Senator Dirksen: Artist With A Bullet • • • Wolpin Exits Famous Jan. 1 • • Bell To Handle New Greene-Stone Labels • $1 Mil Writer Deal Signed By Jagger & Richard • • Mathews Runs Date • CBS France Records Go Behind Iron Curtain

FRONT COVER: AND ALONG CAME THE ASSOCIATION
All the dimensions of a #1 smash!

‘Good Thing’
Paul Revere and The Raiders
THE single of ’66
from this brand new album—

Where the good things are. On COLUMBIA RECORDS
Disk Industry—1966

The past few issues of Cash Box have told the major story of 1966. While there were other developments of considerable importance when the long-range view is taken into account, the record business is still a business and its well-being boils down to sales and profits. Year and financial wrap-ups being submitted by various companies are rosy indeed; many labels have continued to show gains over highly gratifying showings in past years; significant, too, is the fact that some companies pulled out of the drums to sound 1966 on a happy financial note, "the best year in history," as the headlines and lead sentences pronounce.

All through the year, the trade has received a number of indications of this better-than-ever climax, from strong quarterly and half-year results to RIAA-certified gold record awards being made with happy abandon to a remarkable spread of companies. That $1 billion industry predicted for the early 1970's is receiving a big boost from 1966.

Perhaps a clue to this glowing sales-profit story of 1966 can be found in the remarkable turnabout that saw American artists and songs slow down considerably the onslaught of sounds made in-England, thus limiting costly and not-always-profitable deals between U.S. and English companies. Not only did these acts dominate American chart listings, but foreign sales honor-rolls as well. Latter-wise, American companies were in a position to make a good deal or two!

Speaking of deals, 1966 was marked by a continuing merger of various industry factors, not merely on a horizontal level (label purchases of labels), but vertical as well (ABC's purchase of a wholesaler, New Deal). Replaying, it seems, with a philosophy of turnabout—ism-fair-play, a number of wholesalers began the distribution of their own record labels.

A newer development, a logical outgrowth of the hit output of indie producers, saw the establishment of record companies by indie production firms, with merchandising and, in many cases, administrative functions being performed by larger disk operations.

As 1966 came to a close, there remained an area of uncertainty. This is the field of tape cartridges, designed at first to enhance the time spent in autos and, more importantly, viewed later as a new addition to home libraries. With all labels of consequence making the meat of their catalogs available to the cartridge market, some companies were gratified with their share of this small market (less than 1% of total sales); others were still awaiting a hoped-for boom.

As far as disk sales were concerned, 1966 was a boom year, and by year's end labels in one way or another were preparing for a showing in 1967 that would earn a better-than-ever success story.
Inspirational—Overwhelming

The Bachelors
Walk With Faith
In Your Heart

LONDON RECORDS
A Double Shot of Rhythm & Blues

TONY MASON

"[We're Gonna] Bring the Country to the City"
c/w "Lovely Weekend" #8938

THE METROS

"Sweetest One"
c/w "Time Changes Things" #8994

Two exciting singles, with the kind of sounds that blend right into the top twenty bag, make them a cinch to stir up big sales action.

RCA VICTOR
The most trusted name in sound
Valiant’s May-Nov. Gross: $1.2 Mil

HOLLYWOOD—No small portion of the burgeoning bundle of highly successful and relatively new labels on the coast is Valiant Records, a firm which has, in the past six months, surged to a gross volume of over $1,500,000 with sales of well over 2 million singles and 100,000 L.P.’s. Label, which broke away from its association with Four Star Television last February, now has a new “Association” which is responsible for a grand total of the year. But Valiant’s music publishing arm has also continued to flourish, adding a number of illustrous copyrights already in the firm’s catalog.

General manager Budd Dolinger recalls that the Association’s first single (“One Too Many Mornings”) was released on February 1 and sold over 600,000 copies of a national scale. The second single, “Satisfaction” by the Rolling Stones, major hits, has sold directly from the record shops for the Dylan composition, Record climbed on L.A. charts and within the 1,000 Xmas shuffle

Valiant’s “Skid Marks” came on March 10, 1964. Dolinger memorializes a date which he commemorates with satisfaction because it was Valiant’s first hit record and it was sold over 600,000 establishing the label as a force in the industry. The label’s “call” for “Skid Marks” was a “follow-up” for “Cherish” which sold over a million and was the group’s first hit. The Valiant album is projected by Dolinger as a million dollar “gold” LP by the first of the year. “Cherish” has already received an award from the R.I.A.A. for the second highest gross reported to the association.

Shelby Flint, one of the label’s founding artists, is also enjoying another hit single. “With You in My Wildest Dreams” is a follow-up to his first hit national chart with “Angel On My Shoulder” one of Sherman-De-Vorzon’s Music copyrights with “Cast Your Fate To The Wind” (a recent chart single) and a newly released LP.

VP and A&R chief Barry Deavor CZ makes the points to a streamlined stable of artists—Flint, the Association, and Dick and Don Felder as examples of the label’s selectivity in both product and performers. The time and money that most people spend in developing four artists and records which have got public attention, it seems to us, would be better spent on one artist and record which has got potential. This kind of artist and record does come along but, fortunately, we’re new in the industry and we can be more patient.

Also, this selectivity provides greater fluidity in our release schedule. If one master should come along, either from an indie producer or an established firm, it would be valuable to radio stations and stores within a week.

Valiant’s president, Bill Sherman, who also heads up the Sherman-De-Vorzon-Richard BMI publishing organization, points to the upsurge of activity for the label during this last year and the number of commanding artists (Continued on page 51)

Jagger-Richard Ink $1 Mil ‘Writer Deal’

NEW YORK—Mick Jagger and Keith Richard of the Rolling Stones have signed a writer’s contract with R. D. Jagger, which is responsible for the bulk of the Rolling Stones major hits, have signed a new agreement with P. W. Watts Ltd., to antate them $1,000,000 over the next three years. The deal was negotiated by Allen Klein, according to an announcement from Andrew Wolf Oldham, the label’s manager.

The guarantee against royalties for the next three years will be met through the firm Gideon Music, an affiliate of BMI. The Stones retain the copyright on all records, which they own with Oldham.

Under the new deal, it was emphasized, The Rolling Stones will have retained control of the copyrights, with the monies coming to them in the form of advances. This procedure is in direct contrast to at least one other major label, in which the writers involved retained all the rights and no guarantee was paid. The R. D. Jagger firm has actually surrendered their rights to the songs.

Jagger and Richard have been successful with material not only for the Stones but for numerous other artists as well. They are the composers of the Top Rock (Go Your Own Way) which was a hit for Marianne Faithfull, as well as “Satisfaction” by Otis Redding and four songs on “Time of the Season” by the Lovin’ Spoonful, among others.

In addition, Chris Farlowe’s number-one hit, “Out Of Time,” was produced, as well written, by Mick Jagger.

Wolpin Exits Famous Jan. 1

NEW YORK—Ed Wolpin will leave his position as president of Famous and Paramount Music, effective Jan. 1. Associated with the company for the past 20 years, Wolpin’s planned departure was his own accord. He also said that he is presently soliciting deals for the soundtrack release of such upcoming Paramount Pictures releases as “The Riverbed,” “Warning Shot” (to be released on Liberty), “Funeral In Berlin,” “Oh Dad, Poor Dad” and “El Dorado.” He will announce his plans at a future date.

Ed Matthews Appointed Date’s General Manager

NEW YORK—Ed Matthews has been named as Date’s new general manager, according to Don Eastwood, vp of Columbia Records Sales. Matthews will be responsible to Jack Goldsboro, vp of Columbia Records, and will be in charge of all Date activities and will assume the full responsibility for selecting aspiring masters.

A subisd of Columbia Records, Date was organized late in 1963 as a re-lease for Columbia-owned, but not recorded, masters. The label is currently enjoying a strong music publishing interest and the 33rd position among the entire roster of labels.

Spectacular success was not always their trademark. Both New York born and in business only 11 months, their sales only now are mid-twenties, flop. (Continued on page 50)

Roker Leaving Imperial

HOLLYWOOD—Renny Roker, who for the past four years handled promotion for Imperial both on the west and east coasts, has left the label. He is now promotion manager for the Liberty/Ron Benson/Sony Sound Records.

Most recent post with the Liberty organization was as national R&B and Gospel promotion manager. He handled all R&B and Minit labels, responsible, in part, for streamlining new material for Mint.

Prior to his assignments for the two labels he had handled promotion for Nat Cole out of New York.
Marching All the Way to Hitsville!

Major Lance has another R&B smash hit with his latest single, grooved in the tradition of "Um, Um, Um, Um, Um, Um" and "The Monkey Time."

Major Lance
"Ain’t No Soul (In These Old Shoes)"
4-7266

© "Oh-Keh" Marca Reg. T.M. Printed in U.S.A.
HOW TO CATCH A GIRL
b/w THE LOVE YOU LEFT BEHIND...K-13649

THE BRAND NEW PYRAMID-BUILDER BY SAM THE SHAM & THE PHARAOHS

PRODUCED BY: STAN KESLER PERSONAL MANAGEMENT: LEONARD STOGE & ASSOCIATES LTD.

MGM RECORDS

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

Cash Box—December 17, 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 con-
centration 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 NOVEMBER 30, 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>46%</td>
<td>Tell It To The Rain—Four Seasons—Philips</td>
<td></td>
<td>90%</td>
<td></td>
</tr>
<tr>
<td>45%</td>
<td>Standing In The Shadows Of Love—4 Tops—Motown</td>
<td></td>
<td>45%</td>
<td></td>
</tr>
<tr>
<td>43%</td>
<td>Where Will The Words Come From—Gary Lewis—Liberty</td>
<td></td>
<td>76%</td>
<td></td>
</tr>
<tr>
<td>42%</td>
<td>Nashville Cats—Lovin’ Spoonful—Kama Sutra</td>
<td></td>
<td>42%</td>
<td></td>
</tr>
<tr>
<td>40%</td>
<td>Snoopy Vs. The Red Baron—Royal Guardsmen—Laurie</td>
<td></td>
<td>74%</td>
<td></td>
</tr>
<tr>
<td>38%</td>
<td>I’ve Passed This Way Before—Jimmy Ruffin—Soul</td>
<td></td>
<td>83%</td>
<td></td>
</tr>
<tr>
<td>36%</td>
<td>(I’m Not Your) Stepping Stone—Monkees—Calgems</td>
<td></td>
<td>62%</td>
<td></td>
</tr>
<tr>
<td>34%</td>
<td>Gallant Man—Senator Everett Dirkson—Capitol</td>
<td></td>
<td>34%</td>
<td></td>
</tr>
<tr>
<td>31%</td>
<td>Wish Me A Rainbow—Gunther Kallmann—4 Corners</td>
<td></td>
<td>31%</td>
<td></td>
</tr>
<tr>
<td>30%</td>
<td>East West—Herman’s Hermits—MGM</td>
<td></td>
<td>69%</td>
<td></td>
</tr>
<tr>
<td>29%</td>
<td>We Ain’t Got Nothing Yet—Blue Magoos—Mercury</td>
<td></td>
<td>39%</td>
<td></td>
</tr>
<tr>
<td>28%</td>
<td>Stand By Me—Spyder Turner—MGM</td>
<td></td>
<td>52%</td>
<td></td>
</tr>
<tr>
<td>26%</td>
<td>Let The Good Times In—Dean Martin—Reprise</td>
<td></td>
<td>35%</td>
<td></td>
</tr>
<tr>
<td>25%</td>
<td>Georgy Girl—Seekers—Capitol</td>
<td></td>
<td>88%</td>
<td></td>
</tr>
<tr>
<td>23%</td>
<td>Another Night—Dionne Warwick—Scepter</td>
<td></td>
<td>23%</td>
<td></td>
</tr>
<tr>
<td>22%</td>
<td>Look What You’ve Done—Pozzo Seco Singers—Columbia</td>
<td></td>
<td>22%</td>
<td></td>
</tr>
<tr>
<td>21%</td>
<td>If Everyday Was Like Christmas—Elvis Presley—RCA</td>
<td></td>
<td>44%</td>
<td></td>
</tr>
<tr>
<td>20%</td>
<td>Are You Lonely—Freddie Scott—Shout</td>
<td></td>
<td>20%</td>
<td></td>
</tr>
<tr>
<td>19%</td>
<td>Goodnight My Love—Happenings—B. T. Puppy</td>
<td></td>
<td>55%</td>
<td></td>
</tr>
<tr>
<td>18%</td>
<td>I Had Too Much To Dream—Electric Prunes—Reprise</td>
<td></td>
<td>26%</td>
<td></td>
</tr>
<tr>
<td>17%</td>
<td>The Girl That Stood Beside Me—Bobby Darin—Atlantic</td>
<td></td>
<td>79%</td>
<td></td>
</tr>
<tr>
<td>16%</td>
<td>There’s Something On Your Mind—Baby Ray—Imperial</td>
<td></td>
<td>32%</td>
<td></td>
</tr>
<tr>
<td>15%</td>
<td>Green, Green Grass Of Home—Tom Jones—Parrot</td>
<td></td>
<td>15%</td>
<td></td>
</tr>
<tr>
<td>14%</td>
<td>I’m Gonna Make You—Artistics—Brunswick</td>
<td></td>
<td>23%</td>
<td></td>
</tr>
<tr>
<td>13%</td>
<td>I’m Gonna Make You Love Me—Dee Dee Warwick—Mercury</td>
<td></td>
<td>54%</td>
<td></td>
</tr>
<tr>
<td>12%</td>
<td>Hello Hello—Soprano Camel—Kama Sutra</td>
<td></td>
<td>20%</td>
<td></td>
</tr>
<tr>
<td>11%</td>
<td>I Fooled You This Time—Gene Chandler—Checker</td>
<td></td>
<td>45%</td>
<td></td>
</tr>
<tr>
<td>10%</td>
<td>Wack Wack—Young Holt Trio—Brunswick</td>
<td></td>
<td>10%</td>
<td></td>
</tr>
</tbody>
</table>

LESS THAN 10% BUT MORE THAN 5%

<table>
<thead>
<tr>
<th>Total % To Date</th>
</tr>
</thead>
<tbody>
<tr>
<td>Silent Night</td>
</tr>
<tr>
<td>Barbra Streisand (Columbia)</td>
</tr>
<tr>
<td>Baby What I Mean Drifters (Atlantic)</td>
</tr>
<tr>
<td>Help Me Girl Animals (MGM)</td>
</tr>
<tr>
<td>Blue Autumn Bobby Goldsboro (U. A.)</td>
</tr>
<tr>
<td>You’ll Be Sorry Someday Kitchen Sing (LHI)</td>
</tr>
</tbody>
</table>
CRITICS UNANIMOUS!

I DO! I DO! A HIT!

"Tuneful, warm-hearted and delightful. A continuous pleasure."  
WATTS, NEW YORK POST

"A hit, a happy show, generous with charm, lavish with love."  
NADEL, WORLD JOURNAL TRIBUNE

"A charming, disarming comedy with music. Mary Martin is a darling."  
CHAPMAN, DAILY NEWS

"A dazzler, nothing but sheer pleasure."  
GLOVER, ASSOCIATED PRESS

"In 'I Do! I Do!', a Santa Claus who shall here be known as David Merrick has hitched together a very high-powered Donner, Mary Martin, and a very high-powered Blitzen, Robert Preston. They are two of the fastest starting sprinters the contemporary stage knows... And courtesy of director Gower Champion, there are all those engaging things they do together when their hearts are high."  
KERR, NEW YORK TIMES

Original Broadway Cast Album Now Available!

The Original Broadway Cast Recording

DAVID MERRICK presents

MARY MARTIN   ROBERT PRESTON

in

"I DO! I DO!"

...TOM JONES
...HARVEY SCHMIDT

Based on "The Fourposter" by Jan de Hartog

OLIVER SMITH
FRED WITTMAN
JAN HENDRICKS
JEAN LEWIN
PHILIP J. LANG
GOWER CHAMPION

RCA VICTOR

The most trusted name in sound
NEW CHART ADDITIONS

NEW TOP 100 SINGLES

58—STANDING IN THE SHADOW OF LOVE
Four Tops (Motown 1102)

65—NASHVILLE CATS
Chris Spedding (Kama Sutra 219)

81—GALLANT MEN
Sister Siskon (Capitol 5085)

82—MAAMA
Cher (Imperial 66233)

83—LOOK WHAT YOU'VE DONE
Pete Seeger (Columbia 43907)

88—I HAD TOO MUCH TO DREAM (LAST NIGHT)
The Electric Prunes (Reprise 332)

NEW TOP 100 ALBUMS

79—FACE TO FACE
Kinks (Reprise R 85228)

15—FOUR TOPS LIVE
Motown (MFP-1 614)

88—CHANGES
David Bowie (Imperial LPM 9334/LPS 12334)

NEW TO TOP 50 IN R&B LOCATIONS

24—MERCY, MERCY
Connie Hall & All-Stars (Capitol 5798)

25—SILVER BELLS
Earl Grant (Dooce 25703)

29—YOU CAN BRING ME ALL YOUR HEARTACHES
Lou Rawls (Capitol 3790)

34—HALF A MAN/LOOK AT GRANNY RUE (lung)
Howard Tate (Verve 10464)

38—YOU'RE TAKING UP ANOTHER MAN'S PLACE
Mable John (Stax 205)

39—WHAT IS SOUL?
Ben E. King (Atlantic 6454)

42—THERE'S SOMETHING ON YOUR MIND
Baby Ray (Imperial 66216)

43—KARATE
Emperors (Motto 543)

46—WATCHING AND WAITING
Mickey Cotton (Chess 1967)

47—THE TRAMP
Lowell Fulson (Kent 456)

48—BLACK OLIVES
Bad Boys (Pablo 254)

50—SOUL SISTER
Four Gents (Renee-Barbera 509)

C/P Shifts To Larger Offices In New York

NEW YORK—Sales growth means larger quarters for the New York branch of Cameo Parkway. Label's new Gotham headquarters are in the Fisk Building at 250 West 57th St.

During the past seven months under the direction of Rosenthal and manager Neil Bogart, Cameo/Parkway has moved from a position of virtual inertia to its present status as a hot chart company. The label has had a number one record with "(Question Mark) And The Mysterians—96 Tears," and is currently on the charts with the team's "I Need Somebody." In addition, Cameo/Parkway has enjoyed hits with Terry Knight and The Pack, The Five Stairsteps, Eddie Holman and recently issued its first major album release in more than two years. The Terry Knight and ? (Question Mark) LP's are both on the charts.

Cameo-Parkway, Cameo/Parkway's economically-priced subsidiary, will take quarters immediately adjoining the Cameo/Parkway suite of offices. Under sales manager Clark Gartman, Wyncote has enjoyed the best year in its history.

ONE YEAR LATER—One year after the formation of Tallyrand music, the trio of founders, writer Neil Diamond (left) and producers Jeff Barry and Ellie Greenwich celebrated the anniversary in fine style. Via Diamond's tunes, (and he's the firm's only writer) the jubilee scored with "Sunday and Me" (Jay and the Americans); "Solitary Man," "Cherry Cherry" and "I Got The Feelin'" (Diamond). The threesome are reportedly considering several buyout offers due to the fact that the growth of the company is taking away too much time from other activities.
BLAZING ACROSS THE COUNTRY

PLACE IN THE SUN

Tamla 54139

stevie wonder

MOTOWN RECORD CORP.

The Sound of Young America
NEW YORK—Wes Farrell has set up his own music complex, Firms are Pocketful of Tunes (BMV), Every Little Tune (ASCAP) and Senate Record Corp., all located at 39 West 55 Street in New York.

With several writers under contract, and many songs already recorded, Farrell’s plan is to operate with a “total music” concept, directing all energies to “quality, not quantity.” His offices will have facilities for a creative development program aimed at television and motion picture as well as the pop music field.

Farrell has already set the theme for “Gammera The Invincible,” a science-fiction picture and has written and published the new Pozo-Seco single, “Look What You’ve Done,” on Columbia.

Currently an inactive partner in Picturetune Music, which he directed with Phil Kahn for the past three years, Farrell can look back on a pattern of successes as a writer-publisher. During this period, Picturetune had the number one song in the country, “Hang On Sloopy” and two “top ten” recordings by Jay & The Americans, “Come A Little Bit Closer” and “Let’s Lock The Door.” It was at Picturetune that Farrell created his long-term writer-artist relationship with disk star Ronnie Dove. Farrell wrote and published 15 of the tunes recorded by Dove during this period, including five chart-ords: “Happy Summer Days,” “I’ll Make All Your Dreams Come True,” “Let’s Start All Over Again” and “Hello Pretty Girl.” As a writer-publisher, Farrell accounted for 25 chart records during the past 36 months.

MBA Music, Jingle Factory,

NEW YORK—MBA Music, a major supplier of music for commercials and industrial films, has moved in on the record scene with the formation of MBA Records.

Walt Levinas, president of the company, is its manager and conductor who was the Tonight Show’s assistant conductor for four years.

Bobby Rosengarden, vice-president, has had a career as a contractor and staff musician at NBC and is associated with the Tonight Show.

Miran Bienstock, a founder and former co-owner of Atlantic Records, has been named vice-president and manager of MBA Records’ production and distribution.

The composers and arrangers, who have been creating material for the parent firm, include Kermit Levinsky, president of MBA, J. J. Johnson and Tomm Newsom. They will be contributing material to the new record company.

The record company, operating out of MBA’s headquarters at 8 E. 48th St., this city, will be an autonomous wing of the parent company and will issue a complete line of singles and LP’s, which will be distributed through independent distributors. The firm recently recorded Bob Crosby and The Bob Cats at The Rainbow Grill. This outing marks the first time since 1942 that this original group has recorded together. The group includes Eddie Miller, Matty Matlock, Louie Lawson, Don Lamond, Lou McGarrity, Ralph Sutton and Bob Crosby, and his son, Chris Crosby are handling the vocals. The Bob Cats LP on MBA Records is due out in Jan., but its own fully-equipped modern recording studio, in which they will use to experiment with new sounds and to audition material and artists for the label.

Two music publishing firms, Marcol Music (BMI) and tapi Music Inc. (ASCAP) have also been established.

