per cent. Total sales fell by 4 per cent. June sales were valued at £3,152,000. Home sales fell by 7 per cent and export sales, representing 13 per cent of the total, were nearly 15 per cent lower than in June 1965. Nevertheless, the second quarter of 1966 as a whole, total sales rose by 3 per cent; home sales by 1 per cent; and export sales by 11 per cent.

The directors of Decca Ltd. have recommended payment of a final dividend of 2s.1/2d. per share less income tax in respect of the year ended 31st March 1966. The company's preparation for the Group's annual accounts for the year ending 7th December 1966 and making a total for the year of 3s.3d. less tax. Consolidated turnover was £3,939,000 (1965 £4,611,000) and profits before tax were £2,933,000 (1965 £3,639,000) against £3,610,000 (1965 £4,286,000). Profits, before taxation are £3,635,000 (1965 £5,950,000) while profits after taxation amount to £3,252,000 (1965 £5,305,000). This year the taxation is based upon the Tax Act and is not, therefore, comparable with 1965. The company's chairman, Sir Edward Lewis announced that this year's business is showing promising developments.

Another major coup for the Transatlantic group comes with the signing of an exclusive three-year contract giving them the distribution rights for the albums of the U.S. group, The Beach Boys. This is for Britain and Scandinavia. The deal was set by Transatlantic chief Nathan Johnson during a visit to New York earlier this year and clinched in London with the Beach Boys' manager, the legendary Brian Epstein. Much of the most comprehensive jazz labels in the world, Prestige, previously released by EMI on the Atlantic label, now has a home in Transatlantic. Among the major names is John Coltrane, Coleman Hawkins, Stan Getz, Mose Allison, Red Garland etc. All product resulting from this will be available in Britain, which marks a major move into the Transatlantic label in a PR series at/70 and partly on the low-priced Xtra label making many of the artists available for the first time in Britain. The deal will begin in October—16 Transatlantic and 15 Xtra—with a further 20 scheduled before Christmas. Transatlantic also hopes to release single tracks by artists with the contract on a sealed earlier this year. Best sellers include "Stereo Demonstration Record" and the very popular "Brave Bulls" L.P.

The Beach Boys have successfully broken through the transatlantic barrier with "Black Is Black"—a feat very few continental artists have achieved. Halcyon days in Los Angeles are shooting up the Cash Box Album Chart. Top 100 and are also in the Dutch and American charts. Decca. Decca, a party for the group in London on the eve of their five-week national television appearance (in which they will feature on the hit program "Japanese Television" in October—16 Transatlantic and 15 Xtra—with a further 20 scheduled before Christmas. Transatlantic also hopes to release single tracks by artists with the contract on a sealed earlier this year. Best sellers include "Stereo Demonstration Record" and the very popular "Brave Bulls" L.P.

Barney Ales and Phil Jones of Tad isolation (no personal responsibility for recording the Spencer Davis Group, V.I.P., Millie Small etc. He has brought Robert Parker to Britain to promote his new single "London Pride" (Decca). On the Sue label Blue and producer John Ray will release a new single, "Let Me Be Your Baby". The Beach Boys have also recorded a new single "That's Why I Gave My Love To You" (Decca). In September 25 the group's first major single for the Beach Boys' label, "This Is My Music"—to appear on the album "Surf's Up" featuring Buddy Holly and the Squires. The single was recorded at the recently opened new studio in Texas. The album contains some of their best-known songs like "Beau Musique," "She Sees Too Much Around" with Jan & Dean and others. The orchestra and arrangements were done by Don Costa.

CBS announce the contract of folk singer Marcela Galavín, the singer that has come to prominence recently in Mexico, will be in charge of her. RCA released the first modern style record with barton Hugo Arendas, who cut the songs "Somewhere My Love" and "Dulcinea" in two fabulous versions with the arrangements and orchestra of Chacho Ferrer. Among the new uses releases in 45s, r., t. "Johnny Left Me Go" and "Guárdame Tu Amor" with beautiful Hilda Agrami and "Light Bulb With "Frida"" played by Los Stars Boys. On the Liberty label which the disc was in Mexico is "A Surfer's Dream" and "Fiddle Around" with Jan & Dean and others. "Save A Love" and "Look At Me Girl" with Bobby Vee. RCA has released a high-pitched rhythm in Mexico, left her career for a long season because of illness, but now she is ready again and is on the roll. RCA is recording a new album on the CBS label, but now in the popular style.

RCA released a new album with the piano of the famous Mexican superstar and legend, Vicente Fernandez, which has sold over a million copies in Mexico and is expected to do the same in the United States. The album contains such hit songs like "Bailame Mucho," "Que Seas Feliz," "Franquezas" and "Verdad Amarga." Aggressive manager of the Loud Jets, Gabriel Pardo, brought us the first album of this Mexican group recorded at the RCA studios and containing the hit song "I'm So Happy," which has sold over a million copies in Mexico and is expected to do the same in the United States. The album contains such hit songs like "Bailame Mucho," "Que Seas Feliz," "Franquezas" and "Verdad Amarga." Aggressive manager of the Loud Jets, Gabriel Pardo, brought us the first album of this Mexican group recorded at the RCA studios and containing the hit song "I'm So Happy," which has sold over a million copies in Mexico and is expected to do the same in the United States. The album contains such hit songs like "Bailame Mucho," "Que Seas Feliz," "Franquezas" and "Verdad Amarga."

Argentinian impresario Carlos Ballón is in Mexico to contract new artists and sign them to RCA. This deal is expected to bring a lot of money in the month of November at the "Escaleta Musical" of Buenos Aires. Teresa Cassino, another of the many Latin musicians from Argentina, for RCA has signed with Tino Wode. Tino Wode, the singers and dancers from South America and a Mexican show Por Eso Estamos Como Estamos" with Fernando Lujan. RCA is planning to perform the TV show of Walt Disney in the month of November at the "Escaleta Musical" of Buenos Aires, with the participation of the Mexican group Los Tres Con Ela. It is said that Los Tres Con Ela have an offer of 4,000 dollars to record at ABC Paramount label but they didn't want it because they are exclusive of RCA.

In September 21 will arrive to Mexico, American actor and singer George Maharis, who is signed to perform at El Palio night club.

**Great Britain's Best Sellers**

### Cash Box

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<tr>
<th>Week of July 8, 1966</th>
<th>Week of July 15, 1966</th>
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### Top Ten LPs

1. Revolver - The Beatles (Parlophone)
2. Sound Of Music - Soundtrack (Parlophone)
3. Portrait - The Walker Brothers (Parlophone)
4. Pet Sounds - The Beach Boys (Parlophone)
5. Blonde On Blonde - Bob Dylan (Columbia)

### This Week

- **All Or Nothing** atop the charts.
- **You Keep Coming** and **My Girl** are also notable.
- **Their Place** continues to rise.

### Upcoming

- **She Loves Me Not** by The Beatles.
- **Adventures Of Superman** by The Ventures.
- **Viva Las Vegas** by Elvis Presley.

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**Australian & New Zealand Chart**

1. **Yellow Submarine** (The Beatles - Parlophone)
2. **Somewhere My Love** (Tony Christie - Parlophone)
3. **Covent Garden** (The Kinks - Parlophone)
4. **Celebration Day** (Led Zeppelin - Parlophone)
5. **A Caper** (The Who - Parlophone)

**New Zealand Chart**

1. **Yellow Submarine** (The Beatles - Parlophone)
2. **Somewhere My Love** (Tony Christie - Parlophone)
3. **Covent Garden** (The Kinks - Parlophone)
4. **Celebration Day** (Led Zeppelin - Parlophone)
5. **A Caper** (The Who - Parlophone)
GERMANY

RCA Victor's Paul Ank dropped into Germany for a week's stay to write a feature for the German edition of TV Guide, and he has also recorded single and LP. This will be his second LP for this market, the first being a concept album, which sold 200,000 in America and 125,000 in England, making it one of the most profitable records in the world. Although the LPs and singles have been tremendous hits in most countries, they have received little attention in America. But, according to sources close to the company, there is a strong chart action real soon. The Monkees are the stars of a new American television series which has just been launched; the TV series is expected to be shown in Australia before the end of the year. The Monkees are a real force in Germany this week, and they have been reported the subject of a heavy promo drive in the United States. The record is receiving airplay in the 18-24 age group, which is good for a Monkees LP. The strong chart action real soon is expected to continue, and the Monkees are expected to make a strong showing in the German charts soon after.

EMI have released an album by glamorous American singing star Lanie Kazan; the act is called "Right Now". Lanie won many fans in this country as a result of her recent recordings and is expected to do well in Australia because it is the type of commercial record that is readily acceptable to the German charts.

Two Canadian masters released by W & G are Barthsomew Plus Three with "On A Wintery Night" and "Cause I Can't Stay". The former is the Haunted with "1 - 2 - 3" b/w "Eight O'Clock This Morning". The masters are from Quality Records in Canada.

Cash Box—October 1, 1966—International Section

AUTRALIA

RCA of Australia are under way with their promotion campaign on behalf of "Last Train To Clarksville" by the Monkees; this is one of the hottest records in the world at the moment on par with "Yesterday" by The Beatles. But, RCA of Australia has some real heavy hitters coming up in the Monkees, and the Monkees tour will be subject of a heavy promo drive in the United States. The record is receiving airplay in the 18-24 age group, which is good for a Monkees LP. The strong chart action real soon is expected to continue, and the Monkees are expected to make a strong showing in the German charts soon after.

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Cash Box—October 1, 1966—International Section

GERMANY—BEST SELLERS OVER THE LAST 8 WEEKS

(Courtesy "Music"

GERMANY—JUKE BOX RADIO- SALES FAVORITES

(Courtesy "Music"

GERMANY—AUTOMATEN-MARKT

(Courtesy "Music"
Years ago operators and distributors were urged to retire to some contemplative spot and there ponder on what kind of machine would give the industry a new lift, something on the order of the famous mythical invention that would cost a dime, sell for a dollar and be habit-forming.

The idea of the audio-visual machine has been around since the end of the 1930s, when the Panoram was brought out. Its main drawback was that if patron A wanted to see film Z he would have to wait until the whole reel played before his choice came up. Now there is one make of audio-visual machine on location, one ready to go and others promised. Despite the doubts expressed in some quarters about the market for such machines, prominent industry figures have gone into or are about to go into the film-juke arena. They believe there is a market for the machines and are investing money in it.

So the audio-visual does exist and it is on location. Something which is, after all, rather surprising to this industry is the locations that have them. Besides the tavern, there is the night club, the hotel restaurant and the country resort—the longed-for “class location”. The machines are there.

The objections of the operators to the machines are price, maintenance and availability of films. Training mechanics is one of the major efforts of the industry now, and it requires that mechanics be schooled by the manufacturer or that the machines be so made that maintenance is easy. Both alternatives are being pursued.

Now price. The price of an audio-visual unit is dependent on the price of the films. Some can be imported, some are made here. When made here, the cost depends on where they are made and who makes them. A featured performer in one of the films must be well known in order to attract play, and stars come high. At the same time, quality of film must be maintained. Nobody is going to put a quarter in a machine to see a film made in someone’s garage. It requires the professional studio, choreographers, dancers, actors, technicians and a good cameraman, all of whom come high.

In order to bring down the price of an audio-visual machine films must be made on a high volume. But there must be a market to absorb the films. If we are to believe the number of machines on location, there is. If we consider the performers making these films and the facilities being used, there is. If we consider the companies engaged or about to engage in audio-visual manufacture, there is.

The success of the audio-visual machine will depend on how hard the operator pursues the new audience it is designed for. The patron who plays an audio-visual machine in a resort is not the patron who plays one at Joe’s Place. The new patron has more money to spend and the new patron demands entertainment on a more sophisticated level.

If he can be reached through the audio-visual machine, the industry will have grown up considerably; it will get out of the corner and into the public square. Price, promotion and prestige—these are questions at the moment. If they can come together and be worked out, the answers may provide the industry with that shot in the arm that has been so long called for and so long delayed.
Wallace Reveals MOA Hospitalization Plan; Would Pay Cash For Lying-In Expenses

CHICAGO—John A. Wallace, president of Music Operators of America, announced this week that another service in the area of insurance benefit for members in good standing will be established shortly. This is a hospitalization plan also offering disability benefits to members.

Wallace explained that this program was approved by the MOA board of directors recently, coming as a feature that was part of plans studied over the past several months. This, he adds, is not intended to replace the hospital medical insurance plan now carried by the members.

It is rather intended to supplement present policies with cash payments, regardless of the amount of hospitalization incurred. Because of the wholesale buying power of MOA behind this plan, the officers and board of directors were able to obtain premium rates substantially lower than those that would prevail on an individual basis.

Fred Granger, vice president and managing director of MOA, explained that members who apply for this new plan would be eligible to receive a daily sum of cash during confinement in a hospital. They would receive $10.00, $20.00, or $30.00 per day. They would also be given the further option of including the spouse and children in the insurance plan.

Granger emphasized that he desires to peruse the contents in a brochure presently being mailed to members, as coverage goes into effect as soon as the decree is approved by the Continental Casualty Co. of Chicago, and if a sufficient number of members have applied. Members will be billed for the amount of the policy promptly, and without complicated insurance forms to fill out.

The first bill designed to remove the jukebox machine from the right-heavy atmosphere of the twenties was introduced in 1932. It died in committee. The issue since, and was forgotten during the heady, fortune-making decade before World War II, when Charles Buckley of the Bronx introduced his bill to remove the exemption that provided jukeboxes, pinball machines, and other coin-operated devices with a diameter of 30 inches or more be deemed a game of chance.

With banter and harras, these students from the University of Tennessee in Knoxville have taken over one of five football teams. The group distributed by Patterson International in Cincinnati, has been chosen for response from many college campuses.

Wallace said that the new program will be more effective than the old because it will include the policies of many of the members rather than a few large ones. He hopes that MOA will be able to offer this plan on a nationwide basis.

By April of 1949 there was a demand on the part of the modern operators to hold a national meeting in Chicago. The members of the Music Operators of America, and in July the board of directors announced a convention for November 7-9, in Chicago. Hotel space proved unavailable so the date was pushed forward to March, 1950. The manufacturers announced their support of the board of directors said there would be no official product exhibits.

Eventually the C.M.I. and M.O.A. were combined at that time. The C.M.I. (Coin Machine Institute) and the M.O.A. (Music Operators of America) were both national in scope, and would be present at its national meeting. These are the first time in the history of the coin machines that a convention is being sponsored by an alert, capable and intelligent group of operators.

The convention came off at the time planned, March 6-8 at the Palmer House. In its youthful exuberance, the PALA convention had registered over 500 delegates, said Chiposky, and “we have over 500 reservations left for the meeting.”

The meeting of the combined associations (M.O.A. and C.M.I.) in St. Louis, will feature a joint committee on legislation, including the Capitol, Columbia, Liberty, London and Epic labels.

Chiposky was noted first graduating class of phonograph scholarship fund, and the program has been placed with employers, and that the next class of fifteen will be conducted in the near future.