Starting with one apartment and one other staff member six years ago, Marc Brown, a former concert master, transformed his free lance operation into a complete office-apartments with a staff of thirty people serving seven lunches à la Madison for ten to forty people daily. His original associate, Dorothy Greenberg, is now the firm’s secretary-treasurer. MBA Music has twice been awarded the Clio at The Annual American TV Commercial Festival for the music tracks of Chevrolet Shadows and Erik easts. MBA services such advertising agencies as Grey, Doyle, Dane and Bernbach, Kenyon & Eckhardt, Pitch, Perlmutter, and Bob Williams, Bob Cooper and Ross; Ted Bates; Needham, Harner and Stearns and Campbell-Ewald.

Kermit Levinsky, composer and arranger, is president of MBA Music.

Very Catchy...

Gortikov Names Staff Asst.

HOLLYWOOD—Stan Gortikov, president of Capitol Records Distributing Corp., has appointed Thomas R. Stone to the position of executive staff assistant. Stone succeeds Roger Kunz, who was appointed assistant to the vice-president of national distribution department after the first of the year. Prior to joining C-C, Stone was associated with Columbia Pictures Corp., as executive assistant to the vice-president, studio operations.

Very Snappy...

Finet Opens Promo Firm

NEW YORK—Veteran national promotion director and music man Jack Fine has announced the formation of his own independent national promotion operation known as Jack Fine Promotions, with offices at 101 West 55th Street, Suite 1E, New York City. Fine was previously national promotion director for ABC Paramount, American Music World Records, and 20th Century Fox Records. He was also national sales and promotion director for Amy Mala Records and RCA Records. He also served as assistant national promotion director for Walt Disney Records. His publishing stints were with Irving Caesar Music as general manager as well as eastern rep for Walt Disney’s publishing firms.

Fine’s first account just released on Columbia Records is Bobby Diamond’s release “Unusually You.”

NAT BERGMAN DIES

NEW YORK—Nathaniel (Nat) Bergman, 56, assistant to the staff vice-president of Decca Records, died of a heart attack at Lenox Hill Hospital in New York last week (5).

Nat, as he was fondly known to his friends and associates in the recording industry, joined the Coral label in Sept., of 1952 as the company’s New York branch office manager. In 1953, he was transferred to Coral’s home office in the post of executive administrator, and subsequently was made assistant to the staff vice-president of Decca, Coral and Brunswick Records, a position he held up to his sudden passing.

He is survived by his widow, Elise, twin daughters, Rickie and Paula, and a daughter, Tish. Professional services were held at the Park West Funeral Chapel in New York last Wed. (7).

Handelman Sales, Profits

Show Big Gains Over 6 Months

DETROIT—Handelman Co., the giant wholesale merchandiser of records, has reported a 26% increase in net income and a 25% increase in sales for the first six months ended Oct. 31, 1966. Net income reached $1,154,315 or $.77 per share, up from $798,281 or $.49 per share last year ago. Sales climbed to a high of $21,514,115 as compared with $17,201,502.

According to David Handelman, president, the improvement in sales and earnings is expected to continue for the balance of the company’s current fiscal year.

The board of directors for Handelman Company have declared a $2.20 per share dividend on the 1,005,108 shares of common stock entitled to receive dividends. The dividend is payable Feb. 12, 1967 to stockholders of record December 30, 1966.

Very Catchy...

Judy Collins

Judy Collins was born on May 1, a few years ago in Seattle, Wash. The 5’5”, 125 lbs. has described live there anymore. Her father was the well known West Coast radio disc jockey, Chuck Collins. Judy was trained as a concert pianist and it wasn’t until years later that she took up the guitar and began her career as a folk singer. The singing of folk songs has occupied most of her time. She has played throughout the United States, England, Australia, and New Zealand as well as parts of Poland and Russia. Judy is hospitable, real, and gatty. She has a total of six albums and one single out on the Elektra label and just played an advance sell-out concert in New York’s Carnegie Hall. Her single is “Hard Lovin’ Loser” b/w “I Think It’s Gonna Rain Today.” Judy’s latest album, which is her first departure from a pure folk, book, is entitled “In My Life.” It is number 82 on this week’s Top 100 Albums.

Pat Cooper

Pat Cooper was born and raised under the real name of Pasquale Caputo in Brooklyn, N.Y. He was known throughout his neighborhood as the young bricklayer with all the funny stories. Through a series of 3 appearances on the Jackie Gleason TV show in 1963, a bright young comic named Pat Cooper was born. Following this he was booked into all kinds of hotels and supper clubs around the U.S. and even went so far as to work the Copa 4-times within 18-months. His first U.A. album, “Our Hero—Pat Cooper,” was released in 1965 and was very well received. This funny man’s second U.A. package is called “Spaghetti Sauce & Other Delights.” The album is listed at number 104 on this week’s Top 100 Albums.

Cash Box—December 17, 1966
Don’t despair.
More VO-DE-O-DO is here.
For the many fans who thrilled to the rippling strains of “Winchester Cathedral,” here’s another melodic masterpiece to titillate toes to tap in time.
Featuring everybody’s favorite rascals of rhythm.

‘You Tell Her, I Stutter’
A single by
THE NEW HAPPINESS
with that Dapper Dan of the Golden Era of Song—
‘SMOOTH’ LUNDVALL
as Himself.

Where the next act is always ready and waiting in the wings.
On COLUMBIA RECORDS®
Command In Big Push For Ayres LP

NEW YORK—Command Records is launching a publicity drive on its album "The Hollywood Palace TV Show," featuring Mitch Ayres and his orchestra.

On the Dec. 17 TV show of the Hollywood Palace, Eddie Fisher, host for the evening, will present the album on camera for some two or three minutes as he talks to Mitch Ayres and, according to Command, recommends it as "one of the finest instrumental albums he has ever heard." Ayres and the orchestra will then play "Frosty On A Happy Face" and "Minnie," which are selections from the set. The entire sequence featuring Mitch Ayres and his orchestra will be on camera. In conjunction with the TV show, advertising has been set up with Woolworth's—"a leading merchandiser in the Los Angeles market. Ayres will also be making personal appearances in other retail outlets. Other major markets will also be promoting and featuring the album in similar fashion.

Prior to this, on Dec. 7, the fourth anniversary of the Hollywood Palace TV show, there was an evening parade in celebration along Hollywood Boulevard in Hollywood, California. Record dealers, as well as other stores along the parade route, had special window displays featuring the Hollywood Palace album.

This has been the first album that Mitch Ayres has done with Command Records.

Kui Lee Dies

NEW YORK—Kui Lee, composer of "Once In Love," was born in Honolulu, died of cancer in Tijuana, Mexico, on Saturday, Dec. 3. The 34-year-old composer—entertainer, one of Hawaii's favorite attractions, wrote more than 200 songs, the biggest of which is "I'll Remember You." Hawaiian performer Don Ho has been singing many of Lee's compositions on records and the off-cut "Remember" Lee recorded for Columbia Records. His latest LP, "The Extraordinary Kui Lee," is among the label's new albums for Dec. Born in Shanghai, he was taken to Hawaii when he was 5 years old. As an entertainer, he has appeared at the Lexington Hotel in New York and at his Baby Blue engagements, including the final public appearance, on Oct. 18, drew 10,000 to the Waikiki Shells in Honolulu. His wife, Nani, a singer, and four children are among the survivors.

Mira Comedy-Spoof LP Probes Hit Song Lyrics

HOLLYWOOD—Mira Records has released a comedy-spoof LP said to mark the first time pop hits are performed in a talk-sing fashion that parody the hit's contemporary double-meaning and sex-tinted romantic chart-winning lyrics. Get It? Well, Mira got this affair from Theodore Carach and Darrel Dee who produced the out-takes of Mike Curb's SillWad Productions. The package is titled "The Great American Songbook" and the label is Sill Savage. According to Mira's Randy Wood, initial reactions to the Los Angeles, San Francisco, Chicago, New Orleans, Seattle, Boston and New York Wood, not troubled by the prospects of limited airplay, notes that his office has counted over 500 telephone calls from various pressure groups in the last two weeks telling us to stop distribution of this hot disk.

Bagley Leaving Orpheum

NEW YORK—Erwin Bagley is leaving Orpheum Productions, the corporate company marketing the Riverside, which has been run by its president and general manager for many years.

He plans to devote full time for the next month or so to complete several recordings that have taken a large chunk of his time this year. Bagley has not set up for Jan., at which time he will start out his plans more completely.

A twelve year veteran of the record business, Bagley previously served as a divisional manager for Liberty Records, as general manager for Audi Fidelity Records, and as LP merchandising manager for the Colpix division of Columbia Pictures. He is a director for the Tape Recording and Audio Times Magazine, is associated with theatrical producer and concert manager, Sid Bernstein, in many entertainment projects.
The original hit single fresh from the very top of the British charts!

The Spencer Davis Group

"Gimme Some Lovin’"
Mercury Opens Milwaukee Branch

CHICAGO—Mercury Record Corp., announced this week that it has opened a branch in Milwaukee. Irwin H. Steinberg, executive vice president of the firm, stated that Merrec of Milwaukee will be managed by Bob Kratky with promotion handled by John Heidner, both of whom are veteran Wisconsin record men.

Merrec of Milwaukee replaces John F. O'Brien Dist. as distributor for Mercury, Philips, Smash, Fontana, Limelight, Emarcy, Wing and Mod labels, recorded 4-track, 8-track and cassette stereo cartridges and Mercury Home Entertainment products, Steinberg added.

Kratky has been active in the disk industry since 1958, when he joined Garnet Dist. Milwaukee. He moved to Beckerman Dist. there the following year and eventually managed the Badger state Beckerman Wing. Heidner originally worked for the originl Mercury branch in 1964, moving to Decca, and eventually joining Kratky at Beckerman in 1988.

The Merrec Milwaukee branch will service the entire state of Wisconsin and the Michigan upper peninsula.

RCA Inks Seiji Ozawa

NEW YORK—Seiji Ozawa, the young Japanese conductor, has signed a record exclusively for RCA Victor.

Ozawa, who is music director of the Toronto Symphony and the Ravinia Festival (Chicago Symphony), was first heard on Red Seal in recordings with the London Symphony Orchestra. One of these, with pianist Leonard Pennario, continued performances of the Schubert Piano Concerto and the Strauss Burleske, and the other was with violinist Erick Friedman in performances of the Mendelssohn and Tchaikovsky Violin Concertos.

His next RCA Victor release will be in Jan. when a coupling of the Bartok First and Third Piano Concertos with Peter Serkin as the pianist and the Chicago Symphony Orchestra, will become available.

Ozawa was born in Holen, Japan, in 1935, and is a graduate of the Toho School of Music in Tokyo. In 1959, he was awarded first prize in the International Competition of Orchestra Conductors at Basalione, and a year later won the Koussevitsky Memorial Scholarship as the most outstanding among the young conductors at the Berkshire Music Center.

For a time, he was assistant conductor of the New York Philharmonic Orchestra as a protégé of Leonard Bernstein.

He has appeared as guest conductor with many of the world’s leading orchestras including the New York Philharmonic, Chicago Symphony, Boston Symphony, Detroit, Los Angeles Philharmonic, Pittsburgh, the Lamoureux of Paris, the London Symphony, the Concertgebouw of Amsterdam, the Vienna Symphony and at La Scala in Milan.

RCA Inks Bobby Diamond

NEW YORK—Bob Diamond, singer-dancer-actor, has been signed by Columbia Records to a long-term contract. His first sides, “Usual You” and “Stop”, have just been released. They were produced and arranged by Charley Calello. Bobby Diamond is managed by Eddie White and is booked through the Ashley-Famous Agency. A feature film and major TV shows are in the offing.

Col. Inks Bobby Diamond

NEW YORK—Bobby Diamond, singer-dancer-actor, has been signed by Columbia Records to a long-term contract. His first sides, “Usual You” and “Stop”, have just been released. They were produced and arranged by Charley Calello. Bobby Diamond is managed by Eddie White and is booked through the Ashley-Famous Agency. A feature film and major TV shows are in the offing.

Bell Buys Master

NEW YORK—Amy-Mala-Bell recently picked up the Renfred recording of “Find Me” by the Attractions. The master was leased from Anthony Renfred of Renfred Records, Los Angeles, California, and will be released immediately on the Bell label.

Buddy Rich Set for European Tour

LOS ANGELES—Barbara Belle, personal manager of Buddy Rich, in conjunction with Action, Inc., entertainment wing of Sam Pressly, Jr., Enterprises, has completed negotiations for a European tour on behalf of the Rich band. Under the auspices of Tito Burns, Davison Ltd. and G.A.C., the World Pacific recording artist will appear throughout Great Britain, the Continent and Scandinavia from March 31 to April 16, 1967.

Buddy Rich has been set to guest star on “The Garry Moore Show” via CBS-TV, taping Dec. 22, in N.Y.C. for Christmas beaming. Barbara Belle will join him in New York during the taping sessions.

Mercury Opens Milwaukee Branch

CHICAGO—Mercury Record Corp. announced this week that it has opened a branch in Milwaukee. Irwin H. Steinberg, executive vice president of the firm, stated that Merrec of Milwaukee will be managed by Bob Kratky with promotion handled by John Heidner, both of whom are veteran Wisconsin record men.

Merrec of Milwaukee replaces John F. O’Brien Dist. as distributor for Mercury, Philips, Smash, Fontana, Limelight, Emarcy, Wing and Mod labels, recorded 4-track, 8-track and cassette stereo cartridges and Mercury Home Entertainment products, Steinberg added.

Kratky has been active in the disk industry since 1958, when he joined Garmet Dist. Milwaukee. He moved to Beckerman Dist. there the following year and eventually managed the Badger state Beckerman Wing. Heidner originally worked for the original Mercury branch in 1964, moving to Decca, and eventually joining Kratky at Beckerman in 1988.

The Merrec Milwaukee branch will service the entire state of Wisconsin and the Michigan upper peninsula.

RCA Inks Seiji Ozawa

NEW YORK—Seiji Ozawa, the young Japanese conductor, has signed a record exclusively for RCA Victor.

Ozawa, who is music director of the Toronto Symphony and the Ravinia Festival (Chicago Symphony), was first heard on Red Seal in recordings with the London Symphony Orchestra. One of these, with pianist Leonard Pennario, continued performances of the Schubert Piano Concerto and the Strauss Burleske, and the other was with violinist Erick Friedman in performances of the Mendelssohn and Tchaikovsky Violin Concertos.

His next RCA Victor release will be in Jan. when a coupling of the Bartok First and Third Piano Concertos with Peter Serkin as the pianist and the Chicago Symphony Orchestra, will become available.

Ozawa was born in Holen, Japan, in 1935, and is a graduate of the Toho School of Music in Tokyo. In 1959, he was awarded first prize in the International Competition of Orchestra Conductors at Basanazone, and a year later won the Koussevitsky Memorial Scholarship as the most outstanding among the young conductors at the Berkshire Music Center.

For a time, he was assistant conductor of the New York Philharmonic Orchestra as a protégé of Leonard Bernstein.

He has appeared as guest conductor with many of the world’s leading symphony orchestras including the New York Philharmonic, Chicago Symphony, Boston Symphony, Detroit, Los Angeles Philharmonic, Pittsburgh, the Lamoureux of Paris, the London Symphony, the Concertgebouw of Amsterdam, the Vienna Symphony and at La Scala in Milan.

Buddy Rich Set for European Tour

LOS ANGELES—Barbara Belle, personal manager of Buddy Rich, in conjunction with Action, Inc., entertainment wing of Sam Pressly, Jr., Enterprises, has completed negotiations for a European tour on behalf of the Rich band. Under the auspices of Tito Burns, Davison Ltd. and G.A.C., the World Pacific recording artist will appear throughout Great Britain, the Continent and Scandinavia from March 31 to April 16, 1967.

Buddy Rich has been set to guest star on “The Garry Moore Show” via CBS-TV, taping Dec. 22, in N.Y.C. for Christmas beaming. Barbara Belle will join him in New York during the taping sessions.

Col. Inks Bobby Diamond

NEW YORK—Bobby Diamond, singer-dancer-actor, has been signed by Columbia Records to a long-term contract. His first sides, “Usual You” and “Stop”, have just been released. They were produced and arranged by Charley Calello. Bobby Diamond is managed by Eddie White and is booked through the Ashley-Famous Agency. A feature film and major TV shows are in the offing.

Bell Buys Master

NEW YORK—Amy-Mala-Bell recently picked up the Renfred recording of “Find Me” by the Attractions. The master was leased from Anthony Renfred of Renfred Records, Los Angeles, California, and will be released immediately on the Bell label.

Buddy Rich Set for European Tour

LOS ANGELES—Barbara Belle, personal manager of Buddy Rich, in conjunction with Action, Inc., entertainment wing of Sam Pressly, Jr., Enterprises, has completed negotiations for a European tour on behalf of the Rich band. Under the auspices of Tito Burns, Davison Ltd. and G.A.C., the World Pacific recording artist will appear throughout Great Britain, the Continent and Scandinavia from March 31 to April 16, 1967.

Buddy Rich has been set to guest star on “The Garry Moore Show” via CBS-TV, taping Dec. 22, in N.Y.C. for Christmas beaming. Barbara Belle will join him in New York during the taping sessions.

Col. Inks Bobby Diamond

NEW YORK—Bobby Diamond, singer-dancer-actor, has been signed by Columbia Records to a long-term contract. His first sides, “Usual You” and “Stop”, have just been released. They were produced and arranged by Charley Calello. Bobby Diamond is managed by Eddie White and is booked through the Ashley-Famous Agency. A feature film and major TV shows are in the offing.

Bell Buys Master

NEW YORK—Amy-Mala-Bell recently picked up the Renfred recording of “Find Me” by the Attractions. The master was leased from Anthony Renfred of Renfred Records, Los Angeles, California, and will be released immediately on the Bell label.
On the go.
"Stop Runnin' 'Round, Baby"
The Distant Cousins
A BOB CREWE PRODUCTION

On the rise.
"The Sun"
The Chain Reaction
A SIRE PRODUCTION

Two dates to remember.
**RECORD REVIEWS**

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

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

---

**Pick of the Week**

**COLOR MY WORLD** (2:48) [Northern, ASCAP—Hatch, Trent]

**TAKE ME HOME AGAIN** (2:56) [Northern, ASCAP—Clark]

**PETULA CLARK** (Warner Bros. 5882)

It’s another in the long chain of smashers for Petula Clark with this item dubbed “Color My World.” Pet belts out a powerhouse of a love lyric and the engulfling orch backing her adds to the gripping power of the deck. “Take Me Home Again” is a lovely ballad.

**HOW DO YOU CATCH A GIRL** (2:17) [Fred Rose, BMI—Blackwell]

**THE LOVE YOU LEFT BEHIND** (2:25) [Beckie, BMI—Samadu]

**SAM THE SHAM AND THE PHARAOHS** (MGM 13619)

Holding solidly established themselves in the teen market, Sam the Sham and the Pharaohs’ latest “Tequila” showed up at 100 with this effort dubbed “How Do You Catch A Girl.” The junky, medium-paced ditty is a hummer filled tilling of the eternal search. “The Love You Left Behind” is a pretty rock ballad.

**DEADEND STREET** (3:20) [Mondvies, Noma, BMI—Davies]

**BIG BLACK SMOKE** (2:32) [Mondvies, Noma, BMI—Davies]

THE KINKS (Reprise 0540)

Watch the Kinks make a top level chart stand with this funny, bluesy follow-up to “Sunny Afternoon” called “Deadend Street.” The drawn out melodies are terribly infectious and the nifty vocal should appeal to fans of many persuasions. “Big Black Smoke” is a wild rocker.

**LOVE ME** (2:06) [Act Three, Downstairs, BMI—Gamble, Ross]

**CRAZY BABY** (2:12) [MRC, BMI—Hebb]

**BOBBY HEBB** (Philips 40121)

There should be no keeping Bobby Hebb back with this warm romancer in the “Sunny” bag dubbed “Love Me.” The lilting outing builds into a powerful love ballad and Hebb’s warm and winning vocal is backed by orch and chorus. “Crazy Baby” is a hard driving thumper.

**PRETTY BALLERINA** (2:34) [Lazy Day, BMI—Brown]

**LAZY DAY** (2:21) [Lazy Day, BMI—Brown, Martin]

**THE LEFT BANKE** (Smash 2074)

After making the breakthrough with “Walk Away Renee” the Left Banke has a solid follow-up in this one titled “ pretty Ballerina.” The lyrical, sweepingly orchestrated outing shows all the full potentials of the mating of rock and strings. The vocal stand is a powerhouse. “Lazy Day” is a strong rocker.

**THE HABIT OF LOVIN’ YOU BABY** (2:47) [Leigh, ASCAP—Tempo]

**YOU’LL BE NEEDING ME BABY** (2:07) [Screen Gems, BMI—Gates]

**NINO TEMPO & APRIL STEVENS** (White Whale 211)

After making loads of national noise with “All Strung Out”? Nino Tempo and April Stevens should get spins and sales unlimited with this powerful romancer titled “The Habit Of Lovin’ You.” The overpowering shouting pledge of undying love makes for an item that should put emotion at a peak. The backer is a warm, swaying tune.

**BURLY SUNDOWN** (2:12) [Northern, ASCAP—Robinson, Harburg]

**FOR BABY (FOR BOBBIE)** (2:45) [Cherry Lane, ASCAP—Deutschendorf]

**PETE, PAUL AND MARY** (Warner Bros. 5883)

P P & M should go a long way with this powerhouse of a single titled “Hurry Sundown.” The solidly building ballad tells a moving tale of the growth of a man or perhaps all men. Strong in many markets. “For Baby” (For Bobbie)2 is another moving folker.

---

**Pick of the Week**

**SLOW HOT WIND** (2:32) [Northridge, ASCAP—Mancini, Gimbel]

**CONSTANT RAIN** (2:50) [Peer Int’l., BMI—Chava]

**SERGIO MENDES & BRASIL 66** (A&M 825)

Sergio Mendes and Brasil 66 made a major splash with “Mas Que Nada” and should now fill the airwaves with this entrancing number tagged “Slow Hot Wind.” The smooth sounds are lovely backing for the swaying, hypnotic vocal. Prints spinning via many formats. “Constant Rain” is another strong South of the Border flavored item.

**NASTY** (2:15) [Saturday, BMI—Brown, Bloodworth, Nader]

**LOST AND FOUND** (2:20) [Saturday, BMI—Brown, Bloodworth]

**RICHARD & THE YOUNG LIONS** (Philips 41141)

“Open Up Your Door” opened the door to the Top 100 for Richard and the Young Lions and the group should shoot right back thru the gap with this new item. The group combines smooth backing harmonies with a low-down lead vocal and should prove to be a teen excited in no time at all. “Lost And Found” is a smooth tearjerker.