The only major industry convention to bring off another convention and another after that. The new decade had arrived, and despite the usual "booster" predictions of another banner coin year, problems beset the industry. There was debate between operators over 78 and 45 r.p.m. records; jukeboxes appeared era performers. The circuit was loaded with strange little discs, and there was a movement to return to the 78.

Taxes, legislation, depression and public apathy were the problems. Several recording stars showed up to greet the operators, among them Eddy Arnold, of Arkansas, noted for "The Tennessee Plowboy and His Guitar"; and Lawrence Welk, of Kentucky, with "The Tennessee Plowboy and His Guitar." It is estimated that 250,000 free tickets to see their new musical "Wabash Avenue" will be distributed by RCA Victor.

The Palmer House in Chicago, scene of the first MOA convention in March, 1951. Operators studied legislation, depreciation, and Betty Grable.

other speakers in opposition to the bill, which the Senate passed as it wished to talk from them doing so. The phonograph manufacturers also gave their support of the operators. The results of the hearings, fortunately, could have been more catastrophic than they actually were. . . . Every intelligent operator who has the impression of his business and the general welfare of the coin machine music industry is going to support MOA, and be present at its national meeting. This is the first time in the history of the coin machines that a convention is being sponsored by an alert, capable and intelligent group of operators.

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IN CONGRESS ASSEMBLED
A History of the Jukebox Royalty Debates, 1945-1966

NEW YORK—Ben Chiposky, secretary of the Operators of New York, advised last week that those who haven’t made their reservations for the next annual association meeting at the Concord Hotel, October 7-9, had best make them.

“We have over 600 reservations already,” said Chiposky, “and there are only a limited number of rooms or facilities available in now if you want to go. Give me a call at your earliest convenience.”

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NOTICE

The United States Mailes, which has in the past shown some sympathy for our printing schemes, finally did come through—three days late. Our anxiousness and the much-touted Zip Code were not enough. We planned this week to publish extensive pictures of the Atlas Show- ing. We regret the delay and will publish them next week.

Areawide Turnout For Atlas Rowe Showing

CHICAGO—There was a very heavy turnout of areawide ops Sunday, September 18, during a day-long showing of the Rowe AMI "Music Merchant" phonograph, hosted by Atlas Music in their quad session at the Sheraton Blackstone Hotel.

"And they've been drawn from as far away as Madison, is best described by the phrase with Atlas prexy Eddie Ginsburg were Sam Gersh, Bob Fabian, Joe Kaim, Stan Kain, Mike Blumberg, Mort Jacobs, Sam Kolber, Joe Klykun and numerous others.

On hand for the factory were Rowe AMI president Jack Harper, national sales manager Joe Barton, midwest regional sales manager Paul Huesch, and marketing manager Bill Mims. No sur- ceour from the Grand Rapids factory.

Commenting on the happy outcome of his review in an unpre- cedented turnout and in the accept- ance of the AMI, Bill Mims stated, "It is certainly a fitting tribute to our new Rowe AMI "Music Merchant" model, and an audio-vi- sual combination that so many of our operators gave us a lovely Sunday to attend our showing.

Fifty For Bob Nims

NEW ORLEANS—Bob Nims (right) accepts check for MOA dues from Jesse Gardner of Gardner Music Company, member of the MOA since 1944, and president of District Five and holds the record for new members signed up by Nims in the MOA and also holds the record for sales in the New Orleans area.

Advance Distrib's Entringer Talks on Rowe "MM" at Showing

ST. LOUIS—At the open-house show- ing of the Rowe AMI "Music Mer- chant" phonograph, held at the Cry- stal Palace in Gaslight Square Sep- tember 18th, George Entringer, Ad- vance Distributors, general manager Pete En- tringer commented on "Music Mer- chant" the newest phonograph and the music market today in an address to the large audience of opera- tors.

"After what you are about to see here tonight, I don't think that most of you will be just 'juke box' opera- tors anymore. Through research and foresight of what the trends are in our industry, the Rowe Manufacturing Corporation is proving that you have at the disposal of tools to prop- erly merchandise your services to the public.

"For some time, the most progres- sive operators have been facing the need for more and better merchandising ideas that would stimulate sales.

"With the introduction of our 'Music Merchant,' we have taken the biggest step in this direction that has ever been taken by any manu- facturer.

"There are not enough hours in the day to do all of the things that you would like to do in merchandising music in your locations. You've tried 'red money' and your own personal merchandising money to match with and you've tried front money. All of these help to stimulate play, but sometimes your cost exceeds the gains.

"A personselly goes into a loca- tion with the intention of playing a phonograph. He may go there for a drive, or for a picnic, or even out of a shower of rain. But does he ever go there to get inspired to play a phonograph? When he goes to a loca- tion, one of three things must happen: he either plays, he will not play, or he will buy. He must hear the phonog- raph or he must buy it. In either case, his will must be asked to play it. All operators will agree that some of the best loca- tions for phonographs are 'daylight' locations, where the waitresses or someone in the location will be moving customers the music to pay for the phonograph. Many locations do not know how to do this, and are unsophisticated. The next best thing is that when the phonograph itself is on the location, and that it is so a sound merchandising prin- ciple. But you've done this by installing a timer inside the phonograph that will operate when there are no selections made. At a given time the timer will sell one of the four predetermined se- lections and cause the 'Play-Me' re- cord to play. These records are less than 20 seconds and carry a pres- ented with music from a leading record company. To the customers that the phonograph is not being used and invites them to step up and play the records. In all cases where the results were gratifying— "In other words, there are appro- priate records being used. She represents the jukebox itself, talking to the customers, reminding them that they are loaded with good tunes and that she's there to enter- tain them and offer them a little of what is going to create in your locations. This feature was tested in locations where records were changed every 10th week, and in every case the results were gratifying—somewhere, I found that it was over per cent. These records will never be- come boring. In fact, some of the ma- ria have found that the quality of the records on the phonograph! The beauty of this is that you are able to give a discount for quantity pur- chases. The "Music Merchant" does this with the Dollar Bill Acceptor—"for a dime, 3 for a quarter, 4 for a half and 15 for a dollar, which results in a tremendous overcribe for you for records, a market almost unchalan- tian, and its promotional power was tremendous. There were no all-day all- night machines. This was the same era in which Jack Benny could command million-listeners for his radio program, still the era when "The Lone Ranger " and "The Shadow" were daily "hits." There were again ten; big bands broadcast live from the "hot" hotels where they were playing and the million selling record was a phenomenon. In time, television ruined the dramatic radio show and

Rosemary Clooney and a group of operators at a party in the early 1950's. Her song, "Come On, My House" was in testimony of Columbia at the Bryson Bill Hearings.

The last paragraph reads:

"The fact that the phonograph be- cause it will add substantially to the cost of operating coin record machines. A 50 per cent increase in cost must hurt the sale of records for coin machines. The operators on the records and the copyright owner will suffer be- cause less records will be sold, and their income which is related directly to sales will be reduced. Coin-operated machines are some of the most impor- tant means to introduce new popular records. If a new record is well re- ceived in coin machines it rises on the popularity list. If the record is not used in coin machines it has much less chance for popularity. Curtailed sales will hurt everybody connected with the music and record business.

"If such a statement has a vintage sound to it, it must be remembered that jukeboxes were a huge market-

(Continued on page 78)
It Moves:

1. Revolutionary new way to make money! Seeberg's new coin-phonograph includes a revolving display that shows up to 15 Little LP album covers keyed to the selection panel. We call the phonograph the Seeberg Stereo Showcase.

2. More than just an eye-grabber! This display merchandises the music. Shows patrons what the great new hit stereo albums are. Stimulates extra play. (You benefit from overplay, too. The Seeberg Stereo Showcase also offers a dollar-bill accepter as an optional accessory.)

3. Display shifts from album covers to a romantic scenic panel, if you prefer. Sets the atmosphere for fun and entertainment.

It Moves the customers, too.

Makes them put dollar bills in the slot or coins in the chute to enjoy the best in stereo. If you haven't seen the Stereo Showcase yet, you're missing the greatest new entertainer Seeberg has ever produced! Call your Seeberg distributor right away.

Seeberg • Growth through continuous innovation

The Seeberg Sales Corporation, International Headquarters Chicago 60622
This year's MOA Convention & Trade Show will create new legends. All the major manufacturers will be there—all the major record companies—all the major people—friends and clients. How do you sell them? With us.

Through our pages pass the finest coin-operated products in the world. Yours.

And we can help you sell them.

The Cash Box MOA Convention Special issue goes to press Thursday, October 20th.

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HARVEY GELLER  
6290 SUNSET BLVD.  
PHONE: HO-5-2129
Patterson International
Appoints Denny As Exec
Vice President & Director

CINCINNATI—Milne G. Denny has been appointed executive vice president and a director of the Patterson International Corporation, according to a recent announcement by L. T. Patterson, President.

Denny brings a wealth of experience in marketing, sales management and promotion to Patterson International Corporation which acts as the national sales branch and marketing department for various imported leisure time products. Patterson International maintains exclusive marketing, patenting and trademark rights on the products they handle. Coin operated devices are a major part of Patterson's concern, and they are currently involved with Football Match, best described as table soccer, as well as Flip Match and Drag Strip, two other coin operated competitive games. PIC also holds the national sales rights for an automated postcard vending machine and a coin operated machine for the sale of 45 RPM phonograph records.

Chesterfield Filter Moves Into National Distribution Jump

NEW YORK—Chesterfield Filter is moving into national distribution several months ahead of schedule, Milton E. Harrington, president of Liggett & Myers Tobacco Company, announced last week, because of the outstanding response from wholesalers, retailers and consumers in 20 major markets in the Northeast and Midwest where the brand was introduced regionally during the summer.

"The national introduction of Chesterfield Filter," stated Harrington, "follows across-the-board acceptance that has exceeded our most optimistic forecasts. We have a number of good indicators that the market is ready for our new Chesterfield Filter. This is especially encouraging because of the record number of new competitive brands that have been going into test-market, as well as regional and national distribution, in recent months. We have speeded up production and distribution, and will support the brand with heavy national advertising beginning in late September.

"A great deal of research and testing preceded the launching of Chesterfield Filter, and results so far indicate that our marketing strategy is on target," a Detroit distributor pointed out. "The name will get consumers to buy. The taste it delivers will keep them.

"New cigar smokers have reported that Chesterfield Filters are out-selling all other new brands." Many retailers have expressed the belief that Chesterfield Filter is the "Fastest selling new cigarette since Lark," which was the most successful new brand in the past nine years, according to published industry figures.

"These comments," Harrington continued, "illustrate what we set out to do. Obviously, we are aiming at the fast-growing, world-wide filter cigarette market. The filter share of the total domestic market has passed 65 per cent.

"We could have selected another new brand name, but it was more logical to extend the Chesterfield brand line to the filter category, while maintaining non-filter Chesterfield King and Regular, which are still preferred by millions of smokers. We have invested about a billion dollars in the Chesterfield name over the last 54 years. To develop a new brand name with an equal reputation would require tremendous promotional expenditures.

"Another good indicator that we are on the right track is the warm reception Chesterfield Filter is getting in some major export markets.

Cash Box—October 1, 1966
Rain—Looking over the city from our twelfth floor balcony where legend has it, Al Jolson proposed to Ruby Keeler, it looks like rain. Jolson sang about April showers, but there's also September in the forecast. The "Rain Follies" school of songwriting has produced several optimistic ditties, all purporting that everything turns out for the best, no matter what. According to these bardic disaster is the way to love and success. Even if the Brill Building falls on you there's sure to be a lucky penny in the rubble that's worth a million dollars and once it's sold you can use the emergency room at Roosevelt to that little cottage in Acaqupol and trip the light fantastic. Take for instance, the phrase, "Every cloud has a silver lining." For once the lads are right. There are three people who smile on rainy days: rainfall salesmen, location owners and operators. The dash from the downpour where the nearest place of shelter is usually the lady's no sense in getting wet waiting for a cab, so the dashies go inside the water-logging streets few to few. The librettist effects of spirituals department for song, and though the customer might want to give vent to his emotions by singing a chorus of "My Melancholy Baby" he can't do it without a cabaret call. The nearest comedy house is ready, waiting to take him. He can almost see the quarter wave goodbye as it goes in the coin slot. Out comes the money and into the door goes the more quarters than dollar bills. If there's a audio-visual unit in the bar the customers may play it and, after serious consideration, offer their opinions on the variety of the house. If it's in poor condition at least they can claim a new confidence is aroused in the consumer; all his latent brilliance comes out. He informs his pals of his freshly released omnipotence. A waiter, cries one, on yonder pinball game, shuffleboard or bowling. Done, says the customer—and set 'em up again. Pucks fly, bell rings, records spin, movies roll and the cash box fills up a little more brightly—ah, what a lovely day!

**TALES OF TENTH AVENUE**—Even the heavy rains last week couldn't keep the crowds from flocking into Midway Munroe. Showrooms are, look over the wide variety of games and amusement machines on display. . . United East Coast Corp. sales are Lou Druckman taking a considered puff on his cigar and lookingeward to heavy sales on Williams' new "Hot Line" game—and the Williams factory has something else cooking for release in the near future. Abe Lipsky of Gabriel cigarette line is new jumpin' ever since Labor Day; the energetic Abe also happy about export shipments, especially in Central America. Abe's showrooms were graced with the presence of three of less than Sam (Musical Moments) Morrison. His nuptial day grows near. . . . Al Simon going great guns with Midway's "Walking Ghosts" and other middle-target games, and looks as though they'll never stop selling; meanwhile the Rock-Ola line of phonos continues to sell at a phenomenal rate—go get 'em, Al. . . . What's so fair as a blonde? We raise the curtain where Sandy Rasnick is a show-striker. . . . With a switchboard as she is fair of face and form. . . . Louis Wolburg, one of the best of the new breed and "Captain getting set for the Rock-Ola Music Merchant" showing at Runyon's Springfield, New Jersey office; meanwhile Runyon New York has redecorated its showrooms in anticipation of their annual convention—must admit that the mannequin is a C. S. A. rifle gallery. . . . Meanwhile the Wurlitzer 3000 continues to sell like hotcakes; we know the gang at North Tonawanda is mighty happy over Harold Kauffmann. . . . B. J. Krey of Arizona is now a confident representa- tor response to Seeburg's "Stereo Showcase" console phonos is anything beyond his wildest dreams. Seeburg, on the other hand, says: "Operators come in and they don't; they like to relax and listen to the music—what sound that machine's got!" COME ONE COME ALL—Ben Chiodsky, secretary of the Music Operators of New York, says his new office in the Seeburg Building at 7th and 9th, call him immediately. "We've got over 600 people coming in now and there's not much room left; so get in touch with me at the MOY office if you want to be a member. . . . Saw New Orleans operator distributor Beville Jerri at the Americana last week, just after they took off for three days in Nashville. . . . The Midway boys in Japan are selling like crazy. . . . Midway and Rock-Ola, says Seeburg, and other distrib- ute, Bob, who has brought in fifty new members for MOA as chairman of District Five, the highest area turn so far, was warmly greeted by enjoying business and managing director Fred Granger—congratulations well deserved, we say. . . . Rock-Ola's new canteen is a success; when a man goes through; like other prominent operators, he's looking forward to this year's MOA convention, which promises to be the one to remember.
A pair of gala events in this wide area marked the territorial introduction of Rowe-AMI's new "Music Merchant" coin-operated phonograph for the first time in the Chicago area. The visual attraction added, and with the needed ballyhoo, was just what the doctor ordered this past week. Sunday, September 18, Eddie Ginsburg and his Atlas Music Co. staff hosted a lavish showing practically all day in the post Crystal Ballroom of the Sheraton-Blackstone Hotel. Then on Wednesday and Thursday, September 21-22, Joel Kleinman and Sam Cooper held Open House at Pioneer Sales in Milwaukee, Wisconsin to introduce the new Rowe-AMI product to Wisconsin coin machine operators. Also representing Atlas Music in the Windy City premiere were Sam Gersh, Bob Fabian, Joe Kline, Stan Levin, Mike Katz, Mort Jacobs, Sam Kober, Joe Klykun and other Atlas personalities. On hand for Rowe Mfg. Corp. were Prexy Jack Harper, national sales manager; Alvin Hechtman, Paul Hirsch and his Rosemary Boy, John S. Moyer and other National executives. The event was showcased by the "Vady" Vadoncœur, (John and "Vady" motored in from the Grand Rapids, Michigan factory,) Mrs. Eddie (Adoir) Ginsburg, Mrs. Mike (Erie) Breither, Miss Jean (Buehler) Kroll and Mrs. Sam Gersh were the delightful hostesses at the event. Other distributors (Rowe Mfg., Corp.) who were in Chicago for the Atlas Music showing were Hy Sakowicz and Alvin Kleinman and Sam Cooper, of Pioneer Sales in Milwaukee, and Pete Engelking, of Advance Distributing Company in St. Louis. Late that afternoon Pete headed up New York for a Monday morning visit in the Whopper Mfg. Corp. plant.