**KISS TOMORROW GOODBYE** (2:29) [Camilla BMI—Vilard, Marak]

**SWEET TALK** (1:59) [Natal, ASCAP—Shelman, Huddleston]

**LAINIE KAZAN** (MGM 13657)

Here are two versions of “Kiss Tomorrow Goodbye,” both loaded with vocal pyrotechnics with this follow-up item labeled “Oh Yeah!” The pulsating Latin rhythms are mixed with groovy, happy-go-lucky vocals and shouts to complete a delightful selection. “Sick It To Me” is another groovy item.

**OH YEAH!** (2:26) [Cordon BMI—Sabater]

**SOCK IT TO ME** (2:20) [Cordon BMI—Sabater, Rivera]

**JOE CUBA SEXTET** (Tico 490)

Joe Cuba Sextet sold a bunch of records with “Bang Bang” and should do business aplenty with this follow-up item labeled “Oh Yeah! The pulsating Latin rhythms are mixed with groovy, happy-go-lucky vocals and shouts to complete a delightful selection. “Sick It To Me” is another groovy item.

**STOP RUNNING’ ROUND, BABY** (2:54) [Saturday BMI—Crewe, Brown, Bloodworth]

**WILL YOU TAKE THIS WOMAN?** (2:24) [Saturday BMI—Crewe, Bloodworth, Tubby]

**THE DISTANT COUSINS** (Date 1542)

After gaining a following via “She Ain’t Loving You” the Distant Cousins bid for all the marbles with a hard driving rocker tabbed “Stop Running’ Round, Baby.” The strong beat backs a solid, shouting vocal and the铜same should prove to be an effective play and sales getter. The flip is a medium-paced thrower.

**TILL THE WORLD KNOWS YOU’RE MINE** (2:14) [United Artists ASCAP—DiManno, Neff]

**IS THERE ROOM IN YOUR TOMORROW?** (2:11) [United Artists ASCAP—DiManno, Hosay]

**DON RONDO** (United Artists 50111)

Don Rondo should plug at the heartstrings of lovers of all ages with this mellow romancer titled “Till The World Knows You’re Mine.” The smooth, lushly orchestrated side features the chanter reading a powerful pledge to the woman he loves. Backer is another warm ballad.

**TAKE ME FOR A LITTLE WHILE** (2:36) [Lollipop BMI—Martin]

**I DON’T WANT TO GO WITHOUT YOU** (2:40) [Reestek, Caesar & Dino BMI—Wexler, Iorns]

**PATTI LABELLE & THE BLUEBELLES** (Atlantic 2373)

Patti Labelle and the Bluebelles should re-enter their previous hit-making groove with no problems at all based on this strong outing titled “Take Me For a Little While.” The flip for love at any cost is infectious sold via solid soul rock sounds. The girls’ vocal is a treat for the ears. Backer is a full bodied ode.

**GIMME SOME LOVIN’** (2:51) [Essex ASCAP—Winwood]

**BLUES IN F** (2:35) [Essex ASCAP—Bishop]

**THE SPENCER DAVIS GROUP** (United Artists 50108)

The British aggregation known as the Spencer Davis Group should make it solidly in the U.S. with this shuntin’ romancer titled “Gimme Some Lovin.” The low down, hard rocking, highly danceable sound supports a soul-filled shuntin’ vocal that should set the teens on end. The flip is an interesting instrumental.

---

Cash Box—December 17, 1966
DON CHERRY
HITS THE JACKPOT!

"THERE GOES MY EVERYTHING"

MONUMENT 989

BREAKING NATIONALLY!

don cherry... another reason why monument is artistry

NASHVILLE/HOLLYWOOD
SNOW QUEEN (3:22) [Screen Gems—Columbia BMI—Golin, King]  
LOVE SONG, LOVE SONG (2:00) [Almo ASCAP—Marks, Tubbles]  
ROGER NICHOLS TRIO (A&M 536)

Watch the Roger Nichols Trio make a national name for itself with this lively, strumming instantly catchy rocking cover of the British hit “Snow Queen.” The sweeping, multi-paced tune backs the group’s powerful melodic reading of a top notch lyric. “Love Song, Love Song” is a medium-paced, throbbing ballad.

SUNDAY MORNING (2:55) [Three Prong BMI—Reed]  
FEMME FATALE (2:35) [Three Prong BMI—Reed]  
The Velvet Underground & Nico (Verve 10166)

The Velvet Underground and Nico have been zooming the length and breadth of the land making a name for themselves and now follow the precedent of 2000 in potential filled deck. The top side, “Sunday Morning” is a haunting, lyrical emotion stirring chant. Listen very closely. Eerie, unusual number back here.

BIG MAYBELLE (Rojke 112)

- 96 TEARS (2:38) [Arguello, BMI—Suter, Warfield, Rhythm]  
- Medium-paced, medium-paced, blues-toned reading here. Holds lots of sales potential.

- THAT’S LIFE (2:55) [Four Star Television—Karny, Kay, Gordon]  
- More of the same over here.

BAD BOYS (Paula 25)

- BLACK OLIVES (2:18) [Su-Ma, Falls City, Counterpart, BMI—St. Clair, Conway, Callas, Funky, (Flags), rock out effort could do good for the Bad Boys.

- PASS ON BY (2:30) [Carrillo, BMI—Rich]  
- Slow bluesy venture here.

CHARLIE RICH (Hi 216)

- LOVE IS AFTER ME (2:31) [East, BMI—Porter, Hayes]  
- Thumping, pulsating, pulsating effort might get spires splintery for Charlie II.

- PASS ON BY (2:30) [Carrillo, BMI—Rich]  
- Slow bluesy venture here.

ROY ORBISON (Monument 839)

- PRETTY PAPER (2:41) [Pamper, BMI—Nelson]  
- Light, holiday-oriented effort could be a winner for Roy Orbison. Watch this.

- BEAUTIFUL DREAMER (2:17) [pd (Stephen Foster)]  
- Lush treatment of this classic.

CILLA BLACK (Capitol 578)

- A POOL AM I (2:24) [Spurgeon, Bernstein, BMI—Parlam, Carrarese, Testa, Callander]  
- Smooth, building powerhouse could be a chart bound effort for Cilla Black.

- FOR NO ONE (1:53) [Macle- len, BMI—Lennon, McCartney]  
- Plaintive reading of this one.

JERRY CHANNING (MGM 1369)

- WHEN YOU LOVED ME (2:25) [Reserve, BMI—Channing]  
- Chart bound effort could prove to be a chart bound venture for Jerry Channing.

- LOVELY JUST LIKE ME (2:00) [Reserve, BMI—Channing]  
- Easy-going side.

MAGIC LANTERN (Epic 10111)

- KNIGHT IN RUSTY ARMOUR (2:37) [Dean Street, BMI—Leenane]  
- Silver, Clever, pumping romp could shed a lot of light on the Magic Lanterns and result in solid charting. For the racks.

- SIMPLE THINGS (2:53) [B+$]  
- Slightly toned down, BMI—Bilsbury]  
- Slow dreamy rock item here.

EASYBEATS (United Artists 50160)

- FRIDAY ON MY MIND (2:37) [Unart, BMI—Young Vanda]  
- Frentic, psychedelic-like might have an easy time conquering the airwaves. Keep your eye on this one.

- MADE ME RED: GONNA LIVE IN IT (2:20) [Miller, ASCAP—Young]  
- More of the same.

McCOYS (Bang 538)

- I GOT TO GO BACK (2:39) [Web IV, Trio, BMI—Berra, Barry]  
- Powerful, sweeping, thumping effort could shoot the McCoys to the ten of the chart.

- DYNAMITE (2:39) [Grand Canyon, BMI—Feldman, Gold- stein, Goffriller]  
- Driving rock here.

BEATEN PATH (Jubilee 5566)

- DOCTOR (2:04) [Remick, ASCAP-Pons, Beck]  
- Could be a healthy amount of action in stores for the Beatens. Important potential.

- NEVER NEVER NEVER (2:08) [Pim- mens, BMI—Marchetta]  
- Slow moving rock on the flip.

BILLY VAUGHN SINGERS (Dot 10835)

- THERE GOES MY EVERYTHING (2:45) [Hayes, Blue Crest, BMI—Frazier]  
- Vaughn Singers should pull in a nice slice of the pop sales action on this country smash, Should get good middle-of-the-road response.

- MIA (2:6) [Rosevelt, BMI—Kempfert, Rehman, Gabler]  
- Another pretty offering of the flip.

VENTURES (Dolton 327)

- THEME FROM “THE WILD ANGELS” (1:40) [Dijon, BMI—Curb]  
- Pulsating, pulsating, driving, stomping treatment of the theme from the flick. Could be a big one.

- KICKSTAND (2:00) [Dijon, BMI—Bogge, Edwards, Taylor, Wilson]  
- Up beat, frenzied, pulsating rock venture.

FRANKIE LANE (ABC 10891)

- I’LL TAKE CARE OF YOUR CARES (2:46) [Remick, ASCAP—Coxon, Kamen]  
- This smooth, melodic, bouncy romp holds all kinds of potential, good melodic construction should get a solid foothold on the chart.

- EVERY STREET’S A BOUL- LEVARD (IN OLD NEW YORK) (2:02) [Chappell, ASCAP—Harold, Syne]  
- Rhythmic, light hearted romp.

UNSPOKEN WORD (United Artists 50683)

- NOBODY TELL MY DARLING (3:19) [Alta, ASCAP—Barry, David]  
- Nocturnal ditty here.

BABY DOLLS (Hollywood 1111)

- GOT TO GET YOU INTO MY LIFE (2:24) [Macle- len, BMI—Lennon, McCartney]  
- Medium-paced re-working of this one could get a chart berth for the group.

- WHY CAN’T I MAKE HIM LIKE YOU (2:06) [Tarheel, Wycliff, BMI—Bruner]  
- Bouncy effort here.

GLORIA LYNNE (Fontana 1567)

- LOVE IS (2:03) [Andrew Scott, ASCAP—Leigh, Haines, Webb]  
- Shuffling, easy going ballad for the room魏富 might could secure a chart berth for the lark.

- IT’S NOT THE TRUTH (2:41) [Andrew Scott, ASCAP—Leigh, Haines, Webb]  
- Rhythmic show tune on this side.

ETTA JAMES (Cadet 5552)

- I’M SO GLAD (2:56) [Arc, BMI-Smith, Dollison]  
- Strong, pulsating ditty holds potential for spins and sales gala.

- I PREFER YOU (2:54) [Arc, BMI—Higgins, Dollison]  
- Gutsy blues chunter on the flip.

TOMMY & CLEVE (Checker 1154)

- I DON’T WANT TO SHARE YOUR LOVE (2:56) [Chevis & Asect, BMI—Redd, Horne, Crosby]  
- Strong, pulsating R&B effort could win a chart berth for the duo.

- BOO-GA-LOO BABY (2:26) [Chevis & Asect, BMI—Barnes, Morris, Davis]  
- Driving, workout over here.

BARRIE CARR (Chess 1985)

- SHAKE YOUR HEAD (2:28) [Chevis, BMI—Miner, Smith, Jackson]  
- Powerpopped R&B session is liable to shake its way to the head of the chart. Eye this one.

- DONT KNOCK LOVE (2:25) [Chevis, BMI—Davis, Smith, Miner]  
- Same here.

LLOW FULSOM (Kent 465)

- TRAMP (2:55) [Modern, BMI—McCrackin, Fulson]  
- Rhythmic, thumping, pulsating, soft-stained, romantically-oriented, chant-like Blues effort.

- PICO (2:50) [Modern, BMI—Fulson]  
- More Blues on this side.

MAJOR LANCE (Okeh 7266)

- AIN’T NO SOUL IN These OLD SHOES (2:20) [T.M., BMI—Levine, Resnick]  
- Light, thumping, rhythmic effort thrust Lane to the fore. Don’t take your eye off it.

- I (2:38) [Saturday, BMI—Creeve, Knight]  
- Melodic chummer for the flip.

GARNET MIMMS (Veep 1225)

- ALL ABOUT LOVE (2:09) [Rosmara, Rumbalero, BMI—Ragnhild, Warren]  
- Rhythmic, romp could provide a chart berth for the charter. Watch it.

- THE TRUTH HURTS (2:59) [January, BMI —Diamond, Radcliffe]  
- Shuffling, nocturnal Blues.

UNIT FOUR PLUS TWO (London 729)

- I WAS ONLY PLAYING GAMES (2:40) [Apollo Ltd.]  
- Melody, Parker]  
- Easy-going, lighthy- cocked ballad effort could be a hit for a lot of air play. Watch closely.

- I’M NOT GOING TO NEW ORLEANS (2:30) [Moeller, Parker]  
- Funky rock romp.
JOAN ROBERTS
SINGS OF
Faith
Hope
Love

I BELIEVE
HALF OF MY HEART
DANNY BOY
SHADOW OF YOUR SMILE
VILLAGE OF BERNADETTE
OUR FATHER
WHERE CAN I GO
WISHING SONG
AVE MARIA
MOLLY MALLONE
I WISH YOU LOVE
STAR SPANGLED BANNER

STEREO
Bobby HEBB
his 3rd hit in a row!
LOVE ME
40421
Produced by: Jerry Ross
THE SPANISH FLEAS (Valiant 757)

(B+) FLEA-A-WANA BRASS (2:18) [Engineer, Sherman-DeVoron, BMI—Gallese, Abeyta] Cute, rodent-sounding effort.

WE THE PEOPLE (Challenge 59351)

(B+) ST. JOHN'S SHOP (2:20) [Bourne, BMI—Proctor] Wisful, swaying rock outing.

THE BLUES-DRENCHED BS (B+)

Swinging, kling, (B) THE HEAVY, (B) The Fabulettes (Sound Stage 7 2576)

(B+) SCREAMIN' AND SHOUTIN' (2:28) [Worboyswood, BMI—Gayden] Vigorous, bang-up rock outing.

(B+) I'M IN THE MOOD FOR LOVE (2:29) [Rabin, ASCAP—Fields, McHugh] Slow, deliberate rendition of standard.

ZERO MOSTEL (United Artists 51072)

(B+) COMEDY TONIGHT (3:07) [Burthen, ASCAP—Thorne, Sondheim] Frisky, bright rock from film “A Funny Thing Happened On The Way To The Forum.”

LEADING GENTLEMEN (United Artists 5018)

(B+) TO BE ON NOT TO BE (2:13) [H & L, BMI—Pivrotto] Wailing, frenetic rocker.

(B+) BABY, I WANT YOU (9:07) [H & L, BMI—Pivrotto] Quick, driving rock offering.

THE BOOGIE KINGS (Montel Michelle 984)

(B+) PHILLY WALK (2:17) [Red Stick, BMI—Theall] Thumping, rhythmic R & B.

(C+) WHEN SHE TOUCHES ME (2:22) [Brookminton, BMI—Varga] Blues-drenched R & B lid.

WINDSOR KING (Philips 40426)

(B+) MIDNIGHT HOUR (2:25) East, Cotillion, BMI—Pickett, Cropper] Solid treatment of while-backer.

BOBBY BELLE (RCA Victor 9049)

(B+) DON'T COME BACK TO ME (2:27) [Iles, BMI—Pine, Shaver] East, Cotillion, BMI—Pickett, Cropper] Guitar-picking, insistent rock offering.

BOBBY BELL (RCA Victor 9049)

(B+) DON'T COME BACK TO ME (2:27) [Iles, BMI—Pine, Shaver] East, Cotillion, BMI—Pickett, Cropper] Guitar-picking, insistent rock offering.

THE TRENDS (ABC 1081)

(B+) NO ONE THERE (2:12) [Big Impact, Fane, Yvonne BMI—Torres, BMI—Dorsey] Warm, romantic rock ballad.

(L) THAT'S HOW I LIKE IT (2:30) [Pamco, BMI—Dorsey] Shuffling, zest rock offering.

LITTLE JOHNNY TRUITT (A-Bet 9416)

(B+) THERE GOES A GIRL (2:55) [Excellore, Jamil, BMI—Truit] Mournful, sad, soulful R & B.

DOROTHY TRAYNOR (Savoy 51012)

(B+) I'M IN THE MOOD FOR LOVE (2:29) [Rabin, ASCAP—Fields, McHugh] Slow, deliberate rendition of standard.

(B+) MAKE IT HARD (2:41) [Don White, Janet Lee ASCAP—Shappiro, Mahoney] Same over here.

Record Reviews

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

All reviews are reviewed by Cash Box
Yesterday... his first ABC session.

Today... a hit!

FRANKIE LAINE

I’LL TAKE CARE OF YOUR CARES

Arranged by Peter DeAngelis

EV’RY STREET’S A BOULEVARD

Arranged by Oliver Nelson

ABC 10891

Produced By Bob Thiele
Mercury Execs Hold Chi Meet For '67 Plans

NEW YORK—Mercury Records continues its key personnel for a meeting this week (15, 16) at the company's headquarters in Chicago. Mercury Records will gather its key exec personnel for a meeting Dec. 15 and 16 at the firm's headquarters in Chicago to chart the company's course for the coming year.

Green stated that "although 1966 has been a truly banner year for our family of labels with many important hits, including several number one records by artists such as The 4 Seasons, Dusty Springfield, Bobby Hebb and The New Vaudeville Band, we cannot rest on these laurels and must look to the future to maintain this type of encouraging achievement."

Chaired by president Irving B. Green, the conclave will concern itself with review of the company's achievements during 1966 and move on to overall plans for recording, and merchandising in 1967.

Product Managers Alan Mink, Lou Simon and Lou Dennis of the Mercury, Philips and Smaah/Fntana labels, respectively, as well as national promotion directors Dennis Ganann, Marty Goldroel and Boo Frazier will be on hand along with act and advertising director Jim Ladwig and publicity director John Sippel to coordinate their plans with contingent of A&R personnel who will converge in Chicago.

Charlie Fich, vice president and director of recorded product, will lead his New York based staff of Hal Mooney, Luchi De Jesus, Jerry Ross, Artie Kornfeld and Dick Garby to the conference to be joined by Jerry Kennedy and Roy Dea of Nashville and Bob Sarempas from the Los Angeles Mercury office.

Also attending will be Lou Reitner, who heads A&R activity in Chicago and serves as import coordinator for material coming to the company from its many overseas affiliates via the world-wide Philips organization.

Musicor Links Tripp LP To His Xmas Flick

NEW YORK—Musicor Records has moved to set up a series of nationwide merchandising tie-ins through its distributors in connection with the opening of the film "The Christmas That Almost Wasn't," starring Musicor's Paul Tripp. Tripp is the host of the kiddie TV show "Birthday House," the spirit of which is also captured on Tripp's several Musicor "Birthday House" albums.

Last Christmas season, the New York area Korvette stores reported good sales of Tripp's first Musicor "Birthday House" LP. With the picture being shown on a national basis now, the label envisions a vastly increased sale of not only the "Birthday House" albums but a new Tripp-starring LP as well, based on his famous TV character, "Mr. I. Magination."

During the immediate pre-Thanksgiving period, Tripp made personal appearances in connection with his Musicor LP's at Korvette stores throughout the New York area. He later made a series of appearances at 30 theaters in the area showing his new film, which was produced in Italy earlier this year.

Musicor Sales vice president Chris Spinossi has contacted all the firm's distributors with regard to special displays in record stores and on racks of Tripp's entire Musicor product whenever the motion picture is showing. The picture itself is getting heavy newspaper advertising.

GOOD DEAL—At the recent Arthur Prysock-MGM signing (see story issue of Dec. 3) the inking was toasted by (left to right) MGM publicity director Sol Handwerger, producer Hy Weiss, artist relations manager Frank Manelli, Prysock, director of marketing Lenny Scheer and company proxy Mort Nastat.

Jay Hamilton Joins TAP In Promo Rep Slot

HOLLYWOOD — Former radio program-music director and deejay Jay Hamilton has joined Don Blocker's Hollywood-based record promotions firm, TAP (Talent-Artist Productions), as a promotions representative. Hamilton will be doing promotions for the firm in the Pacific Northwest, as well as California.

Before joining TAP, Hamilton had been associated with Radio Station KASH in Eugene, Ore., as program and promotions manager. He also has done recording supervision and songwriting for Jorden Music Inc. and Burdette Music Co. (BMI) of Seattle.

The Ideal Christmas Package

The RAMSEY LEWIS TRIO
SOUND OF CHRISTMAS

The RAMSEY LEWIS TRIO

Cadet Records

Cash Box—December 17, 1966
50,000 Sold First Week!

DON'T TAKE MY KINDNESS FOR A WEAKNESS

Earl Gains - HBR 510

B/W I HAVE LOVED AND I HAVE LIVED
Follow up to "THE BEST OF LUCK TO YOU" HBR 481

New from the Motion Picture "THE WILD ANGELS"

Blues Theme

The Hogs

HBR 511

Top Ten in Detroit!

SOUL SISTER — Four Gents — HBR 509
THE FIFE PIPER — The Dynatones — HBR 494

New LP Releases

THE AVENGERS
HLP 8506/8506
on ABC Network TV

The Best of Luck to You
HLP 8508/8508

THE FIFE PIPER
HLP 8509/8509

HANNA-BARBERA RECORD SALES INC.
3400 CAHUENGA BLVD., HOLLYWOOD, CALIFORNIA
On Wednesday, November 30, there appeared in The New York Post a feature story on the activities of Billy Taylor, a name that is well known to the followers of jazz. Because the article was written for the broad cross-section of readers, The Post and the author reached the surface, something understandable because of space limitations in a daily evening paper. The brevity of the article in no way diminishes the nobility of the intent to get the story across. In whatever space was allotted, Billy’s, 35, clarity was praised, as well he should be.

A Champ

This column is written strictly with a jazz attitude, and it permits us to go much more in depth in a part of life, jazz, than is possible, today’s writing will concern itself exclusively with the world of Billy Taylor. Because his functions are mainly confined to The Greater New York area, it will have something of a local flavor. But for those of us with an abiding interest in jazz, the qualities of life that a jazz musician will have a familiar ring, no matter where you live; for in each community, there is a Billy Taylor. One whose devotion to jazz places him a little bit above his fellow jazz players. In all his dealings, the degree of devotion is what makes him unique, and in no uncertain manner, let it be said, BILLY TAYLOR IS A CHAMPION!!!

The day that leaves very little time for resting, Billy conducts a daily jazz deejay show on radio, leads The Billy Taylor Trio for three nights a week at The Hickory House on 52nd Street in New York, and in his “spare time” Billy is often in other musical projects. The other projects might be harder to plan for, because of some of next year’s jazz festivals, or beginning outline for the 1967 edition of The Jazz Annual. Perhaps it will be as a consultant to some bewildered television producer or director who needs the guidance of one that Billy has to offer. In any event, it should be apparent to all jazz fans that Billy is a very busy fellow; those of us who know him, often reflect that in spite of his growing prominence, Billy has maintained the nice guy that he was before. That is far in itself is like a breath of fresh air, because, unfortunately, one of the more distasteful side effects of rapid and soaring a person’s character change, usually for the worse. If anything, Billy has got better with his increased popularity.

Dominant Jazz Voice

The time has come when, in New York City, there is a dominant jazz voice, the most powerful influence. His daily jazz show on radio in the prime time slot of 4:30 P.M. to 7:30 P.M. has been very largely responsible for this ascension, but not entirely. Billy’s honest and “no axe to grind” attitude has endeared him to one and all of the jazz community recognizes that BT tells it like it is. He also did a series of television shows on the newly opened UHF channel. Channel 11 has become the most sought after slot for jazz concerts in the Greater New York area, and it’s efforts, as Workshop co-ordinator and moderator of the late-night show, “The Jazz Lab”. His efforts have garnered him rave notices from the most difficult to please jazz critics. It would be safe to say that just about everyone of age as MR. JAZZ in New York.

In November, WLBD-FM, the radio station that bears the sound of Jazz in New York City, will in mid-month, every day a week, be an evidence of Billy’s dedication to Jazz. It was Billy who convinced Harry Novick, the station head of all jazz formats would be very well received in New York City. “After all, hadn’t it been done in several other metropolitan areas? If it worked elsewhere, certainly it would work in New York.”

These were the sentiments expressed by Taylor. So, with the acquisition of WLBD-FM license, WLBD began its menu of jazz for the hungry listeners and around New York City. First it was four hours a week, eight, now twelve, and soon, it is hoped twenty-four hours a day. When the “around the clock” policy is instituted, the biggest “thank you” should be accorded Billy Taylor. He, more than anyone else, will be responsible for its having come to fruition.

Dependent upon the amount of daylight that is dictated by the calendar, because WLBD-AM is a sunrise to sunset licensed station, some of its shows is simulcast on AM radio. The WLBD format is just about the only jazz that can be heard on standard radio in New York City. How about that for a format? Billy is the musical director for WLBD-FM, a job that permits him to inject his impeccable taste.

Faulty LP Format

Billy’s last recording affiliation was with Capitol Records, and left a limited edition to be defined from the writer’s point of view. Taylor is a jazz pianist, and his albums for Capitol strew to present him as a jazz flavored pop pianist, a fault not common only to the Billy Taylor Trio, but to Capitol’s concept, in general, where jazz artists are involved. And if you don’t think so, ask Howard Roberts, Junior Mance, Jack Sheldon, Joe Bucci, etc. Billy’s albums contained only short tracks, an apparent intent to get them played by pop stations. But it doesn’t work that way; unfortunately, this kind of programing even jazz deejays and it is too hip for the current crop of doctors. So, it doesn’t make it for anyone, really, and thus the Billy Taylor performer who wants to hear his record played by someone. To return to Billy Taylor, his current playing with his trio is more exciting than ever. He has a new record out, the way he and his guys play it nightly at The Hickory House.

The Billy Taylor Trio site of The Hickory House, is not new to Billy. He has many rights on The Street playing piano in his days of Bop. Yes, Billy’s got roots in jazz, and his playing today is the distillation of nearly a quarter century of playing professionally. Of course, to see Billy would make that statistic unbelievable; no one would concede that this young, soul looking man could be in his Silver Anniversary as a professional jazz musician.

The Jazzmobile

One of his pet projects is The Jazzmobile, which has just finished its second year of operation in New York City, and whose operation has been turned over to the most part, to Billy Taylor. The Jazzmobile is a concept of the benefit of “the out of New York Towers”, is a mobile idea of presenting the summer concerts in the summer in many of the lower income areas of Greater New York, many of those areas that have a prevailing interest in jazz, but lack the opportunity. The chance to participate in this program pleases Billy, doubly; first, it gives him a chance to help the music to many who, otherwise, would not have the chance to hear it played “live”; secondly, it gives Taylor the opportunity to provide work for many of his deserving Jazz musician associates. In its original design the cost of presenting The Jazzmobile was borne by The Musicians Union; however, this past Summer a local beer company was picked up the tab, something that gave heart to so many who had been working like mad to get a sponsor of stature to identify with jazz. The Jazzmobile Concerts are held outdoors, weather permitting, and they are wonderful for developing a rapport between, Billy and the listener. It is hoped that The Jazzmobile will be a permanent part of The New York scene, and that Billy Taylor will be a permanent part of The New York Jazz scene. They go nicely together.

Too often, unfortunately, the family of an outstanding personality gets lost in the telling of that person’s exploits. Knowing Billy Taylor, nothing could please him more than having his public know that so much of his inspiration comes from his wonderful family. Billy’s wife, the Theodora for whom he wrote his theme, is a lovely person, herself a musical talent. Teddy, as I’m sure she would rather be known, is the mother of four children, a son, Duane, and a daughter, Kim, born in that order about four years apart. And I, John the younger, and I suppose that should make Kim twelve. When it comes to the Taylor family, you can understand why, in spite of his many activities, Billy has time to spend with his dear ones. A guy would have to be crazy not to spend a lot of time with people as nice as that.

If this sounds as though it has turned out to be a personal statement to Billy Taylor, good!! It would be foolish to think of anyone who has, and continues to be, the outside speaker for Jazz. It becomes more sincere when the outside spokesman is himself an accomplished jazz pianist who can say it—and play it.

(Explore the article of Cash Box to permit me to sign off to this particular article because it has a personal flavor to it. Billy will know that I want everyone else to know how much I respect him and all that he represents.)

Atlantic Inks Keely Smith

NEW YORK—Keely Smith has had a long term, exclusive contract with Atlantic Records. The signing was negotiated with the artist’s manager, Joe De Caro, Kresky Enterprises, by Ahmet Ertegun, president of Atlantic.

(Barry Young Dies At 35)

Hollywood—Barry Young (C. L. Young, left) in his own right and as singer with the radio and concert trio "Billy Taylor & The Loungers" has been busier than ever. Since his singing debut in The New York World, Young is flying out to the West Coast shortly to range over his initial sessions for Atlantic.

Barry Young Dies At 35

PRETTY PLAQUE—Edie MacHarg (left) and holding is Mr. A. F. Fitzpatrick, with a plaque marking Eddie Fisher’s hit single “Games That Lovers Play” and the forthcoming hit that bears the same name.

Cash Box—December 17, 1966
That Lainie Kazan sure has what it takes.

And what it takes is a great tune like this!

Kiss Tomorrow Goodbye
b/w Sweet Talk
K-13657

Europe’s new hit song. America’s now TV star. And a single headed straight for the charts. It figures!

MGM RECORDS
MGM Records is a division of Metro-Goldwyn-Mayer Inc.
NEW YORK: Last week we discovered (everybody’s got to be a Lieber & Stoller, in a while) another club that, like the Improv, is well worth the attention of the cool set. The scene is the old Charlie Bates’ Saloon (on 1st Ave. near 14th) and the place is as close to the Met office. We told him that it was upside down. Presumably it’s the way things ought to be, whatever you look at it, it’s still a pretty place.

Larry Weiss is producing the next Shondells session. ... Cathy Carr is in the studio recording a new act from Dec. 15 through 31.

Vanguard’s Eric Anderson will be working the Cafe Au Go Go this week beginning Dec. 15. ... Anthony & the Imperials, who completed four sides and a new album with arranger-producer Ted Randazzo for their Mercury-United Artists label last week, Dec. 9, are being set for a 10-day tour of the south in mid-Jan. ... the Youngbloods, currently represented by an RCA Victor single “Grizzly Bear,” are packing ’em into the Komet. Aaron Neville has been signed for representation by Capitol Booking, according to their New York office.

Norm Rubin says that Jimmy Carson’s “Hey Leroy” on Smash is the biggest thing in Merrell’s catalog.

Seth Conners did a set at the Scene last week, and MCM shanter has been cited for an up-and-coming “Up Beat” TV show and will have its first deck released in Jan. “Cry Cry Cry” is the title.

Metro has added the Project 3 and Palmer labels to its list. Project 3 is represented by the Kissin Cousins “You Were Never There” and the Palmer debut is “Gunfied Goon” by the Inside Outs. According to Ron Palmer, the group is working on a new album. Catch Me In The Meadow” by the Klemmer Kats is also on the label. “Santa’s Got A Brand New Bag” by Jennifer Nolsoll on Swan; and, of course, “How Long Has It Been” by Sam The Sham on MGM.

Seth Conners has cut a single of “Come To The Mountain” and “Any Other Way.” Both tunes are from his new album, “Man With A Load Of Mischief.”

The Nondescripts at a gig at the一碗面 in mid-Dec. are working the 9th and will work Toledo’s Museum at the 13th.


YOUNGBLOODS

THOM CONNERS

EDE & KYLLING

Among the acts we saw. There’s a lot to be said for all of them as well as others. Most notably, the presence of the “Doo Wops” at the Met office. We told him that it was upside down. Presumably it’s the way things ought to be, whatever you look at it, it’s still a pretty place.

Larry Weiss is producing the next Shondells session. ... Cathy Carr is in the studio recording a new act from Dec. 15 through 31.

Vanguard’s Eric Anderson will be working the Cafe Au Go Go this week beginning Dec. 15. ... Anthony & the Imperials, who completed four sides and a new album with arranger-producer Ted Randazzo for their Mercury-United Artists label last week, Dec. 9, are being set for a 10-day tour of the south in mid-Jan. ... the Youngbloods, currently represented by an RCA Victor single “Grizzly Bear,” are packing ’em into the Komet. Aaron Neville has been signed for representation by Capitol Booking, according to their New York office.

Norm Rubin says that Jimmy Carson’s “Hey Leroy” on Smash is the biggest thing in Merrell’s catalog.

Seth Conners did a set at the Scene last week, and MCM shanter has been cited for an up-and-coming “Up Beat” TV show and will have its first deck released in Jan. “Cry Cry Cry” is the title.

Metro has added the Project 3 and Palmer labels to its list. Project 3 is represented by the Kissin Cousins “You Were Never There” and the Palmer debut is “Gunfied Goon” by the Inside Outs. According to Ron Palmer, the group is working on a new album. Catch Me In The Meadow” by the Klemmer Kats is also on the label. “Santa’s Got A Brand New Bag” by Jennifer Nolsoll on Swan; and, of course, “How Long Has It Been” by Sam The Sham on MGM.

Seth Conners has cut a single of “Come To The Mountain” and “Any Other Way.” Both tunes are from his new album, “Man With A Load Of Mischief.”

The Nondescripts at a gig at the一碗面 in mid-Dec. are working the 9th and will work Toledo’s Museum at the 13th.


YOUNGBLOODS
a wild new Ventures' single
NEW YORK—Epix Records is enjoying a "holiday sales surge" with LP and singles product doing well in several retail areas.

"Mellow Yellow" by the British vocal group The Rubettes, currently in No. 3 spot on the Top 100, eight weeks after its release. The record shows signs of following sales patterns established by young artist's "Sunshine Superman" single and LP. The LP is currently listed on the Top 100 Albums.

Vocally, Bobby Vinton has scored again with his latest Epic single, "Coming Home Soldier."

"The Eggplant That Ate Chicago," a single by Dr. West's Medicine Show and Junk Bond (released on the new Epic-distributed Go Go label) has been making noise, and is now making its way up the chart. Response has been such toward this recording, that Epic is rushing the group's debut LP, "The Eggplant That Ate Chicago" into release.

One of Epic's hottest vocal-instrumental groups, The Dave Clark Five, is currently represented on the charts with two LP's, "The Dave Clark Five's Greatest Hits," and "The Greatest Hits." Another popular British group, the Yardbirds, is making a strong showing with their single "Happenings Ten Years Time Ago."

In addition, the group is listed on the LP best-selling charts with "Over Under Sideways Down." A single entitled "Shapes In My Mind" by Yardbirds member Keith Relf is also showing some action.

David Houston has recently ridden high on the Pop as well as C&W charts with his hit albums, "Almost Persuaded." In addition, his latest single, "Where Could I Go (But to Here)?" is already listed high on the C&W chart, and Epic now reports that the flip side, "Loser's Cathedral" is also beginning to make an impressive showing. A new single, "Apartment #9" by songstress Tammy Wynette gives an indication of becoming another strong for Epic in the country field.

World Pacific Pushes Single On Soul City

LOS ANGELES—To bolster the release of a new single by the 5th Dimension, on Soul City Records, Macay Lipman, national sales manager of World Pacific, distributor of Soul City product, has planned an all-out campaign on the disk, which will include extensive trade advertising.

According to Lipman, Soul City's Marc Gordon, puts is currently represented on the charts with two LP's, "The Dave Clark Five's Greatest Hits," and "The Greatest Hits." Another popular British group, the Yardbirds, is making a strong showing with their single "Happenings Ten Years Time Ago."

In addition, the group is listed on the LP best-selling charts with "Over Under Sideways Down." A single entitled "Shapes In My Mind" by Yardbirds member Keith Relf is also showing some action.

David Houston has recently ridden high on the Pop as well as C&W charts with his hit albums, "Almost Persuaded." In addition, his latest single, "Where Could I Go (But to Here)?" is already listed high on the C&W chart, and Epic now reports that the flip side, "Loser's Cathedral" is also beginning to make an impressive showing. A new single, "Apartment #9" by songstress Tammy Wynette gives an indication of becoming another strong for Epic in the country field.

One of Epic's hottest vocal-instrumental groups, The Dave Clark Five, is currently represented on the charts with two LP's, "The Dave Clark Five's Greatest Hits," and "The Greatest Hits." Another popular British group, the Yardbirds, is making a strong showing with their single "Happenings Ten Years Time Ago."

In addition, the group is listed on the LP best-selling charts with "Over Under Sideways Down." A single entitled "Shapes In My Mind" by Yardbirds member Keith Relf is also showing some action.

David Houston has recently ridden high on the Pop as well as C&W charts with his hit albums, "Almost Persuaded." In addition, his latest single, "Where Could I Go (But to Here)?" is already listed high on the C&W chart, and Epic now reports that the flip side, "Loser's Cathedral" is also beginning to make an impressive showing. A new single, "Apartment #9" by songstress Tammy Wynette gives an indication of becoming another strong for Epic in the country field.

One of Epic's hottest vocal-instrumental groups, The Dave Clark Five, is currently represented on the charts with two LP's, "The Dave Clark Five's Greatest Hits," and "The Greatest Hits." Another popular British group, the Yardbirds, is making a strong showing with their single "Happenings Ten Years Time Ago."

In addition, the group is listed on the LP best-selling charts with "Over Under Sideways Down." A single entitled "Shapes In My Mind" by Yardbirds member Keith Relf is also showing some action.

David Houston has recently ridden high on the Pop as well as C&W charts with his hit albums, "Almost Persuaded." In addition, his latest single, "Where Could I Go (But to Here)?" is already listed high on the C&W chart, and Epic now reports that the flip side, "Loser's Cathedral" is also beginning to make an impressive showing. A new single, "Apartment #9" by songstress Tammy Wynette gives an indication of becoming another strong for Epic in the country field.

One of Epic's hottest vocal-instrumental groups, The Dave Clark Five, is currently represented on the charts with two LP's, "The Dave Clark Five's Greatest Hits," and "The Greatest Hits." Another popular British group, the Yardbirds, is making a strong showing with their single "Happenings Ten Years Time Ago."

In addition, the group is listed on the LP best-selling charts with "Over Under Sideways Down." A single entitled "Shapes In My Mind" by Yardbirds member Keith Relf is also showing some action.

David Houston has recently ridden high on the Pop as well as C&W charts with his hit albums, "Almost Persuaded." In addition, his latest single, "Where Could I Go (But to Here)?" is already listed high on the C&W chart, and Epic now reports that the flip side, "Loser's Cathedral" is also beginning to make an impressive showing. A new single, "Apartment #9" by songstress Tammy Wynette gives an indication of becoming another strong for Epic in the country field.

One of Epic's hottest vocal-instrumental groups, The Dave Clark Five, is currently represented on the charts with two LP's, "The Dave Clark Five's Greatest Hits," and "The Greatest Hits." Another popular British group, the Yardbirds, is making a strong showing with their single "Happenings Ten Years Time Ago."

In addition, the group is listed on the LP best-selling charts with "Over Under Sideways Down." A single entitled "Shapes In My Mind" by Yardbirds member Keith Relf is also showing some action.
B. B.'s BIG
WITH A BIG BLUES HIT!
NIGHT LIFE
b/w
WAITIN' ON YOU
ABC 10889

B.B. King

PERSONAL MGMT: Lou Zito Management Corp., 301 E. 73rd Street, New York City
THAT'S LIFE—Frank Sinatra—Reprise 1820/FS-1620

Here is a sure to please, powerpacked package from the old master himself, Frank Sinatra. The set includes such tunes as "I Will Wait For You" from "The Umbrellas Of Cherbourg," the title song, and "Winchester Cathedral." Sure to be a very popular package with all of Sinatra's many fans.

HUMS OF THE LOVIN' SPOONFUL—Kama Sutra KLP/KLPS-8854

Likely to be the Spoonful's most successful package to date, this one features their smash cuttings of "Summer In The City," and "Rain On The Roof" as well as their brand new single venture, "Nashville Cats." Sure to be a hot package with the group's ever widening circle of fans.

IF I WERE A CARPENTER—Bobby Darin—Atlantic 8D-8135

Darin's latest offering includes four Tim Hardin tunes in addition to his powerhouse deck of "If I Were A Carpenter." The title song, "Reason To Believe," "The Girl That Stood Behind Me," "Red Balloon," and "Day Dreamin'" are potent tracks. This LP is destined for a smashing trip to the top of the pile.

TIME AFTER TIME—Chris Montez—A & M—LP 120

Chris Montez delivers a batch of rock tunes in a smooth, effortless manner. "Time After Time," the title track, is currently on the charts. Other selections include "Our Day Will Come," "The Girl From Ipanema," and "What A Difference A Day Made." The artist's unique, individual styling assures the set of success.

RENAISSANCE—The Association—Valiant—5001

The Association presents a group of rock cuttings on this set. One track is "Pandora's Golden Heebie Jeebies," currently high on the charts. Other efforts include "Memories Of You," "Songs in The Wind," and "You Hear Me Call Your Name." The album should be a real crowd-pleaser and it's likely to see lots of chart action.

CABARET—Original Cast—Columbia KOS 3040

Upcoming casters will have to be on their toes to beat this one. One of the best musically and lyric-wise in several seasons, it's got plenty of melody and a point of view. Also, considering the book's hard-boiled nature, considerable charm. Most folks know the title song; they ought to get acquainted with lots more of the John Kander-Fred Ebb score. Joel Gray, Lette Lenya and Jack Gilford are the vocal stars.

(TURN ON) THE MUSIC MACHINE—Original Sound—LPM 3015/ LPS 8873

The Music Machine is in high gear on this LP, turning out such items as "Talk Tall," currently high on the charts, "Masculine Intuition," and "See See Rider." All twelve efforts were composed by Brian Wilson, except for his own guitar on the album. The set should serve as a fast-selling introduction of the Music Machine to the record-buying public.

BOOTS WITH STRINGS—Boots Randolph—Monument—MLP 8515/SLP 18065

Boots Randolph in saxophone interpretations of pop standard tunes. Among the tracks are "The Shadow Of Your Smile," "Dying For The Life," and "I Left My Heart In San Francisco." The artist plays a smooth, flowing sax which is backed by lush string arrangements. The album should find favor with devotees of good instrumental music.

POP BEST BETS

SAMBA SO!—Walter Wanderly—World Pacific—WP 1856/WPS 21856

Walter Wanderly's sound of this album is light-hearted, open, and fresh. Twelve sambas are featured on this LP, among them "Samba of My Town," "Samba De Bossa," and "One Note Samba." The organist plays with verve and gusto, and the set is sure to take off, helped on its way by lovers of good popular and jazz music.

WALKING HAPPY—Original Cast—Capitol SVAS 2631

"Walking Happy" is the original version of "Havana's Choice" for which Sammy Cahn & Jimmy Van Heusen have written pleasant, but all-too-predictable songs. The title song and "Use Your Noggin" are the kind of tunes that the songwriting team turn out so well and so often for the screen. This LP stars Lenny Welch, Richard[ier, Lisa Rose and George Rose, and the LP's producer, Dick Jones, who did a sparkling job.

JUANITA BANANA—the Peels—Karate—KLP 1402/KSD 5102

Melodic madness from South of the border, as witness the title track, "Juanita Banana," "I'm Henry The Eighth," and "Rosita Tomate." For lovers of Mexican ballads, there is "(Oh, Danny, Boy), The Pipes Are Leaking." This sort of whimsy is characteristic of the album, which should appeal to fans of musical satire.

OLE!—Manitas De Plata—Vanguard VRS-9224/VSD-79224

The music of the Gypsy is performed here by the renowned Manitas De Plata. He is vocally accompanied by Jose Reyes and Manero Bullardo, "Song Of Sara" is a guitar solo and is perhaps the most outstanding track on this thoroughly outstanding album. Should be a fast moving item destined for many a record collection.

MY WAY—Billy Eckstine—Motown—6416

Billy Eckstine displays his distinctive approach to a song on this LP. The artist renders such tunes as "A Warm World," "I'll Only Miss Her When I Think Of Her," and "Talk To Me." The singer evinces impeccable taste and authority in his song styling and his rich baritone voice is coupled with warmth and sensitivity. The album should move well with the artist's many fans.