When we visited later in the week in the Merchandise Mart offices of Canteen President Patrick L. O'Malley and Rowe AC Prexy Jack Harper were plotting the new Rowes' overwhelming acceptance across the nation and overseas. O’Malley planned to jet out to New York during the weekend to be on hand for Runyon Distributors Sunday, Harper headed up to Milwaukee to keep an eagle eye on production of "Music Merchant" phonos. The fine acceptance of the new Chicago Coin "Flair" big (BIG) ballyhoo man was simply billed at Chicago Dynamic Industries by Sam Wolfberg, Sam Ginsburg, Arvon Ginsburg, Harry Glick and Mort Secore. Huge orders in giant trailer trucks were on the docks ready to rush out to ChiCo distributors and dealers for the "pop" that soon at Chicago Coin.

The new manufacturing facility of Midway Mfg. Co., in Schiller Park, Illinois is a breathtakingly beautiful edifice. During a visit with Mark Wolverton, Hank Ross, Art Rapanz, Bob Jones and "Cyclone" Imre Ornich and we took a look around on a "Cook's Tour" of the new factory building. Awaiting visitors are ample parking facilities. Alvin Gottlieb info's that Gottlieb's "Cross Town" single coin operator amusements are now well along home markets. Louis J. Nicastro, dynamic, busy, genial president of The Seeburg Corporation take from the hectic schedule to chat with us ('tis day, he will meet with the initial reaction in all markets with Seeburg's "Showcase" coin-operated phonograph. While there we visited with Bill Adair, George Berlin, Bob Breither, Frank Lupino and John Chaplin. At the end of the new theater-showroom in the new building was awe-inspiring to put it mildly (eh, Frank?)

The way the upcoming MOA Convention and Trade Show is shaping up there is every indication of Fred Graninger's confidence this three-day meet will be a huge success in attendance, etc. Any MOA member who wishes a picture of something of the exciting and news-repleat news released to his hometown newspapers during the convention he need only check at the MOA booth where Joe Gino, the official convention photog will be on hand with his trusty Graflex. This add says essentially that the show is actually the brainchild of MOA Vice Pres. Herbie Winstead of Emopria Music Service, in Emporia, Kansas, who last year strongly urged members to give the new public relations help to operators "stand tall" in their role in the competitive and as such, this new PR service was recently dubbed "Operation Stand Tall." Any member of the show details will be forthcoming.

The two-day Rowe-AMI showing at Pioneer Sales in Milwaukee was hosted by Bob Jones (and Peggy) Kleinman, Sam (and Adie) Cooper, Bob Maneljan, Dan Karolik, Ralph Langen, Jerry Groll, Dick Saubig, Vic Kobyalar, Mark Case, Jim Karcher, and Don Neville, Production is at a peak level at Williams Electronic Mfg. Corp, where the new "Hot Line" single player flipper amusement game is king of the amusement-line hill. This new Williams beauty is adjudged worthy of three or five ball play. A terrific suggestion by sales chief Buddy Lurie concerns the trumpeting for an eventual 16" coin to help upgrade play. This is the concern of the best in vending machines.

During the gala showing of the new Rowe-AMI "Music merchants" phone last Sunday, Sept. 18, in the Sheraton-Blackstone Hotel Atlas Music Prexy Eddie Ginsburg was interviewed on tape by famed Windy City radio personality, "Dr. K". The show was aired on WGN's 11:30 p.m. segment, Tuesday evening, September 19, via WGN Radio . . . When Nate Feinstein, and Harold Schwartz, et al hosted a showing of the Seeburg "Stereo Showcase" phone in the Sands Motel in Peoria Seeburg field engineer Mike Shohat conducted the session and thoroughly explained the wide array of innovations. Other leading wide staffers on hand were Art Wood and Johnny Neville, . . . Bob Rondale, district manager of Empire Distributors, located in Menominee, Mich., advised that Bill Findlay, Rowe Mfg. Corp., and Bob Jones, of Midway Manufacturing Co., planned to be in Menominee, October 4 and 5, for service school classes on their coin-operated equipment.

The monumental task of re-planning and remodeling the production, assembly and other facilities at Rock-Ola Mfg. Corp, was clearly revealed to the Press during a visit there last week. Conducting the visit for the Press was George Hincker and Les Rieck. Executive Vice Prexy Ed Doris and his Lauretta embarked from New York last week for a colorful tour of the Levant (Greece to you and us) and Israel. Rieck heads out to meet Mr. & Mrs. Doris. They will join a group of Rock-Ola distributors. Europeans will keep Kilt easily packed for this sojourn . . . Bill D’Onofrio, Herb Jones and Paul Calamari, of Bally Mfg. Co., can hardly wait for the arrival late in October of the huge AT&T group from England that will tour the Bally factories in Windy City. Anderson was up to the MOA Convention to plant the seed.

A. A. Steiger, board chairman of Tel-A-Sign and the Scopitone Division, revealed exciting plans for the Scopitone exhibit on the exhibition floor during the upcoming MOA Trade Show. He feels very confident that distributors and operators will certainly like what they see and hear. . . . Operators who attended the World Wide showing of Seeburg’s "Stereo Showcase" phone in Peoria, September 13, included: Earl Donahue, Les Monitoth, Bill Bush, Bill Anderson, Boxy Carr, Gayle Dickey, A. Nelson, Ken Voeck, Al Lang, Red Lucas, Floyd Altman, Lindy Fischer, Mr. & Mrs. Peter Westermeyer, Jess Buchler, Mr. & Mrs. Don Knott, George Pieters and Otto Loenness.

Cash Box—October 1, 1966

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Dependable Coin-Operated Phonographs
Reconditioned to Look & Operate Like NEW!

Seeburg HF-100R $225
Seeburg 207 $350
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Seeburg DS160 $625
Seeburg LPC-1 $850

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You don't need a secret agent to tell you it's a brand new and the only 2-in-1 film-disc unit that combines movies and jukebox in a single machine.