LITTLE MILTON SINGS BIG BLUES—Checker—LPF 3002

A package of blues sung by Little Milton Campbell. The artist renders such items as "Feel So Bad," "Babe, Wake Up This Morning," and "Don't Deserve Me." Little Milton displays fine musicianship on this set which includes the standard, "Fever." Those who dig the blues will go for this LP in a big way.
AMERICA'S FASTEST BREAKING ALBUM AND SINGLE

PSYCHEDELIC LOLLIPOP
BLUES MAGOOS

FROM THE ALBUM ...THEIR HIT SINGLE
(We Ain't Got) Nothin' Yet

72622

Cash Box—December 17, 1966
NO DIRTY NAMES—Dave Van Ronk—Verve/Folkways FT/FTS-3009

Pure Blues by one of the foremost contemporary exponents of the idiom, Dave Van Ronk. "Zen Koans Gonna Rise Again," "Freddy," "Blues Chante," and "Alabama Song" are excellent tracks. This package is sure to be sought after by folk and blues buffs in general as well as by the artist's many fans.

TALK TO ME, TIGER!—Rita Moss—Dot DLP 3763/25763

Rita Moss sings with verve and feeling. The artist demonstrates great range in her performance. The disk features the title track, "Talk To Me, Tiger." Other offerings are "Red Balloon," "My Melancholy Baby," and "Fly Me To The Moon." The singer shows great artistry on this set which is certain to be popular with her fans and with those tuning in on her for the first time.

ALONE TOGETHER—32 of the Greatest Songs by Dietz & Schwartz—Evergreen 609145

Dietz & Schwartz? To the general public, this songwriting collaboration, (off-and-on for the last 40 years) may not be significant, but the team has produced many favorites (e.g., "Dancing In The Dark" and "Alone Together"). These and lesser known items of their early years are done in a manner that suggests that there is room for an "art song" approach to intelligent pop songs. Nancy Dussault, Karen Morrow, Clifford Daniel and Neal Kenyon are the fine spokespersons for D&S.

HEAT WAVE—Ahmad Jamal—Cadet LP/LPS-777

This is a sizzling hot offering of cool jazz from the Ahmad Jamal. Among the more outstanding tracks on the set are: "April In Paris," "Allison," "St. Thomas," and "The Girl Next Door." A more than welcome addition to any jazz record collection.

SPANISH RICE—Clark Terry and Chico O'Farrill—Impulse A/AS-9127

A delightful jazz romp featuring Clark Terry as directed by Chico O'Farrill. The title song is scheduled to be released, momentarily, as a single. "Que Sera," "Angelitos Negros," and "Macaroni" are other blue-ribbon tracks. Jazzophiles of all ages and descriptions are sure to sit up and take notice of this powerhouse set.


Mozart's "Symphony No. 36 in C Major, K. 425," also known as the "Linz" symphony, and "Symphony No. 31 in D Major," often called the "Paris" symphony, are masterfully interpreted by the Bavarian Radio Symphony Orchestra under the baton of Ferdinand Leitner. This album should find its way to many a classical record library.

BEETHOVEN PIANO TRIOS—Suk Trio—Crossroads 22-16-0070

A delightful classical package featuring the Beethoven piano trios as interpreted and performed by the Suk Trio. The "Trio No. 4 in D-Major For Piano, Violin, and Cello, Op. 70, No. 1" (also known as "Geistertrio") is a blue ribbon track. Likely to be a fast selling item with fans of the trio or of Beethoven.

PENNIES CANDY & OTHER TREATS—Frank Hubbell & the Stompers—Ato 33-196

Frank Hubbell & the Stompers in a bag of Dixieland interpretations. Included in the tracks are the title number, "Penny Candy," "Dawn In Anchorage," and "We Walk In The Black Forest." The group incorporates a touch of folk music that graces many of the arrangements. Dixieland fans should dig the sounds that are put down here.
ONE WEEK AFTER RELEASE

JUDY COLLINS
LATEST ALBUM
"IN MY LIFE"

HITS HIGH ON THE CHARTS

Mono EKL320
Stereo EKS7320

ELEKTRA RECORDS 51 West 51st Street New York City 10019 2, Dean Street London W.1, England

- 50% OF ALL ELEKTRA RECORDS HIT THE CHARTS.
Dot®
RECORDS PRESENTS
THE
BIG ONES

WINCHESTER CATHEDRAL
LAWRENCE WELK

ALFIE
BILLY VAUGHN

RHAPSODY FOR YOUNG LOVERS
Midnight String Quartet

THE GREATEST TALENT ON RECORDS

Cash Box—December 17, 1966
IT’S A BIG, WIDE WORLD OF
LEROY VAN DYKE

JUST COMPLETED:
1st STARRING ROLE
“WHAT AM I SIDING”
A LIBERTY PRODUCTION

The LeRoy Van Dyke Show
Booked solid for ’67

TV: “SWINGIN’ COUNTRY”
NBC-TV
Dec. 19, Jan. 5 & 6

Brand New Album!
“COUNTRY HITS”
Warner Bros. 5841

Current Single:
“ROSES FROM A STRANGER”
Warner Bros.

personal manager: GENE NASH
Goldwyn Studio, 1041 N. Formosa, Hollywood, California • NO. 9-0151
agency: HUBERT LONG TALENT
826 16th Avenue South, Nashville, Tennessee • 244-2424

public relations: HOFFMAN, PALADINO & LANDIA
London Set For 20th Anniversary Fete

NEW YORK—London Records announced the final plans and complete guest list last week for its 20th anniversary celebration and sales convention to begin in London on Jan. 15. The affair, which will last for eight days, promises the greatest single assemblage to date of the elite of the independent distributor corps. The overseas sales and anniversary safari also marks the first occasion on which all distributors for both London Records and the London American group have been assembled at the same function.

The week-long event will be hosted by Sir Edward Lewis, chairman of the board of the Decca Record Company Ltd. of England, parent firm of London Records. The delegation of American distributors and their wives, as well as the entire London Records executive staff, will be headed by D. H. Toller-Bond, president of London Records.

A tremendous array of new product is due to be unveiled to the distributors all day Tuesday, the wives in the party will be taken on a sight-seeing visit to Cambridge. The event will also include the Chipping of the Guard at Buckingham Palace on Wednesday, and at other times during the week, will visit the Cathedral, The Tower of London, the State Apartments at Windsor Castle, and Eton College. In addition to these planned sight-seeing junkets, free time will be made available to members of the party.

A formal banquet on Thursday evening will be hosted by Sir Edward and Lady Lewis. During the product presentation which will occupy the distributors all day Tuesday, the wives of the party will be taken on a sight-seeing visit to Cambridge. The event will also include the Chipping of the Guard at Buckingham Palace on Wednesday, and at other times during the week, will visit the Cathedral, The Tower of London, the State Apartments at Windsor Castle, and Eton College. In addition to these planned sight-seeing junkets, free time will be made available to members of the party.

The program of London executives and distributors and representatives of the leading American trade publications is to gather at The International Hotel, adjacent to the John F. Kennedy International Airport in New York, on Saturday evening (14) for cocktails and dinner. Following the banquet there will be a Sunday morning, the group, which is expected to number close to 150 persons, will leave for London via separate flights on BOAC and TWA.

A number of functions have been planned in addition to the actual product presentations. The entire staff of the Decca Record Company Ltd. will host a dinner on Monday evening, while the company's star roster of artists will be the hosts for a dinner on Tuesday. This will mark the first opportunity for a great majority of the distributors to meet the British recording artists who have given the London label its biggest sales year in history.

A formal banquet on Thursday evening will be hosted by Sir Edward and Lady Lewis. During the product presentation which will occupy the distributors all day Tuesday, the wives in the party will be taken on a sight-seeing visit to Cambridge. The event will also include the Chipping of the Guard at Buckingham Palace on Wednesday, and at other times during the week, will visit the Cathedral, The Tower of London, the State Apartments at Winds...
*THE BOB CREWE GENERATION pours it on!

NEW TITLE: "MUSIC TO WATCH GIRLS BY"

"THE GIRL WATCHERS"

Theme

c/w "GIRLS ON THE ROCKS"

DYNOOVOICE 229

A Bob Crewe Production

Arranged by "Hutch" Davie

The NEW Bob Crewe Orchestra
NEW YORK—The place was Carne-
gie Hall. The star was Judy Collins. Her five Elektra LP's have made her a guiding light in the folk field. She is second to only Joan Baez. Her sixth album has just hit the mar-
et. She has had a hot single recently and it is already on the Look-
king chart. The total sold show-
place is 80,000, and has been for sev-
eral weeks. Judy enters to a hearty round of applause and applause. The group behind her draws immediate attention to the guitar and bass there is a drum and a piano, but the best is yet to come. Judy runs thru a host of super tunes including the outstanding “Anthem.” Before the end of the first half of the concert the four musicians behind her are joined by a cellist. The first half ends to waves of shouts and applause. Everyone is poised for what is yet to come.

The orchestra is in place. The flutes and oboes are poised. The saxophonist is ready to go. The harpist tunes her instrument. Judy comes to stage cen-
ter without her guitar and swings into “World’s Most Wished.” After the first shock the audience settles into the music, enjoying with series of haunting tunes making full use of the wonderfully handled or-
chestra and her outstanding vocal.

Her song from Marat/Sade (which is on her new LP) sets the crowd on its collective ear. The con-
cert ends and the steady applause brings her back, guitar in hand and vocals singing. Judy Collins had sold a single encore. The song is from the movie—a cry of “keep the guitar.” but mostly there is a gentle nodding of heads and clapping as she walks off. Judy Collins has sold a ton of LP’s to a folk audience that has come to love and respect her. A couple of those LP buyers will not add another Judy Collins album to their collection. A few will say she has gone the way of so many others—are sold out to pop music. But for every fan that Judy loses by sing-
ing Bacharach-David, she will gain a thousand. "The World Is Upside Down.”

We’ll still love it when Judy finds time to sing “Balladine Run,” but when she hits that first note it brings the depth and strength of voice and the beauty ofan artist to her listeners to a much wider audience. We’ll love her all the more.

GLEN YARBROUGH

NEW YORK—Glenn Yarbrough is not unlike a man who scours dusty ant-
ique shops for unusual handcrafted artifacts which nearly everyone else seems to have overlooked. The tunes that he chooses for both his RCA Victor albums and his “live” concerts

REQUEST RECORDS, INC.
66 Mechanic St.,
New Rochelle, N. Y.

Leading in MUSIC OF MANY LANDS, broadly packaged, featuring:
AUSTRIAN, BRAZILIAN, CZECH,
ESTONIAN, FINNISH, GREEK,
GUINEAN, GYPSY, HEBREW, ISRAELI,
ITALIAN, JAPANESE, JEWISH, KOREAN,
LATIN, LATVIAN, LITHUANIAN, MEXICAN,
POLISH, PORTUGUESE, RUSSIAN,
SCANDINAVIAN, SPANISH, TURKISH,
UKRAINIAN, YUGOSLAVIAN, and others.

NOW DISTRIBUTED IN THE U.S.A.
BY RCA VICTOR COMPANY

“THE KENNY BURRELL
ALBUM HAVE YOURSELF
A SOULFUL LITTLE
CHRISTMAS IS ELECTRIFY-
ING! MR. BURRELL PER-
FORMS MAGNIFICENTLY.
MR. EVANS’ ARRANGE-
MENTS ARE BRILLIANT.
IT’S A FIRST RATE ALBUM
OVER ANY YULETIDE
ALBUM RELEASE
THIS YEAR.”

JOHN RUSSEL STORLIE

AMY-MALA-BELL
Special incentive program through Dec. See dists for details.


DIAMOND

PEACOCK-DUKE
Buy 7-and-get-1-free on entire catalog, including new LP’s. No expiration date has been set.

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

GOLDEN
Two free for every 10 albums purchased on entire catalog. Expiration date in-
definite.

VICTOR
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’

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

MERCURY
New 29 and Golden Hits LP’s at special discount over normal LP program. Expires Nov. 30.

NASHBORO
Buy 7-and-get-1-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
Discounts on new releases as well as entire catalog. SVP/SPS series are dis-
counted 10%; all other albums discounted 20%. No expiration date.

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

ROULETTE
Discount in free merchandise. Expiration date indefinite.

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

SIMS
Free with every 10 purchased on entire catalog. Expiration date.

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

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

AMERICAN AIRPLANE

HOLLYWOOD—With propellers spin-
ing, engines roaring and everyone on board doing handstands, the Airplane took off in grand style when they paid a return visit to the Whisky A-Go-Go.

A large audience gathered. They have added a new member to the group, Jorma Kaukonen, and the rest of the five includes: pilot, Marty Balin (doubles as the lead singer) Jorma on guitar, Jack Casady, bass player, Paul Kantner, lead gui-
tar, and Jack Spencer on drums.

Now a day it seems that every group has to be in some bag, we feel that the J.A. could do better in the “in some-
times, maybe, trying to be freaky but the music is important category.”
translation: contemporary folk-blues rock sound. The reaction to the group is that it’s something that is not true.

Donovan Renews Writer Deal With Southern Music

NEW YORK — British singer-song-
writer Donovan, who has enjoyed 11 hits and number one singles with "Sunrise Superman" and "Mellow Yellow," his first two efforts for Epic Records, has signed a new writer's contract with Southern Music. Ar-
ranging the deal was Peter Miller, who represents re-negotiation of the art-
ist's former Southern contract, were completed last week by his American business manager, Allen Klein, during a trip to London to end. The new contract will result in substantially increased earnings for Do-
novan over his former Southern deal.

Actually, Donovan and Southern will now deal directly with publishers in a newly

formed publishing firm, to be known as Donovan, Ltd., which already includes his two most recent hit single tunes as well as all of his former songs, among others: "Morning is Breaking," "Northern Song," "Sunrise Superman," "Mellow Yellow," "Peter Gunn," "Butch Cassidy," "Hurdy Gurdy Man," "Sunrise Superman," and "Mellow Yellow," his first two efforts for Epic Records, has signed a new writer's contract with Southern Music. Ar-
ranging the deal was Peter Miller, who represents re-negotiation of the art-
ist's former Southern contract, were completed last week by his American business manager, Allen Klein, during a trip to London to end. The new contract will result in substantially increased earnings for Do-
novan over his former Southern deal.

Jefferson Airplane

ACTUALLY, Donovan and Southern will now deal directly with publishers in a newly

formed publishing firm, to be known as Donovan, Ltd., which already includes his two most recent hit single tunes as well as all of his former songs, among others: "Morning is Breaking," "Northern Song," "Sunrise Superman," and "Mellow Yellow," his first two efforts for Epic Records, has signed a new writer's contract with Southern Music. Arr-
ranging the deal was Peter Miller, who represents re-negotiation of the art-
ist's former Southern contract, were completed last week by his American business manager, Allen Klein, during a trip to London to end. The new contract will result in substantially increased earnings for Do-
novan over his former Southern deal.

Jefferson Airplane

ACTUALLY, Donovan and Southern will now deal directly with publishers in a newly

formed publishing firm, to be known as Donovan, Ltd., which already includes his two most recent hit single tunes as well as all of his former songs, among others: "Morning is Breaking," "Northern Song," "Sunrise Superman," and "Mellow Yellow," his first two efforts for Epic Records, has signed a new writer's contract with Southern Music. Arr-
ranging the deal was Peter Miller, who represents re-negotiation of the art-
ist's former Southern contract, were completed last week by his American business manager, Allen Klein, during a trip to London to end. The new contract will result in substantially increased earnings for Do-
novan over his former Southern deal.

Jefferson Airplane

ACTUALLY, Donovan and Southern will now deal directly with publishers in a newly

formed publishing firm, to be known as Donovan, Ltd., which already includes his two most recent hit single tunes as well as all of his former songs, among others: "Morning is Breaking," "Northern Song," "Sunrise Superman," and "Mellow Yellow," his first two efforts for Epic Records, has signed a new writer's contract with Southern Music. Arr-
ranging the deal was Peter Miller, who represents re-negotiation of the art-
ist's former Southern contract, were completed last week by his American business manager, Allen Klein, during a trip to London to end. The new contract will result in substantially increased earnings for Do-
novan over his former Southern deal.
Mamas And Papas Album Hits Million Dollar Mark

NEW YORK—ABC Records' Dunhill label continues to enjoy good sales for the latest release of the Mamas and the Papas. The Record Industry Association of America recently officially certified the group's second album, called "The Mamas in, at All Places, Glendale." They were the first to present Tim Morgan to west coast audiences, most recently it was the Association. This time they did themselves, as if finding one of the key advantages of the group's three releases in a row, with only two, and both on the same bill! The dynamic duo consists of one part Knack and one part Lee Mallory which one equal fantastic talent, and the power of which both are completely different. Complete with fire crackers (literally).

The Knack have all the earmarks of being just about ready for the big time circuit. Except for some sharp impersonations, they stick almost entirely to the covers of songs. The impersonations include such well known artists as the Rolling Stones, Elvis Presley, Sonny and Cher (we weren't sure which was supposed to be Cher and Sonny and the Pacemakers). Lead singer, Mike Chain, quipped, "I really admire a guy (Gerry) that can smile all the time, especially when his hair is thinning." For good measure they even threw in their unique version of Connie Francis' top notch arrangement of a song called "The Spell" saved it from being what otherwise might have been rather bland. They did a bang up job on such solid rock numbers as "Time Waits For No One," "My Heart Says Yes But My Prada Says No" and the song that is soon to be released on Capitol, "I'm Aware." For a change of pace they showed they knew how to handle a soft ballad such as "Sunshine And Rain" and a particularly beautiful song "Girl With The Dark Brown Eyes." For their closing number they did "Smokesmack And Lightning," which happens to be just about the hardest rock number that we have ever come across. I shook the Ice House to the very roots (that is where the freecamers came to), and the Snowcased Dog Baker, one of the most electrifying young drummers to come along since Gene Kuroda. Lead guitarist, Dick Kaplan and bass player, Larry Gould, both fine musicians who have been with the group for a few minutes and then left him alone to beat the skins for a good solid minute. Lee Mallory has the soul and the talent, and he knows what to do with them, it's as simple as that. Right now he seemed a little restrained and nervous on stage last night that will soon pass. His version of "Hey Joe" is just about the best one that we have seen lately. He has a way of making a song like that grow with intensity, while building to the climax without actually singing much louder. From there he goes into an old Irish love song "Will You Go Lassie, Go." He displays another facet of his character and style with a number dedicated to Cass Elliot (of the Mamas & Papas) entitled "Fat Angel." It's very reminiscent of a Donovan type of song. Through-out the show Lee was backed by three superb musicians, Butch Parker on bass guitar, Ben Benet on lead guitar and Toxie Sewell on drums. His standout number for the show would have to be a song that he recorded for Vallent Records called "That's The Way It Has To Be." After hearing that song, it seems sad that true, a hit record can most certainly get lost. Hopefully, Lee Mallory won't get lost, for he is truly a fine artist. Between the Knack and Lee Mallory, it was a most enjoyable evening.

Hodes Talks, Talks Things Over With His Clients

NEW YORK—Lennie Hodes, head of Spectotorious Music Corp, and Concerts, Inc., has been, and also represents many of the top English publishing firms has just completed a successful trip to Europe with various members of the firm's he represents. A number of meetings were held with Larry Page of Page One Records Ltd. a part of the Dick Tracy Organization. They have been very successful in England as well as the U.S. Pages was seen by The Troggs and discussion with Page where held over the increased activity in the English market for new releases.

Said in order came Harold Geller, head of Lynn Music Ltd, whose recent smash hit "Bend It," which was recorded by Joe Dee, Jerry Del, Miki & Chik on Fontana, is published in the US by Spectotorious. Important talks followed, with various publishers as well as soundtracks that George Hodes is publishing in the next several months.

George Martin and Ron Richards of A.R.K. Productions Ltd, who between them record such top artists as The Beatles, composed disarrivals of Black Gery & The Pacemakers, also held several meetings with Hodes and Page One records. For 5 days of meetings with various record labels and important announcements concerning these meetings will be made within the next couple of weeks.

Upon his return to New York official and additional meetings were held with Charles Silver the chairman of the board of Northern Songs Ltd, the Jazz House, and Eddie Gaskin. These meetings concerned the growth in the US of the Dick Tracy and Price Organization and plans for its further expansion.

Several talks were held with Ralph Walker of The Noel Gay Music Co., Ltd whose U.S. publishing operation is handled by George Hodes organization. The parent firm in England hands them John L. Peter & Gordon, Paul Jones, George Martin, Danny Williams, TV personally, Dave, Fred May were shown the songs, written and recorded by these artists are published in the USA by Felicia Music Co. Inc.

Hodes flies to London on Jan. 1st for formal talks and additional meetings. Dick James and Charles Silver on future plans for the Dick Tracy Organization. After a week in London he will fly back to New York for one more week of talks and then to be present at the first MIDEIM Festival in Cannes, France.

Currently, the Hodes Group is working on such hits as, "Stop Stop Stop", "I've Never Loved Somebody"—The Searchers, "Kapp", "Bend It"—Dave Dee, Dozy, Beaky, Mick & Chik (Fontana), "I Love Your Dog"—Cat Stevens, "Beep—David & Jonathan (Capitol), "Fill The Flea"—The Sidekicks (RCA), "For No One"—Wayne Gibson (Tower), "If You Love Me"—George Martin LP (U.S.A.), March with The Beatles LP (The Band of the Irish Guards (Tower) and the soon to be released smash hit record "Open Close Open" by Where Own Val Donocean (Press).
Viva's Box Score: Batting A Cool 1000

HOLLYWOOD—Just a week or two short of six months since Viva Records was formed on the coast, the label has been batting close to a 1000 on its “minimum of product” policy. With just two albums and three singles in the catalog, Ed Silver, vp in charge of sales and promotion, points to three chart singles (Shindig’s “Who Do You Think You Are,” Sonny Curtis’ C&W “My Way Of Life” and current #39 CIR charter “Questions And Answers” by the In Crowd) as well as a promising album titled “Rhapsodies For Young Lovers” by the Midnight String Quartet, already moved the 200,000 sales figure. Dot Records, which distributes the label on an exclusive basis, is presently pressing and shipping an additional 100,000 for the expected seasonal sales demand.

The lush classical treatment of recent soundtracks was cut by president and A&R director Snuff Garrett almost four months back, released in August in an attempt to develop a standard catalogue group for the label. First indication of its potential was at Art Grohart’s Discount Record Center in L.A. where album took off simply because of in-store turntable exposure during the evening hours. Dot went on a national campaign for consumer oriented promotion with heavy emphasis on stereo FM airplay as well as “soft sound” AMers. Album has already passed the 100,000 figure in N.Y. alone, according to Silver. Midnight String Quartet, heretofore a studio foursome, has recently been organized for bookings with Lenny Ponz-touch in association with Viva, managing the group. Already set for the Hollywood Palace, Danny Kaye and Ed Sullivan shows, the combo is being booked through William Morris. Second Midnight LP is being prepared for early ’66 release along with a single “You Don’t Have To Say You Love Me” (a cut from the current album) b/w “Lonely Bull.” Another Viva single set for January release is by a new hard rock group, Second Helping and the “Losing Downstairs” LP. 

CHRISTMAS RECORD ACTIVITY

ALBUMS

1 THE DEAN MARTIN CHRISTMAS ALBUM (Reprise R R 6222)
2 NAVIDAD CHRISTMAS (Columbia CL 1595/CS 9357)
3 THE RAMSEY LEWIS TRIO: MORE SOUNDS OF CHRISTMAS (Cedart LP/LPS 758)
4 ELVIS: IF EVERY DAY WAS LIKE CHRISTMAS (RCA Victor LP/LPS 8556)
5 HOW THE GRINCH STOLE CHRISTMAS (Capitol LP/LPS 2616)
6 A MERRY MACKINZI CHRISTMAS (RCA Victor LP/LPS 2612)
7 MERRY CHRISTMAS Johnny Mathis (Capitol ST 2165)
8 A MERRY CHRISTMAS Nat King Cole (Capitol ST 2067)
9 SONGS FOR CHRISTMAS Mahalia Jackson (Capitol ST 2087)
10 CHRISTMAS WITH BUCK OWENS (RCA Victor LP/LPS 2296)
11 MERRY CHRISTMAS Supremes (Motown M/S 638)

UPCOMING EVENTS

A Schedule of Major Industry Events in the Coming Months

EVENT DATE PLACE
SAN REMO FESTIVAL JAN. 26-29 SAN REMO, ITALY
NARM (RACK JOBBER) CONVENTION MAR. 5-10 CANNES, FRANCE
NARAS GRAMMY AWARDS MAR. 7 NEW YORK, CITY, LOS ANGELES, NASHVILLE
FRIENDS OF BOB BURTON MAR 21 DINNER-DANCE
NAB (BROADCASTERS) CONVENTION APRIL 2-5 NASHVILLE, TENN.
COUNTRY MUSIC WEEK OCT. 19-21

HE'S COMING, LOVERS

ALVIN CHRISTY IS COMING!

"FROM THE DAY I RECEIVED KENNY BURRELL'S HAVE YOURSELF A SOULFUL LITTLE CHRISTMAS, I'VE HAD TO USE AT LEAST ONE TRACK FROM IT EVERYDAY. IT'S THAT TASTY AN ALBUM."

BRIAN STONE, CHARLIE GREENE

Bell/Greene-Stone Deal

(Continued from page 7) ped in their first business venture—a N.Y. public relations firm—when a newspaper writer covered their story.

CHRISTMAS SONGS

THE MORMON TABERNACLE CHOIR SINGS CHRISTMAS CAROLS (Columbia ML 6177/MS 6777)
ELVIS PRESLEY CHRISTMAS ALBUM (RCA Victor LP/LPS 1951)
THE MEANING OF FRED Waring (Capitol T 57450)
BEACH BOYS CHRISTMAS ALBUM (Capitol T/ST 2162)
MERRY CHRISTMAS Johnny Mathis (Capitol CL 1194/CS 8095)
A MERRY CHRISTMAS Nat King Cole (Capitol ST 2165)
THE CHRISTMAS SONG Nat King Cole (Capitol ST 2067)
SONGS FOR CHRISTMAS Mahalia Jackson (Capitol ST 2087)
CHRISTMAS WITH BUCK OWENS (RCA Victor LP/LPS 2296)
MERRY CHRISTMAS Supremes (Motown M/S 638)

IF EVERY DAY WAS LIKE CHRISTMAS (RCA Victor 9590)
SLEEP IN HEAVENLY PEACE (United Artists 2513)
LITTLE DRUMMER BOY (United Artists 3006)
PLEASE COME HOME FOR CHRISTMAS Charles Brown (King 5405)
CHRISTMAS EVE IN MY HOME TOWN Kate Smith (RCA Victor 9007)
LITTLE DRUMMER BOY Harry Simonee Charole (20th Fox 5334)
SANTA LOOKS A LOT LIKE DADDY Buck Owens (Capitol)
WHITE CHRISTMAS Bing Crosby (Columbia 31778)
SILVER BELLS Al Martino (Capitol 3311)

SILENT NIGHT

"Good Night & Tranky (United Artists 1466)
JINGLE BELL ROCK

Bobby Helms (Decca 32513)
LONESOME CHRISTMAS

Lowell Fulton (Hollywood 1022)
ROCKIN' AROUND THE CHRISTMAS TREE Brenda Lee—(Decca 30776)
THE STORY OF THE FIRST CHRISTMAS CAROL

Mike Douglas (Epic 10089)
ALL I WANT FOR CHRISTMAS IS YOU

Carr Thomas (Stax 366)
RUDOLPH THE RED NOSE REINDEER

David Seville & Chipmunks (Liberty 53529)
THE CHRISTMAS SONG

Net Cole (Capitol 3561)

UNDISTORTED VIEW—Music biz vet Richle Beck (second from left) recently expanded his talent roster with the signing of a Birmingham group known as the Distortions. Looking on (right) is WSGN deejay Dave Roddy, who's responsible for breaking the group's first Smash record, "Behind My Wall," in that same town.

Cash Box—December 17, 1966
Columbia’s Distributon Open To Distributors

NEW YORK—Columbia Records has released three new LPs for the Dec. The trio of disks include Paul Revere and the Raiders “The Devil’s Music” and the Byrds “Sweet Sounds of Summer.”

Col. Bows Three Sets

NEW YORK—Columbia is releasing three new LPs for the Dec. The trio of disks include Paul Revere and the Raiders “The Devil’s Music” and the Byrds “Sweet Sounds of Summer.”

Tony Randall Cuts Album For Mercury

NEW YORK—Tony Randall, star of stage, screen and TV, has signed an exclusive recording pact with United Artists Records, according to an announcement by the label’s vice-president, Tommy Weekend. Randall, whose frequent appearance on the ABC-TV’s “The Odd Couple” Show have included rather accurate take-offs on the quivering tenor of Carmen Calloway, has lent his name to a number of vintage favorites in his acclaimed recording. In addition, he will also render his special interpretation of the current hit “Win-

DGG Re-Links Kubelik

NEW YORK—MGM’s Deutsche Grammophon artist Rafael Kubelik has signed a long-term, exclusive renewal with Decca Records. The signing calls for recordings of several major Mahler symphonies. Formal announcement of the new contract, which had been in the works for months, has been made.

Valiant

(Continued from page 7)

Valiant (Continued from page 7)

[...]
LAST CALL

The Big Year-End Issue of Cash Box

"THE WORLD OF RECORDING ARTISTS 1966"

A complete report on the Top Artists, Top Records, Top Songs & Top Publishers of 1966

DEADLINE: DEC. 15
(ISSUE DATED DEC. 24)

Make sure your message is in this Edition
THE CASH BOX

COUNTRY REVIEWS

YOU BEAT ALL I EVER SAW (2:06) [Cash]
PUT THE SUGAR TO BED (2:20) [Cash, Carter]
JOHNNY CASH (Columbia 43921)
"You Beat All I Ever Saw" is already making noise for Johnny Cash and may well turn into another "The One On The Right Is On The Left." A funky, self-penned item, the tune has a good, strong sound and should soon have Cash registering. "Put The Sugar To Bed" is a light, brassy ditty.

WE LOSE A LITTLE GROUND (2:32) [Newkeys, BMI—Baha]
DROPPING OUT OF SIGHT (2:41) [Newkeys, BMI—Hall]
JIMMY NEWMAN (Decca 32067)
With his "Unwanted Feeling" just recently dropping off the charts, Jimmy Newman should soon be gaining a new chart position via "We Lose A Little Ground." Country fans and spinners may go for this blues-laced, feelingful ode. "Dropping Out Of Sight" also features a tale of woe.

I CAN'T TAKE IT NO LONGER (1:58) [Ly-Rann, BMI—Vickery]
YOU CAN HEAR A TEAR DROP (2:34) [Ly-Rann, BMI—Vickery, Wiggins]
HANK WILLIAMS, JR. (MGM 13410)
After coming real close to the top last time out with "Standing In The Shadows," Hank Williams, Jr. shoots for the heights once again with "I Can't Take It No Longer." This one is a complete change of pace to a rock-flavored stomper. Watch it. "You Can Hear A Tear Drop" is a lowdown weeper.

DON'T PUT YOUR HANDS ON ME (2:09) [Novachaminjo, BMI—Mann]
STAY OUT OF MY DREAMS (2:13) [Novachaminjo, BMI—Mann]
LORENE MANN (RCA Victor 9045)
Lorene Mann has penned a potent deck which may establish her more firmly in the country field. Top side, "Don't Put Your Hands On Me," is a pop-flavored, Tijuana-type thumper with a "Don't Touch Me" message. "Stay Out Of My Dreams" is a waltz-time blueser.

Newcomer Picks

SHE'S THE WOMAN (2:30) [Archam, BMI—Cummings, Cummings]
THERE'S SOMETHING funny going ON! (1:56) [Newkeys, Tuckahoe, BMI—Pennings, Smith]
BARBARA CUMMINGS (London 104)
London Records makes a strong bid to break into the country market with this Barbara Cummings debut called "She's The Woman." The songstress comes across with an emotion-filled, woody stand that could well be the beginning of big things for her. "There's Something Funny Going On!" is a bouncy tale of bad news.

SAY NO TO YOU (2:02) [Acuff-Rose, BMI—Newbury]
MAKE ME BELIEVE (2:00) [Acuff-Rose, BMI—Newbury]
MICKEY GILLEY (Paula 256)
Could be chart action in store for Mickey Gilley and this tale of woe called "Say No To You." Mickey delivers a real slow-paced weeper that could well cause deejays to sit up and take notice. Flip, "Make Me Believe," is shuffler in a romance-oriented theme.

Cash Deal

Saul Halfl (right), personal manager of Johnny Cash, and Lucky Moeller got together recently to conclude deal whereby the Moeller talent stable will act as exclusive agent for the Johnny Cash Show for rodeos and fairs during this coming summer (July—Sept.). Appearances have also been set up between the two during April and May.

C & W CHRISTMAS REVIEWS

CHRISTMAS IS LONELY (2:33) [Unart, BMI—King, Deen]
SAJO (2:10) [Moss Rose, BMI—Mills]
DEL REEVES (United Artists 50115)
The season gets a little more illumination as a result of Del Reeves offering of "Christmas Is Lonely." Tune is a plaintive, tear-tugging seasonal outing that spice up many a listener's holiday. The undercut, "Sajo," is a cute, bouncy Yule session that should also get nice action.

JINGLE BELL HEART (2:15)
[Al Gallico, BMI—Peters, Dale (Lockwood)]
BOB LOCKWOOD (Country/Politan 111)
Country spinner Bob Lockwood can count on "Jingle Bell Heart" to get a heap of action from his brothers jocks throughout the land during the Yule season. Catchy, happy-go-lucky bouncer looks good. Also looking good is "Avenue Of Tears," a non-seasonal blueser that could hang around for after-holiday action.

MITCHELL TOROK (Reprise 0541)
(11) INSTANT LOVE (2:15) [Smooth, Noma, BMI—Torok, Redd] Vet hitmaker Mitchell Torok could make it back on the hitville scene with this rompin', lighthearted ditty.
(B) I LET THE HURTS PUT ME IN THE DRIVER'S SEAT (2:16) [Smooth, Noma, BMI—Torok, Redd] This one is a cute takeoff on the popular slogan.

CHARLIE SMITH (Chart 1405)
(11) DADDY WHERE IS MOM- MY (2:30) [Yonah, BMI—Woods] Here's an effort that Charlie Smith that may open many doors for the songster. A bittersweet, mournful sound, this one could catch on.
(B) HALF INDIAN, HALF BULLDOG (2:33) [Peach, Sesac—Smith] Flip is a fun-filled novelty bouncer.

RAMONA REED (Challenge 59349)
(11) VOLUNTEER FOOL (2:26) [4-Star, BMI—Mills, Burgess] There might be big things in store for Ramona Reed as a result of this nicely handled effort. Tune is a thumpin' blueser that merits a listen.
(B) LONELY HEARTS DO FOOLISH THINGS (2:16) [4-Star, BMI—Pitts] More tears here, but in a shuffling vein.

A GREAT NEW LP!
JOHNNY WRIGHT'S
"COUNTRY MUSIC SPECIAL"
DECCA DL 4770

SOMETHING EVERYONE SHOULD KNOW!
CLAUDE KING'S
HIT
"LITTLE THINGS THAT EVERY GIRL SHOULD KNOW"
Col 43867

Exclusive Management and Bookings:
HUBERT LONG TALENT AGENCY
806 16th Avenue South; Nashville, Tenn. (615) 244-2424

Cash Box—December 17, 1966
**INITIAL SMASH RESPONSE!**

**"A Country Boy’s Dream"**

CARL PERKINS

DOLLIE 505

Dist. by Laurie Records, Inc.

**SPREADING NATIONALLY!**

**"TEARS IN THE CLOUDS"**

MARTI BROWN

DOLLIE 503

Dist. by Laurie Records, Inc.

CEDARWOOD PUBLISHING 815 15 Avenue So. Nashville, Tenn.

**COUNTRY ROUND UP**

It's been decided that Connie Smith's backup group has remained marriaged for too long and the boys have finally been given the title of the Sundowners. The fourroom, which was formed earlier this Fall to accompany Connie on all her appearances, consists of steelman Weldon Myrick, guitarist Jack Watkins, bassist Larry Fullman and drummer Lee Taylor.

When anyone asks Sonny James how far his popularity ranges, he can say "From Nashville to Paris!" And it's true! Last month, while Capitol Records was busy hosting its "Sonny James Month" the length and breadth of these here Yeastinated States, there was a special "Sonny James" day held in Paris...Paris, Kentucky, that is. Sonny and the Southern Gentlemen headlined a package there (Nov. 29) on behalf of the Paris-Bourbon County Junior Chamber of Commerce, a show which will no doubt keep the fans buzzing for quite a while.

Wanda Jackson along with her band, the Party Timers, has just returned from her third European circuit...her first tour it was. She appeared on several German TV shows and recorded another top ten hit in the German language (making a total of twelve German songs that she has cut thus far). Wanda, by the way, has a very successful track record in Wanda, with a string of chart items already to her credit. (It's a very strong possibility that she's Capitol's No. 1." seller in that part of the world.) After the TV shows and the recording sessions Wanda and the boys appeared at 15 different military bases in Germany and France, and, according to Wanda Jackson Enterprises, every show was a sellout. Now that she's back in the States she'll be touring New Mexico, Arizona, Texas and Colorado until Dec. 18, after which she'll take a well-deserved rest for the Christmas holidays.

Speaking of Christmas, it's a little early to be wishing everyone a Happy Holiday, so we'll hold back with most of you. But we would like to say a special word or two to Mrs. Jones, probably the staunchest of country fans and a friend to everyone associated with country music (in just about every category). We hope that this season is your happiest ever and that the coming year brings everything you could possibly want. And thanks, Mrs. Jones, just for being there. We're sure a lot of people would join us in thanking you for all you've done for them, if only they knew.

Scientists claim that some of the most brilliant ideas are conceived in the wee hours of the morning. The theory seems to be supported by WHO-Des Moines jock Mike Hoyer, who was recently visited by a touring Billy Walker, and who, at 1:30 A.M. came up with the magnificent scheme to have a giveaway for his listeners. The giveaway consisted of ten copies of Billy's latest album, "A Million And One," which were offered to the ten people to call from farthest point within 30 minutes. A total of 90 calls came in, for the half hour with such distant areas codes as 503 (Ore.), 416 (Ontario), 617 (Mass.) and 914 (N.Y.) represented.

Back is due out with a new single and a new album, according to Capitol's Wade Pepper. The single will be titled "Where Does the Good Times Go" and the LP will be dubbed after his latest hit, "Open Up Your Heart."...Molly Bee is also set to release a new LP, on MGM. This one tabbed "Molly Bee's Singing Country."...Curley Putman's "grass" has just got bigger and better. The Putman-penned "Green, Green Grass Of Home," which has already hit in the hands of Johnny Carroll and Porter Wagener, in addition to pulling in some coin for Jerry Lee Lewis, is now starting to stir up nice action in the hands of Tom Jones (you know him—he sings that pop music). ...The Stonemans

(Continued on page 55)

**COUNTRY LP REVIEWS**

**THERE GOES MY EVERYTHING**—Jack Greene—Decca DL 3415/74843

Jack Greene came out nowhere with his "There Goes My Everything" single, which is still rocketing up the charts, and wasted no time cashing in on this success with LP. Titled with the same name, this one is a collection of some of the biggest country tunes of the past year or so, each receiving an excellent treatment from Greene. With tracks like "Almost Persuaded" and "Make The World Go Away" this one is a winner.

**SWINGIN’ COUNTRY—Rusty Draper—Monument MLP 5956/SLP 16062**

With a built-in market via his "Swingin' Country" TV audience, Rusty Draper should score well in the sales department with this performance. Both pop and country fans may be out for this one, which features such juicy items as "Mystery Train" and "You Can't Be True Dear," as well as "Folsom Prison Blues," all done up in lush, full-bodied arrangements.

**TWIN ACTION!**

*MICKEY GILLEY*

Peggy Paxton

Peggy Paxton

Paula 256

D.J.'s Write for samples:

J.R. STARK & SONS RECORDS

6130 ASPEN HICKORY LANE

Phone 313/422 7182

**DOUBLE BARRELED FAMILY**—Bob Neal (right) head man of his own talent and booking stable in Muscle City, smiles as he expands his roster by two with the signing of Liz (left) and Lynn Anderson for bookings in all but the West Coast area. The two gals are in strong competition record-wise, as mother Liz holds down the 41 spot on the Cash Box Top 50 and daughter Lynn follows right behind in the 48 position. Also shown is the junior member of the Neal organization, Sonny.
SMILING IN THE CHAPEL—Everyone is all smiles in this scene from the recent wedding of Barbara Stoneman Asbury and Jerry Monday in Music City's Belmont Baptist Church. Aside from the usual things of more prosaic import, the wedding ceremony included the exclamation of the well-known member of the performing Stonemans into the real-life Stoneman family. The principals of the wedding are pictured above.

Pitney's First Film To Be Shot In Italy

NEW YORK — Gene Pitney, Musicor Records Songwriter, has announced plans to produce a 90-minute film in Italy, immediately following his appearance there Jan. 27-29 at The San Remo Festival. The script will be based on the title of whichever of the two songs Pitney plans to sing at the Festival reaches the highest level in the voting. The film will be produced by Pitney and will be packaged for the American market by the William Morris Agency.

The appearance at San Remo marks Pitney's return after three recent consecutive monthly TV engagements there. Last Jan., the singer's Festival performance earned him second place, the highest finish in that contest to date for an American. The song selection at that time was "Nessuno Mi Puo di Guidicare."

Pitney will also be seen shortly in principal American market in a video tape shot recently for the Top Of The Tops TV program in England, featuring the artist performing his new

Husky And Guitar Join 'Toys For Tots' Roster

BAKERSFIELD—The Second Annual presentation of the Buck Owens "Toys For Tots Show," to be held at the Bakersfield Civic Auditorium, has expanded its artist lineup to include the talents of Vern Elton and the New Hoyt Axton Band, and will be featured as the American market by the William Morris Agency, the event will be produced by Pitney and will be packaged for the American market by the William Morris Agency.

The appearance at San Remo marks Pitney's return after three recent consecutive monthly TV engagements there. Last Jan., the singer's Festival performance earned him second place, the highest finish in that contest to date for an American. The song selection at that time was "Nessuno Mi Puo di Guidicare."

Pitney will also be seen shortly in principal American market in a video tape shot recently for the Top Of The Tops TV program in England, featuring the artist performing his new

Husky And Guitar Join 'Toys For Tots' Roster

BAKERSFIELD—The Second Annual presentation of the Buck Owens "Toys For Tots Show," to be held at the Bakersfield Civic Auditorium, has expanded its artist lineup to include the talents of Vern Elton and the New Hoyt Axton Band, and will be featured as the American market by the William Morris Agency, the event will be produced by Pitney and will be packaged for the American market by the William Morris Agency.

The appearance at San Remo marks Pitney's return after three recent consecutive monthly TV engagements there. Last Jan., the singer's Festival performance earned him second place, the highest finish in that contest to date for an American. The song selection at that time was "Nessuno Mi Puo di Guidicare."