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FROM THE INDUSTRY'S LEADING CRAFTSMEN
**Cash Box**

**VENDING NEWS**

The Vending Machine Industry's Only Weekly

**Portable Coin Counter Prints Register Receipts; Available in Two Models**

A **NAMA Victory**

New Jersey Ops Win Dime Tax Exemption

**CHICAGO—New vending operators recently received a temporary ruling from the State Taxation Department which exempts ten-cent vending machines from the State sales tax, according to John V. Costello, counsel for NAMA's Automatic Merchandising Council.**

Costello stated that "the sales tax exemption will apply to sales of ten cents or less only if the vending machine reports that more than half of its all working parts geared for complete accuracy and made of hardened steel. The lever operates long enough to allow the operator to be used anywhere without any necessity of employing electrical outlets. A lever of the lever prints the opening register reading or cancels the last entry. Upon actuating the writing of the amount of coins fed into the hopper, an engraved denticulated marking at the top of the register is a mere reverting action to engage clutch mechanism and prints closing reading of totalized dollars and cents amount on the receipt in triplicate. In this way, a check of sales and revenue can be made at the location in full view of the customer and a receipt given to him for his records. Other copies of receipt are retained by the vending company to simplify bookkeeping and avoid possible discrepancies between route men and coin room. In addition to reducing the possibility of bookkeeping control, use of Audit-On-Location can quickly determine vending machine, assure prompt return of malfunctioning unit. Automatic Mechanical Compensation of any unit also eliminates a supervisor to check any location or from machine to machine.**

**Totally mechanical in design, with an easy week in New York of Morris received and by the cigarette machine, the estimate, said.**

The tobacco company's chief executive said that Philip Morris' immediate objective for this year is to increase its share of the market, which currently totals 10.9 percent. According to the second quarter estimate, "it looks entirely possible," he said. **Auction of the Buena Aires coins and stamp collection by the estate of Willy.**

**South America—The most recent action of the tobacco company's chief executive is the acquisition of the estate of Willy Morris by the estate of Willy Morris.**

**This action is the result of a long relationship between the two tobacco firms.**

**For the first six months of 1966, Philip Morris reported earnings and record levels, with consolidated operating revenues at $385,842,000, a 4 percent rise over 1965. Net profit for the six months was up 11 percent to $59,365,000. This compares with $53,305,000 for the first half of 1965, while sales increased 8 percent over the first half of last year.**

**Phil Morris cigarettes are our top brand and are sold in over 80 percent of all tobacco counter sales.**

**The five leading cigarette brands are Philip Morris, Kool, King, Camel and Salem, and they make up about 50 percent of the market.**

**We are now marketing our new cigarette, "The Morocco," which is a special blend of tobacco from Morocco.**

**Our most recent campaign is "The Morocco," which is a special blend of tobacco from Morocco.**

**We believe that this will be a success for the Philip Morris brand, and we are looking forward to the future.**

**We would like to take this opportunity to thank our customers and employees for their support and loyalty.**

**We hope that everyone will enjoy our new cigarette.**

**We are also excited about the future of Philip Morris.**

**We look forward to the continued success of Philip Morris.**

**Thank you for your support and loyalty.**

**Best regards,**

**[Signature]**

**Philip Morris**

**President**

**Philip Morris Inc.**

**New York, N.Y.**
**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. Center Target Scores Special When Red and Yellow Lights are Paired in Special Section.  
5. Target scores mystery special when other red and yellow lights are paired.  
6. 3 or 5 Ball Play, Match Feature  

That Extra Touch of Quality and ORIGINALITY

**Missouri Supreme Court Clears Vendo On Trade Secrets Case: Finis**

KANSAS CITY—By a unanimous decision of the Missouri Supreme Court, the Vendo Company was absolved of all liability in a suit originally brought in 1963 by National Rejectors concerning alleged complicity to steal trade secrets.

The high court's decision reversed a judgment of the St. Louis Circuit Court in 1965 which favored National Rejectors, a subsidiary of UMC Industries, Inc., formerly Universal Match Corp.

The suit was filed against three former employees of UMC, a company they formed (Coin Acceptors, Inc.), and Vendo.

“We are deeply gratified by the decision of the Missouri Supreme Court,” said E. F. Peirson, Vendo chairman. “The reversal of the judgment of the trial court is welcome not only because of the substantial sums of money involved, but more particularly because it represents a vindication of our integrity and ethical business dealings.

“It is a full judicial repudiation of the unwarranted accusations made by National Rejectors. The court's decision also states clearly that National Rejectors had no trade secrets in connection with the devices in question. We are very glad to be relieved of the concern and financial burden which this litigation has caused. Now that management can devote full effort to constructive corporate activities, we expect our progress to continue.”

The former UMC employees are Rollin C. Trieman, formerly sales manager for National Rejectors; Fred J. Melvin, a design engineer, and Alphonso P. Piers, a former branch sales manager. They were charged with conspiring to steal trade secrets used in the production coin-handling devices for vending machines while working for National Rejectors in 1957-60 and appropriating those secrets for their own use. The suit led to one of the longest trials in Missouri legal history—more than 11 months with 18,000 pages of testimony taken and 9,000 exhibits introduced.

The trial court had assessed an unspecified amount of damages against Vendo and enjoined the defendants from further manufacture of devices with designs based on the allegedly stolen secrets. As a condition of its appeal to the high court, Vendo posted a $1,250,000 surety bond.

Industry sources said National Rejectors had indicated damages in excess of $60 million might have been granted if the high court had ruled in its favor.

**Micro-Magnetic Ups Tiffany to Market Head for Changers**

PALO ALTO, CALIF.—Forrest F. Tiffany has been named manager of marketing of Micro-Magnetic Industries. He will be responsible for national sales, distribution and service for Micro-Magnetic's bill and coin changers and currency controls sold to the vending, coin-operated laundry, car wash and O.E.M. markets. (The Palo Alto firm is one of the largest producers of current recognition devices in the U.S.)

Prior to joining Micro-Magnetic Industries, Tiffany was associated with Olin-Mathison Chemical Corporation. He served as director of marketing for the Printed Foil Packaging Operations, headquartered in South San Francisco, Calif., and director of sales development for the Metal Division in New York City.

Another Micro-Magnetic appointment announced was that of James E. Sedam as western area manager. He will be responsible for sales of Micro-Magnetic's currency and coin changers and controls to the laundry, car-wash, and O.E.M. markets in the 11 Western States.

Cash Box—October 1, 1966
House Goes For Bill
NEW YORK—An item appearing in the New York Times for Thursday, September 23, says that the House Judiciary Subcommittee has approved a bill to overhaul the copyright laws of 1909.

The bill would provide for copyright protection of "life and fifty years," plus requiring jukebox operators to pay royalties. It is not expected that the Senate will act on the bill before the November elections. Details of the bill will not be available until next week.

In Congress: Jukebox Royalty Hearings Tale
(Continued from page 64)

A Brooklyn operator named O. Ellis Everett, who was also an attorney, said that ASCAP ought to pay the operators two cents a record for helping to popularize their songs.

Both the hearings and the CMW opened on February 4th. Present in Washington were Hammond Chaffetz, attorney for the manufacturers, Levine, Wurflitztr president R. C. Rolphing, David C. Roekola and Seeburg's C. T. McKelev, plus several operators.

Kefauver opened the hearings by charging the juke box industry with being racket controlled. Chaffetz replied that hearings and accusations were damaging slanderous attacks on their communities. Chaffetz and Levine then produced a Price Waterhouse survey that showed the average income of the average operator to be roughly $3000. Bryson said that he and the Subcommittee were "amazed" at such figures, having been under the impression that operators were rather well-heeled.

A Brooklyn operator named Samuel Penner testified that in 1950 his sworn income from a route of sixty machines was $3,708. If the Bryson bill was passed, he said, he would be required to pay $1,801.23 in royalties, go out and hire a bookkeeper for $2000 and pay mailing costs of $36.00 a week (total of $4,478.28). Therefore, said Levine, what would the Bryson bill do to you? Penner said it would put him out of business.

As to the "gangster element" Levine said: "I have represented the New York Automatic Music Opera-
tors association since its inception, some fifteen years ago. It boasts the largest membership of any similar organization in the nation with an enrollment of 170 members. During this entire fifteen year period, there has not been one arrest, let alone a conviction, of any member of this association arising out of the operation and conduct of his juke box business. I challenge any other trade association, organization or industry across the length and breadth of this land to present a better, cleaner record."

A surprise witness for the industry appeared in the form of a statement sent to the committee by Mitch Miller, then A&R head of Columbia Records. He attacked the bill as a potential danger to artists' popularity and composers' royalties, using Tony Bennett as an example. "There is a striking illustration of the power of the coin machine in selling... records and putting over a song in the advocacy of "Because of You," The Columbia recording of this song, arranged by Columbia for Tony Bennett, one of its artists who until then was relatively unknown and unheralded, was one of the foremost hits of 1951, and to the best of our knowledge at Columbia, this song reached the top entirely through the promotion it got from the coin machines." Bennett to this day is very friendly to operators and has often entertained at industry functions.

After the testimony had been heard there was an announcement, familiar by this time to both sides, that the hearings would be resumed on some future date. All parties concerned would be notified, etc., etc.

On March 6, an executive session of the Judiciary subcommittee decided to take no action on the Bryson bill. Finis. MDA had entered the contest as a separate organization for the first time, in alliance with the manufacturers, and emerged victorious. There were hurrubs and celebrations, but they were conducted in the manner of the two men who, the story goes, sat on top of a mountain waiting for the atomic bomb to drop. The appointed minute passed. Nothing happened. "Ah, well," said one, turning to the other, "Same time next year?"

("This is the second of a series of articles. The third will appear next week.

Tony Bennett, who figured in the testimony of Mitch Miller, A&R man for Columbia, said at the Bryson hearings in February, 1952. Miller submitted a statement saying Bennett's career had been "badly damaged" by the Bryson bill. A Mrs. of PROVEN PROFIT MAKERS CHICAGO COIN MACHINE DIV. CHICAGO DYNAMIC INDUSTRIES, INC. 1757 W. DIVERSITY BLVD., CHICAGO, ILLINOIS 60614

Cash Box—October 1, 1966
WANT

WANTED TO BUY—ROUTE LARGE OR SMALL, from single route up to 25,000. Pay commission on all sales up to one year or cust. agree amount. Address at once. Minimum ad accepted $5.00. CASH OR CHECK MUST ACCOMPANY ALL OFFERS. FOR ADVERTISING RATES, send list to address at once. Your classified ad will be held for following issue pending receipt of your check or cash.

NOTICE—372 Classified Advertisers. (Outside USA add $35 to your present subscription rate per year for each additional route you wish to advertise.) Rate: $1.00 for each 15 words at each issue for a period of 4 weeks. $2.00 for each 15 words at each issue for a period of 8 weeks. All words over 50 will be billed at the rate of 100c, per word. advertisement discounts will be made on orders accompanied by purchase order. Issues are published on Wednesday, 12 Noon, of preceding week to appear in the following week.

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

WANT

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Record Ad Close WEDNESDAY
Send all copy to: CASH BOX, 1780 Broadway, New York 19, N.Y.
CHANGE-A-SCENE

A "first"!...a phonograph you update right on location!

Change-A-Scene is a Rowe AMI "first"...the exclusive feature that gives you a choice of interchangeable front panels. Breaks the monotony...helps the phonograph stay appealing to the location longer. Just change the scene...and it's almost a new phonograph! They're easy to change...you can do it in minutes, right at the location. These play-inviting scenes are in exciting, super dimenso-vision color. Natural light, rather than black light, maintains the location's atmosphere. Bright, back-lit colors pop out from these panels...setting the scene for the big play! Gives the Music Merchant an eye-catching, money-drawing appeal that location owners simply can't resist.

Change-A-Scene panels shown (top to bottom):
- CITY LIGHTS
- RHYTHM IN BLUE
- ABSTRACTIONS
- CAROUSEL
“PLAY-ME” RECORD

On location tests, these sales-promoting records have increased play by over 40%! Customers love 'em...can't resist 'em!

NOW...a phonograph that “talks” to your customers...invites ‘em up to play. It’s another “first” from Rowe AMI. The “Play-Me” talking records are original Rowe AMI recordings...Rowe “personalities” talking directly to the location’s customers. It’s professional, first-class entertainment...featuring light, humorous invitations to “come up and play some music.”

With the Music Merchant’s special timer, you can easily pre-set these records to play in sequence after a dead-time interval of anywhere from one minute to thirty minutes. You get two “Play-Me” records with each phonograph...many others are available from your Rowe AMI distributor.

PLUS...you can have the country’s top recording stars promoting more play at your locations...exclusively on the “Play-Me” Records. Featuring the latest hits by the most popular jukebox artists in every field...Rhythm & Blues...Country & Western...Top Pop...Standards. These sure-fire sales stimulators are an easy-to-see bright red color...to help your routeman pick ‘em out. Don’t wait, take a listen now at your Rowe AMI distributor. You’ll flip...and so will your profits...up and up!

GUARANTEED...to get additional play.
DOLLAR BILL ACCEPTOR*

A Rowe AMI “first”!... the super merchandising feature that really sells music in quantity.

This is the most sensational location “first” in the industry!
It’s the money-makin’est, money-takin’est feature ever... customers are wild about it! Completely test-proven, absolutely reliable mechanism... just lifts out for easy service. Remember... Rowe pioneered and perfected the original Dollar Bill Changer. We’ve had almost 10 years of experience with this type of mechanism... longer than any other manufacturer!

*Patent Pending

Extremely quiet and attractive, rejects all paper currency except dollar bills.
Gives you these big benefits:

- Creates a tremendous *double-overplay*!
- Does *not* make change—Customer *must* play dollar's worth of music.
- Moves *more* money through phonograph *faster* than ever before.
- A *must* for every location... most talked-about feature in the industry!
- It'll make your profits skyrocket!

**Allocution service**—mechanism pulls out on ing rack for simple, easy service. No lubrication or cleaning needed in normal use.
Fast service helps
make Route Man a
“Music Merchant”

Rowe AMI Music Merchant’s ultra-convenient, almost
effortless service means less service time... gives the
route man more time for on-location promotion.
It’s wide open for service! No tie bar across front... 
front door opens by simply releasing two levers on each
side. All servicing from the front. Remove one plug and
complete front swings off in seconds. Price changing,
record scanning, cancel button and credit button con-
veniently located on one central panel. Price card
changes simplified... convenient kit for easy-to-insert
personalization letters.

Rowe AMI

MAKES
THE SCENE

Patented “flip-out” plastic racks allow simple, one-hand title
panel service... entire panel swings free for easy service.

All-New... for easier service, a rear access panel that just
flips open, allowing easy remote-equipment connection and
accessory plug-in.
HERE'S THE LEADER
You get style to spare with the new Rowe AMI Music Merchant — it's a hi-fashion, low-console beauty! Sleek, elegant lines and brilliant styling command attention. Its attractive wood grain and chrome finish appeal to the most discriminating locations. New, convenient location of selection buttons makes playing irresistibly easy.