Pitney will also be seen shortly in principal American market in a video tape shot recently for the Top Of The Tops TV program in England, featuring the artist performing his new

COUNTRY ROUND UP

(Continued from page 30) evidently have a solid nucleus of fans in the Chicago area, which is the basis for two trips to the Windy City this month. On Dec. 12 they will tape Dolph Swift's Wide Barcomany show and then will appear at Sammy C's Rivoli Club on Dec. 16 and 17. Also heading for the bright city lights will be "Mr. Guitar." Chet Atkins, who will be playing for New York after the tour of the year to film Perry Como Fortnight Special. Another giant Victor name, Eddy Arnold, who happens to be a regular in Gotham, will also be on the show. While they're heading East, Little Jimmy Dickens is currently seen for the first time in two years on the West Coast. Dickens will be breaking up the California houses until Dec. 15. Lyd Dann seems to be picking up in the publishing area with several goodies just released. They include Stonewall Jackson's "Mommy, Look, Santa's Cryin" and Lefty Frizzell's "You Gotta Be Puttin' Me On," as well as the title song of Archie Campbell's L.P., 'The Coolbight,' Speaking of publishing, Metrie's Al Altman is crowing over the new Conway Twitty L.P., "Look Into My Teardrops." The company's Travis publity has two tracks in the album. For "The Wild Side Of Life," both of which have become standards in the country field. . . . Twas a night for the smell of greenbacks at the American Veterans Country Music Money Night recently in Newport News, Va., where Johnny Paycheck and Johnny Dollar teamed up for a swinging package. (So where was Johnny Cash?) Speaking of Dollar, copies of his Dot deck "Crazy Eyes," and Van Trevor's charter, "Our Side," can be obtained from Dick Heard at Suite 1527, 250 W. 57 St. in New York. . . . Bob Lissauer and Billy Ed Wheeler, who produce Leroy Pullins for Kapp, have scheduled December singles sessions in Music City. . . . Sessions are also in line for Johnny Tillotson from Dec. 18 to 22 when he and Paul Tanner will team up for additional singles sides. Johnny's latest outing, Christmas Country Style" and "Christmas Is The Best Of All" (written by his wife) was yanked from his first Yule tide L.P., "The Christmas Touch."
COUNTRY TOP 50

1 TOUCH MY HEART
   Ray Price (Columbia 43795)
2 SOMEBODY LIKE ME
   Eddy Arnold (RCA Victor 8869)
3 THERE GOES MY EVERYTHING
   Jack Greene (Decca 32023)
4 I GET THE FEVER
   Bill Anderson (Decca 31999)
5 THE HURTIN’S ALL OVER
   Conway Smith (RCA Victor 8964)
6 SWEET THANG
   Del Reeves (Capitol 13790)
7 ALMOST PERSUADED #2
   Don Gibson (Decca 32037)
8 GAMES OF TRIANGLES
   Del Reeves (Capitol 13790)
9 DON’T COME HOME A-DRUNKIN’ (With Lovin’ On Your Mind)
   Loretta Lynn (Decca 32045)
10 OPEN UP YOUR HEART
   Buck Owens (Capitol 5705)
11 THE BOTTLE LET ME DOWN
   Merle Haggard (Capitol 5704)
12 BLUE SIDE OF LONESOME
   Jim Reeves (RCA Victor 8912)

13 UNMITIGATED GALL
   Faree Young (Mercury 73117)
14 MISTY BLUE
   Wilma Burgess (Decca 32027)
15 APARTMENT #9
   Bobby Austin (Tally 500)
16 STAND BESIDE ME
   George Hamilton IV (RCA Victor 8924)
17 EARLY MORNING RAIN
   George Hamilton IV (RCA Victor 8924)
18 STATESIDE
   Del Reeves (United Artists 50087)
19 WHERE’D YA STAY LAST NIGHT
   Wubb Piers (Decca 32013)
20 IT TAKES A LOT OF MONEY
   Harlan Muck (Decca 32004)
21 THIS MUST BE THE BOTTOM
   Del Reeves (United Artists 50087)
22 GOIN’ DOWN THE ROAD
   Skeeter Davis (RCA Victor 8932)
23 VOLKSWAGEN
   Ray Pillow (Capitol 5735)
24 MOTEL TIME AGAIN
   Johnny Paycheck (Little Darlin’ 0016)

26 WHERE COULD I GO?
   David Houston (Epic 10510)
27 HOW LONG HAS IT BEEN
   Bobby Lewis (United Artists 50087)
28 WHERE IS THE CIRCUS
   Hank Thompson (Warner Bros. 5585)
29 LONG TIME GONE
   Donna Dudley (Mercury 73118)
30 ROOM IN YOUR HEART
   Sonny James (Capitol 5699)
31 ANOTHER STORY, ANOTHER TIME, ANOTHER PLACE
   Ernest Tubbs (Decca 32037)
32 FUNNY, FAMILIAR, FORGOTTEN FEELING
   Don Gibson (RCA Victor 8975)
33 IF THE WHOLE WORLD STOPPED LOVING
   Roy Drusky (Mercury 73237)
34 MR. SHORTY
   Marty Robbins (Columbia 43870)
35 A WOMAN NEVER FORGETS
   Jett Williams (Decca 32024)
36 HOMESICK
   Loretta Lynn (Decca 32023)
37 CALL HER YOUR SWEETHEART
   Frank Field (Hank Hay 1471)

51 SEVEN DAYS OF CRYING (Makes One Weak)
   Horace Tren (Columbia 43844)
52 LOSER’S CATHEDRAL
   Skeeter Davis (RCA Victor 8932)
53 THE FUGITIVE
   Merle Haggard (Capitol 5803)
54 JACK KNIFE
   David Price (Hank Hay 1416)
55 I NEVER HAD THE ONCE I WANTED
   Claude Gray (Decca 32039)

56 COUNTRY BOY’S DREAM
   Del Reeves (Capitol 5705)
57 PRISSY
   Chet Atkins (RCA Victor 8927)
58 THAT’S THE DAY
   Stocher Bros. (Columbia 43868)
59 HULA LOVE
   Del Reeves (RCA Victor 9012)
60 WHAT’S COME OVER MY BABY
   Dale Wilt (RCA Victor 9011)

'ELM STREET PAWN SHOP'
(Independent Savings and Loan)
Published by Central Songs
b/w MISTY BLUE
FREDDIE HART
K-794

PERSONAL MANAGEMENT
JACK MCFADDEN
403 CHESTER AVE.
BAKERSFIELD, CALIFORNIA
805-327-1000

FOR BOOKINGS CONTACT
OMAC ARTIST CORP.
403 CHESTER AVE.
BAKERSFIELD, CALIFORNIA
805-327-7201

FREDDIE HART

Cash Box—December 17, 1966
Since the top Dutch group, The Motons, first hit the charts a year ago with "Wasted Words," they have been consistently in the Top Ten with such hits as "Why Don't You Take It" and "Every Step I Take." Firmly established in Holland, they are now expanding internationally via appearances at the Olympia, Paris, followed by tours of Scandinavia, Germany and Belgium. The Motons, who record exclusively for Negram, cut their disks in England for release in Italy, Germany, Belgium, France, Scandinavia and the U.K.
Great Britain's Best Sellers

This Week

1. Sound Of Music — Soundtrack (RCA)
2. Best Of The Beach Boys — The Beach Boys (Capitol)
3. Beatles — The Rolling Stones (Decca)
4. Revolver — The Beatles (Parlophone)
5. Distant Drums — Jim Reeves (RCA)

Last Week

1. Sound Of Music — Soundtrack (RCA)
2. Best Of The Beach Boys — The Beach Boys (Capitol)
3. Beatles — The Rolling Stones (Decca)
4. Revolver — The Beatles (Parlophone)
5. Distant Drums — Jim Reeves (RCA)

Week On Chart

6. Golden Hits — Dusty Springfield (Philips)
7. This Is The Day — The Seekers (Columbia)
8. Going Places — Herb Alpert (Pye)
9. Get Sounds — The Beach Boys (Capitol)
10. Best Of Jim Reeves — Jim Reeves (RCA)

First Outing In England

Australian charting Normie Rowe (center) was recently feted at a reception hosted by Polydor Records to launch Rowe’s first release in England. The debut side is titled “It’s Not Easy.” Flanking Rowe are deejay Alan Freeman (left) and manager David Joseph.

Top Ten LP’s

1. Sound Of Music — Soundtrack (RCA)
2. Best Of The Beach Boys — The Beach Boys (Capitol)
3. Beatles — The Rolling Stones (Decca)
4. Revolver — The Beatles (Parlophone)
5. Distant Drums — Jim Reeves (RCA)
6. Golden Hits — Dusty Springfield (Philips)
7. This Is The Day — The Seekers (Columbia)
8. Going Places — Herb Alpert (Pye)
9. Get Sounds — The Beach Boys (Capitol)
10. Best Of Jim Reeves — Jim Reeves (RCA)

CONGRATULATIONS TO Tom Jones on being firmly back in the No. 1 position after four further weeks at the top of the British charts with his latest single, “Green, Green Grass Of Home” published by Burling Music. Rumors that Jones will leave Decca for Tamla Motown when his present contract expires at the end of this year were denied by his manager, ‘Iger Morgan Mills in an interview with Cash Box. Although his present Decca contract ends in April, 1967, it has already been renewed until 1970 with the addition of a clause which would allow Jones to record for Tamla Motown, nerve center of the sound favored by Tom Jones. “Green, Green Grass” has proved to be Decca’s fastest-selling single of the year and has already won Jones a quarter million sale. The disk is also in the States on the Parrot label.

Jones, accompanied by Manager Sid Bernstein, arrived in Britain last winter and met his press and dealers at a reception at Blair's discotheque where the boys gave a live performance. In Britain for club and TV appearances, Jones has also been seen in Europe including the world of the Motown in Detroit, nerve center of the sound favored by Tom Jones. “Green, Green Grass” has proved to be Decca’s fastest-selling single of the year and has already won Jones a quarter million sale. The disk is also in the States on the Parrot label.

* Semi Detached Suburban Mr. James — Manfred Mann (Fontana) Carter Lewis
* 3 My Mind’s Eye — The Small Faces (Decca) Robbins
* 4 Reach Out I’ll Be There — Four Tops (Tamla Motown) Belinda
* 5 Holy Cow — Lee Dorsey (Stateside) Armdore & Beechwood
* 6 Just One Smile — Gene Pitney (Stateside) A. Schroeder
* 7 What Becomes Of The Broken Hearted — Jimmy Ruffin (Tamla Motown) Belinda
* 8 Distant Drums — Jim Reeves (RCA) Aruff Rose
* 9 Friday On My Mind — The Easybeats (United Artists) United Artists
* 10 High Time — Pinky Jones (HMV) Dean Street
* 11 Morning Tide — The Seekers (Columbia) Compass
* 12 You Keep Me Hanging On — The Supremes (Tamla Motown) Carlin

The first broadcast delivered by the Poorman General hit Radio 390 operating in the Thames Estuary which quietly went off the air pending an appeal. The second successful conviction was against Radio Essex also operating in the Thames area. The Essex license was adjudged not to be ‘commercially viable’ and the appeal against the Broadcasting Board’s decision was refused.

Mike, who released ‘If I Were A Carpenter’ in the US and ‘Movin’ On’ in Britain, was in the US last week. Mike, the boy who had a hit with ‘What Becomes Of The Broken Hearted’ also had his hit with ‘I Can’t Control Myself’.

Label Pair in London — United Artists’ Easbeat perform as Solid State (a UA sub) and Loco Williams avidly looks on. Williams’ latest single effort is “Get Out Of My Life” while the British group’s latest “Friday On My Mind” has just seen the light of day in the US.

Cash Box — December 17, 1966 — International Section
CBS France Makes Deal With Artia For Iron Curtain Product Release

PARIS—Jacques Souplet, president and general manager of CBS France, has concluded an agreement with the Czech record company, Artia-Supraphon, to manufacture and distribute disks from the entire CBS catalog of France not only in Czechoslovakia, but other Iron Curtain countries, including the USSR, Germany, Hungary, Poland, Cuba, North Korea and North Vietnam are also involved. Artia is well-known for the quality of its recordings, particularly in stereo. The first release under the new agreement, which is expected to open up vast new fields for CBS talent, will be the Joe Dassin hit, "Guantamamara." Souplet also had meetings with the cultural attaché at the French Embassy in Prague and with radio & TV execs, which followed an interview behind the Iron Curtain of CBS' own publicist, P. Companegron de La Chanson, Rosy Armen and Caravelli.

Beach Boys Topple Beatles In Poll

LONDON—In Britain's latest Popularity Poll of 1966 conducted by The Tony in Musical Express, The Beatles, after three years as the world's outstanding Vocal Group, have been dethroned by American group, the Beach Boys.

The Spencer Davis Group took over from The Rolling Stones as Britain's top R & B group and Cliff Richard reclaimed his crown as Britain's outstanding vocal personality of the year and for the 4th consecutive year was voted Britain's Top Male Singer.

Philips-Fontana Completes Best Year, The Year of The Big Sell At Firm

LONDON—"Market from Strength," the New Year's resolution put out by members of the Philips-Fontana group by managing director Leslie Gould at the onset of the year, has resulted in the most successful twelve months in the group's 15 year history and will go down as "the year of the big sell." Sales have soared despite the economic depression and the success is considered all the more remarkable when one considers that 1965 was also an excellent year for the Philips-Fontana label.

In his survey of the year Gould highlighted the factors which contributed to the group's success in 1966. Sales of pop singles have doubled in many charts and hits were sold in Britain during the year emanated from the Philips group; the group's share of the industry's sales jumped by nine per cent; during 1966 35 releases topped the 100,000 sales mark of which 20 sold over half a million. Finally, Gould pointed to the group's achievements overseas. Philips artists, besides having chart toppers in America, Germany, Scandinavia, Australia, Singapore and New Zealand, have opened up new fields for the company in South America.

EMI To Handle Immediate Label

LONDON—Immediate Records, the British label owned by Andrew Loog Oldham, will henceforth be distributed by EMI. The move, which follows a number of meetings between Oldham, the arrangement was just consummated by his business manager, Allen Klein. In addition, negotiations are presently under way regarding new arrangements for the releasing rights to Immediate in the United States and Canada. The Immediate label has scored a number of successes in England, including Cliff Richard's current number one recording of "Ride On Baby," Frank Ifield, Dave Berry, particularly there on Immediate. Among Immediate's smash hits, is, in addition, the number-one hit "Hang On Sloopy" by The McCoys, all of whose recordings are housed on the Immediate label in England.

British Board Of Trade Boosts MIDEM

PARIS—Interest in MIDEM—the first international record and music publishing convention held in the new Paris Concert Hall—“Le Grand Rex” continued to increase from January 30 to February 4, 1967. It continues to gather momentum.

The British development of Britronic is that the Board of Trade recognizing the important part that the recording industry plays in the British export drive has agreed to afford the industry the same facilities offered to British exporters in industry.

He's David Day

A photo on page 56 of last week's issue incorrectly referred to Francis Day & Hunter's David Day as to the spelling of his name.

Oslo: Philips-Fontana engineer, Andre Bervik, at the Philips-Fontana recording studio in Oslo. The studio is housed in an old theatre built in 1914. The building was converted into a recording studio in 1963. The studio is used for recording symphonic music, opera, and other classical music.

PARTY FOR TWO—Milan was the scene of two important press gatherings on December 15. At the Olympic Club to introduce the new Phonogram artist, Renato (lower, left). He's shown with Mario Panvini Rosati, Cash Box rep in Italy, and Paul Leibkind, general manager of Phonogram in Italy. His first single consists of "La Mia Divina" (My Song) and "Morire E Vivere." The photo on the right was taken at the Hotel Palace, where CGD honored one of its most successful talents, Tony Del Monaco. His big hits of 1966 were "Vita Mia" and "Se La Vita E Cosi." He is facing the camera, alongside Marina Testori, in charge of CGD's press office. Pierre Sugar, co-owner and general manager of the label, was among the many who attended the party.

BERT'S 'SWINGIN' SALES'—Bert Kaempfert's "Swinging Safari" LP has sold over 10,000 copies in the U.S. To mark the occasion, a delegation from his recording company, Polydor Germany, led by Kurt, Karl, Rudi, and Else Heitl, who shown with Kaempfert, flew to Palma de Mallorca where Kaempfert has a summer home to present him with a golden disk. The ceremony took place in the hotel "Let's Hang On," Roger Miller's new home. Miller told well on the way to the half million mark. Kaempfert, the composer, this year had his hits on every major international success with "Strangers In The Night" and as an artist with "Bye Bye Blues."
Belgium

The Francis Day music publishing house currently occupies a prominent position on the hit parade. We would like to mention in particular such tops as “Lara’s Theme” of which practically all versions are rising to the top. Initially, John Williams on Polydor made quite a showing but afterwards different labels produced just as many musical versions. Currently a pressing new bestseller. This can also be said especially of the strongest running number of recent months: “Dommage, Dommage” by inclement Humbert. This charming singer from London was a member of the team which represented Britain in Knokke, a Belgian seaside resort, at this year’s European Song Contest, which by the way the British won.

Other success stories in the current hit parade are: “Chérie” by Eddy Wally & Changes, Cspigian St. Peters: “Dame Jij De Hele Nacht Met Mij,” by the Dutch charm-songstress Karin Kent; “Mama” by Dave Berry; the most recent Stones hit “Middle of the Road” by The Hollies, and finally “Jongen Van Achttien” by the Unnamed Soundtrack.

Vogue’s press department did a splendid job on the occasion of Antoine’s visit to Belgium. A certain number is climbing slowly—but surely—“Dame Mrs. Applebee” by Dave Garrick on Kapp Records. The different radio stations are giving this number much play. Faster is the rise of the Kinks with their number “Dandy.” Both these titles will undoubtedly in a not too-distant future show up near the top of the Flemish hit parades.

RCA-Imola has registered record sales of Jim Reeves’ disks following his death. Surely to hold a prominent place on the next list of bestsellers is Spindizy by Elvis Presley. Elvis Fisher’s “Games That Loves Play” we also expect to exceptionally well.

SA Gramophone obtained a special radio promotion for the “Sunny” version by Cher on Liberty. “Sunny” could well turn out to be another “Seconda In The Night,” not perhaps as far as sales of this recording are concerned, but by the length of its success. “Sunny” is now on the repertoire of any self-respecting beat or other orchestra. LP’s by Edith Piaf and Charles Trenet still remain bestsellers in their category for this firm.

On the Olympia label, young Philips has just done his second song with two instrumental titles: “Cherie Baby,” by Marjorie, and “Cherie Bebe,” by Esther. “C’est Dur D’Avoir 15 Ans,” the French version of a recent number one song by The Beatles, with Gertie Van der Linden’s vocals, “Sunny Submarine” still resounds in our ears.

On the Olympia label, young Philips has just done his second song with two instrumental titles: “Cherie Baby,” by Marjorie, and “Cherie Bebe,” by Esther. “C’est Dur D’Avoir 15 Ans,” the French version of a recent number one song by The Beatles, with Gertie Van der Linden’s vocals, “Sunny Submarine” still resounds in our ears.

On the Olympia label, young Philips has just done his second song with two instrumental titles: “Cherie Baby,” by Marjorie, and “Cherie Bebe,” by Esther. “C’est Dur D’Avoir 15 Ans,” the French version of a recent number one song by The Beatles, with Gertie Van der Linden’s vocals, “Sunny Submarine” still resounds in our ears.

On the Olympia label, young Philips has just done his second song with two instrumental titles: “Cherie Baby,” by Marjorie, and “Cherie Bebe,” by Esther. “C’est Dur D’Avoir 15 Ans,” the French version of a recent number one song by The Beatles, with Gertie Van der Linden’s vocals, “Sunny Submarine” still resounds in our ears.

On the Olympia label, young Philips has just done his second song with two instrumental titles: “Cherie Baby,” by Marjorie, and “Cherie Bebe,” by Esther. “C’est Dur D’Avoir 15 Ans,” the French version of a recent number one song by The Beatles, with Gertie Van der Linden’s vocals, “Sunny Submarine” still resounds in our ears.

On the Olympia label, young Philips has just done his second song with two instrumental titles: “Cherie Baby,” by Marjorie, and “Cherie Bebe,” by Esther. “C’est Dur D’Avoir 15 Ans,” the French version of a recent number one song by The Beatles, with Gertie Van der Linden’s vocals, “Sunny Submarine” still resounds in our ears.

On the Olympia label, young Philips has just done his second song with two instrumental titles: “Cherie Baby,” by Marjorie, and “Cherie Bebe,” by Esther. “C’est Dur D’Avoir 15 Ans,” the French version of a recent number one song by The Beatles, with Gertie Van der Linden’s vocals, “Sunny Submarine” still resounds in our ears.

On the Olympia label, young Philips has just done his second song with two instrumental titles: “Cherie Baby,” by Marjorie, and “Cherie Bebe,” by Esther. “C’est Dur D’Avoir 15 Ans,” the French version of a recent number one song by The Beatles, with Gertie Van der Linden’s vocals, “Sunny Submarine” still resounds in our ears.

On the Olympia label, young Philips has just done his second song with two instrumental titles: “Cherie Baby,” by Marjorie, and “Cherie Bebe,” by Esther. “C’est Dur D’Avoir 15 Ans,” the French version of a recent number one song by The Beatles, with Gertie Van der Linden’s vocals, “Sunny Submarine” still resounds in our ears.
Say, "Stop Der Un Kirke Dandy Sunny 1 Marianne No Lygten." Became market, Vogue include with manager disks in extremely Oeges Feeling." Week Tabooing Success Rien A 4 5 4 1 11

Talking about current singles-hot sales, Roel Kraezi could commercially con-

firm the strong positions on the national hit parade of the Beach Boys ("Good

Cherishes") the Hollies ("Stop, Stop, Stop") and Herman's Hermits ("No

Milk Today."). Bovema's Columbia label rushed out Peter & Gordon's latest potential char-

rakter "Nigh in Rusty Armor," thus being in with the artists' recent plugging of

this number on Dutch TV.

The world famous, 25-year-old guitarist John Williams was in Holland on

Dec. 8 and 9. Besides two recitals in Amsterdam and The Hague, Mr. Williams

taught a tele-recording for local NTS cultural program, entitled "New Style." AVRO radio made recording of one of his recitals. So far, CBH released 1 Albums by John Williams. Recent CBS additions to the popular LP field in-
clude his latest, "John Williams" and "The White Mountains," as well as an album by Henry "Red" Allen entitled "Feelin' Good." The New

Christmas Mistletoe 'New Kick," an album by Ray Price entitled "Another

Brother" and Freddy Robbins' "The Drifter" and Pete Seeger's latest, Ll

Dangerous Songs were successful in Holland for a new German record. There are several Dutch

errenditions of "Mr. Cannonball" but the one that's hitting the jackpot is the original

on Deutsche Vogue by Andy Fisher. Neigran's managing director Robert

Oen is happy to hear reports that other new German disks will go the same way—for instance "Compilations" by Pat Simon, "Sing Wir" by Udo Jürgens (a sleeper hit) and "Kein Feuer Kann Brennen So" by Jupp Schwan. The most recent Carl Ossietzky in the south. Other Deutsche Vogue bestsellers include "Little Drummer Boy" by the Harry Simone Chorale ("Simone-Kapellenhans"), Pat Boone (a Dot original) and Jackie Edwards' rendition of the same song.

Hans Kellerass, managing director of Neigran-Dellia, is quite enthusiastic about the new recurring album by the Bee Set, Holland's most talked about group at the moment. Earlier they scored with "Early In The Morning" and "The Real Thing," and their new single is already making waves. Produced by manager Theo Kuppens (who also wrote "Don't You Leave"), this album is up to international standard—and even more, "Somebody Child" by the Notions "Some Special Wine" by the Scandia Coast are two more new local hits with extremely good chance for commercial success.