THE LEADER IN LOOKS
Phonograph width has been increased, height decreased... giving it a sleek, contemporary look. Heavy-duty Mid-High Range Speakers are housed at listening level in upper door area. Cabinet exterior is extremely durable... designed to take tough abuse, easy to clean. Chrome-plated castings have been processed with duplex nickel to prevent corrosion. Stainless steel, scuff-resistant vinyl and catalytic hardening paints cover all surfaces.

THE LEADER IN SOUND
Where the big play is... on Rowe AMI superb self-contained patented Stereo Round.* High-power, top-efficiency speaker system is newly improved. Clear, undistorted sound in all ranges... increased power in the speaker system makes it sound like the music is right in the room! You get the most powerful, solid-state amplifier in the industry—all-silicon transistors give 100-watts music output. Plug in pre-amp and lift-up handles for easy service. For unbeatable stereo coverage, speakers have 30° angle mounting on top of phonograph. And... the Music Merchant is equipped with a special Rowe AMI Audio-Visual Adaptor, exclusive in the industry.

THE LEADER IN VERSATILITY
Rowe AMI gives you profit-making 3-in-1 programming. You can change from 200 to 160 or 100 selections, or right back again — whatever that particular location needs. Reduces your record inventories... increases your profit.

NET WEIGHT—335 pounds. Weight with Bill Acceptor—350 pounds.

*U.S. Patent No. 3153120
Make the Profit Scene with these

Music Merchant

extras

...from Rowe AMI

Model SGF Discotheque Speakers
High efficiency, high-power speakers distribute sound over large areas. Designed for best result at very high volume levels necessary for discotheque locations. 50-watt, 3-channel system can accommodate auxiliary amplifiers. 19 inches deep, 25½ inches wide, 45-11/16 inches high.

Model EX-401 Dischromatic Speakers
These powerful, smooth-performing all-new speakers are designed for wall mounting, ceiling or table installations. Featuring compact, high-efficiency, two-channel system with extended low frequency and high frequency response. Can be used directly with Music Merchant amplifier without any additional amplification. 19½ in. high, 9 in. deep, 24 in. wide.

Model CGA Stepper and Model 401-02637 Power Unit
Optional for Rowe AMI Wall-Ette remote wall box hook-up. Easy to install—plug-in relays. Absolutely reliable... proven in thousands of locations. Other models for specific application.

Model MAB Money Meter
This is the finest money meter on the market... indispensable for route collection verification. Optional plug-in unit that totals nickels, dimes, quarters and half-dollars from phonograph and wall boxes. Easily read from front of phonograph.

New Rowe AMI Wall-Ette
This is the smallest, most compact wallbox on the market! Eye-level record selection... easier to turn and read title pages. Special feature: a winking waitress call-to-service light. And... it's the first remote selection system to deliver real 100% two-ear, you-are-there Stereo.
Its easier installation and faster service will help make your route man a swingin', sellin' "Music Merchant". High-speed service-on-the-spot means more selling time for him! Saves a minimum of five minutes service time per box. On a 12-box location you'll save an hour's labor! 19½ in. high, 16½ in. wide, 6½ in. deep.

Rowe MANUFACTURING
75 Troy Hills Road, Whippany, New Jersey 07981
MANUFACTURERS NEW EQUIPMENT CURRENTLY IN PRODUCTION

Prices shown are list prices f.a.s. factory. Manufacturers have not authorized prices where no price is shown.

ALL-TECH INDUSTRIES
New York (437x486)

Gold Coast 7, 107-29
Gold Coast 2, 107-29
Gold Coast 3, 107-29

AMERICAN SHUFFLEBOARD CORPORATION
Electrical Equipment

Electronic "Pac Attack" 18-in., cap. 450
Electronic "Pac Attack" 18-in., cap. 460

COIN-O-MATIC EQUIPMENT

100 Selections, 45-61mm stereo-monaural inter- column.

PATTSON & VENTILATOR CORP.

Football Match
Drop Strip
Elbow Flash Card Vendor

PROTOCISON ENGINEERING, INC.

V-Shape Slides

ROCK-OLA MFG. CO.

Compact 1000

QIN MANUFACTURING CORP.

Model 8001
door

COLOR-SONICS, INC.

Dukane Corp.

FISHER MFG. CO., INC.

Empress 121 (10/66)

J. F. FRANTZ MFG. CO.

Little Bar 211

RUT G. MCGEE CO.

Paul W. Hawkins MFG.

Hanway 860

FEDERAL MACHINE CO.

Barboard Vendor

GOLDEN PRODUCTS

D. GOTTLEIB CO.

William M. Co.

COIN-OP MACHINES

Alexander 100 (10/66)

Plaza Cocktail (9/66)

Plaza Cocktail (9/66)

INTERNATIONAL Mutoscope

Plasti-Matic

Back Bar

IVING KAYE CO., INC.

Deluxe Continental (41x98)

Ambassador 27 (11x14)

Ambassador 29 (11x14)

Deluxe Deluxe 66 "6" & 6 Pkt. Series

Mark 2 (9/66)

Mark 3 (9/66)

Mark 5 (9/66)

Twins 26 (9/66)

Deluxe_Rich Pool

Deluxe Rich Pool

Jumbo 7845

Ring-O Round

Harvel MFG. CO.

Deluxe Electric Stand-Up

Coca-Cola

COIN-OP EQUIPMENT

Captain Kidd Table (3/64)

Little League Baseball

Mystery Seat (3/64) (Novelty Game)

Monster Stud (9/64)

SHUFFLEBOARD & BILLIARD CO.

COIN-OP MACHINES

Courtside 32 (6/64)

Coronet C 6296

Coronet "Little Mark" 77 (4/66)

Imperial Cushion Model 17 (11x14)

AUTOMATIC PRODUCTS CO.

Smoke-Shooter "Cigarette" 48; 18-in., cap. 450
Smoke-Shooter "Cigarette" 56; 18-in., cap. 460
Smoke-Shooter "Cigarette" 66; 27-cap. cap. 650

Color; Candy, 8 Buttons, 2,000 Capacity—Gun

AUTO-PHOTO CO.

Model 12 Image

BALLY MFG. CO.

Casino Queen 11 (9/66)

Star Queen (10/66)

Wild Wheels 2 (5/66)

Fun Crates 1 (7/66)

Blue Ribbon (4/66) 1/6

CHERRY MACHINE

Kicker 10 (6/66)

Pac-Man 2 (6/66)

Pac-Man 2 (6/66)

TV Racing (9/66)

Corvette Racer (6/66)

COLOR-SONICS, INC.

Dukane Corp.

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Deluxe_Rich Pool

Deluxe Rich Pool

Jumbo 7845

Ring-O Round

Harvel MFG. CO.

Deluxe Electric Stand-Up

Coca-Cola
A fashionable innovation in compact phonograph styling!

Hard-to-fit locations can’t resist the compact beauty and fashionable design of Rock-Ola’s new GP/160. Anodized aluminum trim frames a rakish new styling that creates the new look in compact phonographs.


MODEL 500 PHONETTE WALLBOX. Individual listening pleasure from 160 selections. Personal volume controls. Programs of 33⅓ and/or 45 RPM records. Stereo or monaural, 50c coin chute optional. Model 501—100 selections.

FAMOUS ROCK-OLA REVOLVING RECORD MAGAZINE. Often imitated, the famous Rock-Ola Revolving Record Magazine and exclusive mechanical selector have been proved through years of trouble-free service around the world.

EASY-TO-READ SELECTOR AND FULL DIMENSIONAL SOUND PANELS. Beautiful profile enhances styling. Stand-up viewing of 160 selections. Dimensional sound panel provides room-filling sound for every location.