A complete breakdown of chart show one by one the Kinks, Massive promotion for massive sales and an immediate entrance at 2s in the top 40 show the first signs of a massive hit. The Kinks are extremely popular in Holland in one line:with Beatles and Stones.

**DENMARK**

A local oldie, "Der Er Lys I Lytgen" (Their Light In The Candle), now in a "modernized" recording by Defenders on Sonet. Helga Hansen, who is a top-

seller. Words are by Axel Andreassen and music by Eilert Worseling, Wilhelm Hansen (Music) and the sheet music is just out this week. Other sheet music from the same publisher includes "Lille Sommerfugl" (Little Summer Bird) by the same composer, with lyrics by Axel Andreassen and Laidvold (lyrics). Both of these hits have been recorded at RCA Victor, Francis, Day & Hunter Scandinavia A/S has released the sheet music of this recording by Mike Leander and Chas. Mills, and "High Time" by the same writer-composer. Reg Connolly, Music-Forlag A/S is out with the sheet music for "Just An Old Fashioned Girl" with Danish lyrics ("En Gammelganger Mi" by Helge Sida/Wood Today") by Graham Gouldman, presented on the charts in Norway and Sweden.

Trod An Ved Makedronen" looks like a big seller here, according to Ole

Wilmot of Northwest (Hollies/Parlophone). It has been issued here and has reached the number two spot on the charts. It is a selection of songs, and the Hitmakers at Philips have labeled it "Classic". This one thousand and one "modernizations" of oldies appearing everywhere these days, NPA has also completed a recording of the political musical "Bal I Den Burgerlige" (The Bourgeois Ball) by Keverston Jeur (John Lennart/Atlantic), very satirical against all existing political parties, is what everybody is discussing here these days. Great interest from outside Denmark has been aroused. The recording of the new musical will be released by Philips.

The LP charts here show great sales of Christmas records. Titles as: "Jule-
gave" (The Christmas Gift), "Julesange I Kirke Og Hjem," (Christmas Carols In Churches And Homes), "Dejlig Jul" (Merry Christmas), dominate sales charts this month.

HNF (Hede Nielsen Fabrikter A/S) has just rushed out "Spintuit" with Elvis Presley on RCA Victor, "Tell Me I'm Not Home" with Ike and Tina Turner on Warner Bros. "In Our Time" with Nancy Sinatra on Reprise, "Suspicions" with Sidekicks on RCA Victor and "Somebody Help Me" with Every Brothers on Warner Bros.

**SWEDEN**

The Norlyst Music AB has taken over "Havah Nagilah" by Idelsohn for Scandinavia after next week 1st, according to Stig Anderson, who also reports seven local recordings of "Strangers In The Night" (published by Swedish Music AB). The latter publishing house has also taken over the Scandinavian representation for Almo and Irving Music, while Jyllyne Music, Cameo-Parkway Publishing Company and Disney Music are exclusive representatives respectively. Swedish film music, popular in the country includes the song "Trottan" (There's A Girl) by Sonny Bono recorded on HMV's A/S, has been a best-seller in the market for five years, and celebrates with an LP album titled "Stjärnkarusellen" (The Star Carous-

el) with 14 of the best-selling songs recorded by various artists during the years.

---

**Holland's Best Sellers**

<table>
<thead>
<tr>
<th>Week</th>
<th>Last Week</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>No Milk Today (Herman's Hermits/Columbia) (Connely-Bassart N.V., Amsterdam)</td>
</tr>
<tr>
<td>2</td>
<td>Sammy (Ramaa Shaffy/Philips) (Basart/Amsterdam)</td>
</tr>
<tr>
<td>3</td>
<td>Vibrations (Beach Boys/Capitol) (Francis-Day-Melodia, Amsterdam)</td>
</tr>
<tr>
<td>4</td>
<td>Stop Stop Stop (Hollies/Parlophone)</td>
</tr>
<tr>
<td>5</td>
<td>Gimme All! (Spencer Davis Group/Fonata) (Essex Basart-Amsterdam)</td>
</tr>
<tr>
<td>6</td>
<td>Little Man (Sonny and Cher/Atlantic) (Belinda/Amsterdam)</td>
</tr>
<tr>
<td>7</td>
<td>If I Were A Carpenter (Bobby Darin/Atlantic) (Triident-Melodia, Amsterdam)</td>
</tr>
<tr>
<td>8</td>
<td>Daddy (Kiy/Pye, Clinton Ford/Pye, Herman's Hermits/Columbia) (Belinda-Amsterdam)</td>
</tr>
<tr>
<td>9</td>
<td>Friday On My Mind (Easy Beats/U.A.) (U.A. Music-Altona, Amsterdam)</td>
</tr>
<tr>
<td>10</td>
<td>Distant Drums (Jim Reeves/RCA) (International Musicz Cie., Amsterdam)</td>
</tr>
</tbody>
</table>

**Norway's Best Sellers**

<table>
<thead>
<tr>
<th>Week</th>
<th>Last Week On Chart</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>No Milk Today (Herman's Hermits/Columbia) (Connely-Bassart N.V., Amsterdam)</td>
</tr>
<tr>
<td>2</td>
<td>Little Man (Sonny &amp; Cher/Atlantic) (Edition Odeon, Sweden)</td>
</tr>
<tr>
<td>3</td>
<td>Elswies (Julie Andrews/RCA Victor) Thore Ehring Musik AB, Sweden</td>
</tr>
<tr>
<td>4</td>
<td>4</td>
</tr>
<tr>
<td>5</td>
<td>Didin Dida (Sven Ingvars/Svensk-American) Seven Brothers Music Inc./Edition Odeon, Sweden</td>
</tr>
<tr>
<td>6</td>
<td>Stop! Stop! (Hollies/Parlophone) Sonora Musikförslags AB, Sweden</td>
</tr>
<tr>
<td>7</td>
<td>I Can't Control Myself (Trogs/Fonata) Sonora Musikförslags AB, Sweden</td>
</tr>
<tr>
<td>8</td>
<td>Natt Jag Dröms (Last Night I Had A Stranged Dream) Hél Stars/Oiga) Musikförslaget Essex AB, Sweden</td>
</tr>
</tbody>
</table>

**Cash Box—December 17, 1966—International Section**
ARGENTINA

Johnny Young, the current idol of the Australian pop scene and compere of the weekly national Go! show on television, collapsed during the video-taping of an episode of the show and was rushed to hospital. "Young Johnny," all doing top-notch business across the record sales counters. In an interesting move, we have been advised that Aetex Services Pty. Ltd (Harry M. Miller) will join forces to present The Big Show in January. The T.F. Promotion Pty. Ltd (the biggest capacity venues for these shows throughout Australia) and Pan Pacific Promotions Pty. Ltd (the Yorkshire) Local boy Johnny Young will also star alongside the overseas acts. The combining of these three companies is interesting in view of the fact that in the past they have, at one time or another, been rivals. Mr. Miller said, "We are planning to present four high-quality teenagers shows each year, with the Australian audience as the focus." The Australian rock show will play Sydney, Adelaide, Melbourne and Brisbane.

Australia's Best Sellers

3. Good Vibrations (The Beach Boys—Capitol) J. Albert & Son.
5. Spicks And Specks (The Bee Gees—Spin) Belinda Music.
7. Darling (Bobby Darin—Polydor) Ruby.
10. Skye Boat Song (Glen Ingram—Clarin) indicates locally produced record.

Mexico's Best Sellers

2. Brasilia—Tony Tottola (Gama)—Herb Alpert (Tizoc)—Los Aragon (Musart).—Chuck Anderson (CBS).
3. Strawberry Fields (Pero de Oro—Philips)
4. Strangers In The Night (Extraños En La Noche)—Frank Sinatra (Re-
5. Surgeon's Son (El Plano del Doctor)—J. Carlos Court (Polydor)—Miguel Y Tim (Tizoc)—Los Dominique (Polydor)—Perry Salinas (Capitol)—Irmí Dorantes (Orfeon)—Los Aragon (Musart).—Hras. Aguilu (Orfeon).
6. Winchester Cathedral (La Catedral De Winchester)—John Smith (Gama)—New Vaudeville Band (Philips)—Marco Lizana (Capitol)—The New Happiness (CBS)—Los Rockin Devils (Orfeon)—Los Aragon (Mu-
7. The Devil In Your Heart (El Diablo En Tu Corazón)—The Beatles (Capitol)—Los Americanos (Orfeon).
8. De Colores—Estudiante De Guanajuato (Musart)—Estudiante De Fe-
10. I'm Telling You (Te Gusto)—Julio Iglesias (Philips)—Angie (Telcel)—Turia (Parlophone).
11. RCA is happy about the success of "Funeral Do Labrador," the Chico Burque de Holanda Brazilian song cut out by local artists Barbara & Dick. "This is the largest audience for a single in six months," said the maestro, which is included in the LP releases by this dual national during the past week have been extremely strong, including the "July Salsa Memorial Album" and another LP by Italian lark Ornella Vanoni. RCA hopes that this LP will become a strong force in the South American market.

Argentina's Best Sellers

This week Week Week
1. Un Homme Et Une Femme (United Artists) Soundtrack (United Artists) 1
2. Strangers In The Night (Perfuma) Frank Sinatra (Reprise) 3
3. Joe Cool (Johnny Hallyday) Pop (CBS) 2
4. El Equipo De Jose Carlos Argentina (Alic-Nicky) 3
5. Funeral Do Labrador (Barbara & Dick) RCA 2
6. Winchester Cathedral The New Happiness (CBS) 1
7. Los Cornichones (Fermera) Estrella Sol 1
8. Siempre Te Recordar (Kora) Yanco Monti (Odeon) 3
9. Los Nortenos (Music Hall) 1
10. Amor Desesperado (Karo) Yanco Monti (Odeon) 3
11. Oui, Oui (Oui, Oui) Soundtrack (MGM) 1
12. La Cautiva Jorge Carfune (CBS) 1
13. La Secretaria (Melograno) Cuarteto Imperial (CBS) 1
14. Gena (E.P.) de Estrella Sol (CBS) 1
15. La Banda Borracha (Kora) Los Wawano (Odeon) 3
16. El Conductor (Korp) Los Wawano (Odeon) 3
17. La Chanson De Lara (Les Compagnons De La Chanson) CBS; France Mélodie
18. I Love My People (Que Tu Me) Michel Fontaine (AZ); SEMI
19. C'est La Vie (Ca Va) Dalida (CBS) 1
20. Portuguese

The following list includes only artists that have been reached in the past weeks.

Several strong releases are out this week from CBS. Added to the anxiously- awaited album of the soundtrack of Claude Lelouch's film "Un Homme Et Une Femme" is another LP by Italian lark Ornella Vanoni, an album by local teen singer Ronnie Montanall and LP's by Nancy Ames, the Village Stompers and Ray Conniff. The LP releases by this dual national during the past week have been extremely strong, including the "July Salsa Memorial Album" and another LP by Italian lark Ornella Vanoni. RCA hopes that this LP will become a strong force in the South American market.

France's Top Ten

L'Heur De La Sortie (Sheila) Philips; Carriere-Brenot
Celine (Hugues Aufray) Barclay; Salve-Pigalle
Sissi (Philippe Bouvard) Clapiso; robert Marconni
And marquis (Christian Caw) Noir C'est Nuit (Johnny Hallyday) Philips; Barclay
Les Playboys (Jacques Dutronc) Vogue; Aifa
Quel C'est (Jacques Dutronc) A ; SEMI
La Chanson De Lara (Les Compagnons De La Chanson) CBS; France Mélodie
single is currently available.

"I'll has launched another album in Australia with the Cat Stevens' hit single "I Love My Dog." They are also out with the new Sandy Posey release "Single Girl" which should prove a successful follow-up to "Born A Woman."
Paul Clark reports good dealer reaction to the debut outing of the Paupers on Kiever-Folkways. Group was a sensation in the "Toronto Sound" live show which was held at the American Legion Hall. Quite a bit of air play has been noted in southern Ontario on another Verve-Folkways single: Tim Hardin's "Hang On To A Dream." Kretschmar Group in Winnipeg indicates that western action on "Bend It" by Dave Dee and "Behind The Door" by Cher has been very promising. "Wheel Of Hurt" by Mary Whiting has been getting the lion's share of the airplay on the Mantovani version of "Games That Lovers Play." It has been getting some considerable airplay. LP's are very hot this week out of Winnipeg's London office. "Winchester Cathedral" by the New Vaudeville Band is shaping up to be as big a seller as the single. The new Stones LP is a monster—customers dig the live presentation.

Al Mair at Apex reports his outfit has just concluded Canadian rights to the Big Wheel Label. First release from the deal will be an item by the Falconers, "Calling On Guard.

Gordon Lightfoot made a real impression with his recent guest shot on the most controversial network TV'er in the whole country, the CBC's (CORRECT) Sun Fun. He did "Spin Spin Spin." His new UA single may be held up until after the Christmas rush of novelties.

Gaiety Records of Hollywood plan on stirring up some action with a pair of new singles, "Private Investigator" by Donnie (Dean) Himson could pull in some considerable coin via the novelty route. It runs together a good many of the old TV card tricks. The new one is due out next week.

Of the two hottest LP sets over at London these days, says John Toews, are Frank and Jack Jones. In the past few months, they have been getting as much air exposure as the upper penny.

Dennis Corrie sends word from Calgary's CFAC that Roy Orbison and the Newbeats, together with the Who's did the best one-nite business in the Oil City for many a moon, drawing $680 paying customers.

Paul Schrader has taken over as general manager at Discos Universales, S.A. (owned by Phillips records). Mr. Schrader has been in the record industry since 1929 and, before coming to Mexico, he was the general manager of Philips Records in Hamburg.

Orfeon records opened a new recording studio ("B") designed by William Puinan of Universal Audio. This studio has capacity for 15 microphones and will use Ampex and A & O recording tape.

CBS released its new long play with Enrique Guzmán titled "Happy And Sentimental" in which he sings to the accompaniment of Chuck Anderson and Manny Manning songs like "Our World," "The Shadow Of Your Smile," "Guantanamera," and one of his own compositions ("So Close").

CBS reports that one of the most popular Cuban singers ever heard, arrived in Mexico from New York to perform at the "Quid" night club and TV appearances.

Far away in Bogotá, Colombia, came Mexican rock and roll group Los Castro Crooks after a month and a half tour in that country where they did night club, radio and TV stints and cut an LP.

All three have themes "Ver Amorito Ven" and "Rumbo Al Sol." This was before leaving for Central America where he will perform in several countries. Later, he'll fly to Miami to participate in the 1968 Latin American Song Festival.

La Fuente night club announces that fabulous American singer Sarah Vaughn will open Feb. 5th. Currently performing in La Fuente are the Nicky Notes Brothers and Italian singer Peter Maire.


Muset Records introduced its new singing discovery Acapulco Gonzalez, via an extended play with his own songs: "Frijoles Con Chile," "Guacamole," "Hanky Panky De Acapulco" and "Millones Y Millones."
Next week Cash Box will publish its annual Year-End Review issue, which will include a summation of what has happened to the coin industry during the year and what could happen in 1967.

Perhaps it is too early for a final count; years, like yeast, seem blown up at first, but eventually they settle and solidify. But some conclusions can be drawn.

Sales for this year are what they should be; there have been no great booms, but there have been no great recessions. The news of the year centers around ideas; new machines or innovations on familiar equipment.

It seems certain now that the operator, as a trade figure, is being scored on the basis of who merchandises and doesn’t, who will merchandise or won’t. The coin-operated phonograph now includes virtually all features possible or necessary to sell itself, short of a mechanical arm that would extend from the cabinet and drag patrons over or magnets that would draw coins out of trousers and pocketbooks.

The audio-visual, despite a rough start, seems to be the next big item in an industry that has been seeking new equipment. There have been innovations in pin-games and pooltables and the operator has turned more and more to dry vending.

Many industry figures believe that the industry has barely begun to come into its own; others hold that nothing will ever compare with the Great Days of the Thirties. These two camps, one pushing, the other pulling, will eventually determine the future of the trade.

Of course, the competition for locations and the various agonies and anecdotes about getting them are different from city to city. And there are some pastoral routes which present the ideal Jukebox Scene—people dancing while the counterman serves up the hash and coffee. There is something, after all, rather winning about a jukebox on a highway late at night, complete with lipstick quarters and humming waitresses.

But it is also evident that with the fierce contests for locations in the great cities new locations will have to be found. This means (1) a new machine or (2) a breaking of old taboos, many of them self-imposed. The "class location" is the big rock candy mountain of the trade, longed-for but supposedly untouchable. It is not untouchable, and the industry is, this year, closer to it.

There have never been phonographs before that were so flexible and versatile; they have been designed that way and the wise operator can make the most of them. The MOA has never been so strong before—anyone who attended the October convention can attest to that.

Be it bubbling or willy-nilly, the industry is growing up to new ideas and a better idea of what it is and what it can be. This is good, but it is also essential. Since it is winter now, with ice and snow, an analogy can be drawn—the familiar one about the warm water beneath the ice. Eventually it wins and breaks free. The coin machine industry, with this year, is a little closer to spring.
James Tolisano: Fast Answers and Concentration

James F. Tolisano, as he is formally known, was elected in 1947 to the Music Operators of America at their October convention, Jim Tolisano, as he is known to most of his friends, has been in the business as an operator for thirty years, believes that the industry "has barely scratched the surface in potential," owns West Coast Music, Cleveland, Florida, which he opened in 1963 after a long career in Connecticut. When these years served as president of the Music Operators of Massachusetts, he kept in touch by phone between New York and Clearwater. Tolisano gave his opinions on industry problems and MOA tactics and techniques for the coming year.

Q. Every MOA president has gone on speaking tours of the state associations or been 'on call' to speak. How do you feel about that; does it do any good?

A. Well, I haven't really done too much traveling this year. I do expect after the first of next year to make several stops in states that haven't been reached. I feel that there may be certain areas in which people may have difficulties with the industry—whether they may be in the doldrums. I prepared to travel anywhere that I can be of help.

Q. There's no question that national level is important to the operator; I don't see how he can operate without one. Especially with the adverse legislation that comes up against the industry.

A. How do you go to a state association that's having trouble, let's say, a local group having trouble. Is there a list of cures?

A. Well, I like to talk on the grass roots level. I'm still an operator, I still go out in the field, I still live with the everyday problems of an operator. I simply talk as one of them when I address a meeting; hit them in their own language and do it because I have a little success at the Virginia meeting a few weeks ago.

Q. When you talk to a local bunch do you concentrate on local problems or the national scene?

A. Actually, they're one and the same. I was president of an association in Connecticut for eight years before I moved to Florida, and the troubles in Connecticut are the same as Florida, Alabama, Illinois or any state you care to name. But if you can bring certain points home and make some of these fellows up then you can lick or at least control the problems you have. Like here in Florida, to give you an example ... about three years ago the state legislature actually passed a law for an additional three and a half per cent sales tax on gross income in each coin-operated machine. Let's take the operator who nets a hundred thousand dollars a year—It doesn't take you very long to figure that this adds an additional tax of seventeen dollars. And the operators had no warning of this law.

Q. They weren't told about it until it was done?

A. We were not informed because we had no spokesman. This was the thing that brought about the formation of the state association. The law was written for the individual operators and it isn't really in effect anymore; we're working to get it revised. But it was a case of two or three fellows doing most of the work. It's improved now with the state association we have, and when you realize that in the three years the group has been alive that the hundred thousand dollar operator has saved himself five thousand dollars in taxes, then you see how important an association is.

Q. What do you think is the reason, or some of the reasons, that a local group loses steam and finds itself disorganized. Is leadership of one general reason. I think that it's vital for a local group to get ready to head the group who is objective—in other words, a man who is not an operator. This is the only solution to a difficulty—when you have an operator as chairman of a local association, he's asked to spend a lot of time and some of his money and it just doesn't work too (Continued on page 75)

Seeburg Touts New Consolettes; Features 50¢ Acceptor, Audio Tap

CHICAGO—Seeberg has just supplemented its wallbox line with two new "Consolettes" with a variety of new features designed to "open new locations and profit opportunities for operators everywhere." Currently on the road visiting distributors to introduce the new additions are William F. Adair, president of the Seeberg Corporation and vice president Edward Claffey and William Prutting.

A new 1/2-dime wallbox, the Consolette feature a "tiny but total" new audio control. The guy and gal in the booth get music only after dropping in a dime, quarter or half dollar. And once they select their music, they get their money's worth. In that phase of the control shuts off the music in the Consolette, even though the phonograph itself is still playing. This way the guy puts in another coin he can get music again. This Seeberg innovation is designed to get the operator increased income and it has proven it does," he noted.

Bill Prutting, a specialist in Consolette installations and sales, said, "Lots of people used to deposit one dime and get music in a booth for as long as the phonograph played. During the busy hours or best time, this could mean three, four or five hours of music for a dime. Lots of times they didn't drop a coin and rode along on money spent earlier in the evening by another patron. Those days are gone forever. Now our half-dollar Consolettes, with audio control, will automatically shut off. Four years ago, Seeburg Consolettes, with their built-in speakers, brought music to the individual booth to stimulate extra sales. This was the first step to increase earnings of operators. Now the latest refinement makes extra profits possible and we urge operators to see a demonstration of the many features of the new equipment at their nearby showroom of their Seeburg distributor," Prutting said.

Claffey pointed out that the new Consolettes accept dimes, quarters and half dollars. "While there haven't been too many halves around lately, (Continued on page 75)
It's A Job For Cash Box

Seems everything is coin-operated these days. That's one reason why your advertising message in the 1966 Cash Box Year-End Review—next week's issue—will pay off for you.

And there are other good reasons—the Year End Review is a selling issue for new and used equipment; it sums up what happened in 1966 and offers opinions on what will happen in 1967; it's a book to keep for the whole year—and it's a special product of Cash Box—The Trade's First Choice. Deadline for all copy is Thursday, December 15th. See you next week.

CALL YOUR CASH BOX OFFICE FOR DETAILS

NEW YORK
ED ADLUM
1780 BROADWAY
PHONE: JU-6-2640

CHICAGO
LEE BROOKS
29 E. MADISON ST.
PHONE: FI-6-7272

HOLLYWOOD
HARVEY GELLER
6290 SUNSET BLVD.
PHONE: HO-5-2129
In London: Highlights of the 23rd A.T.E. Show

From the second time this story is seen all over the world there was an authoritative tone about changes in the A.T.E. which was held in the Alexandra Palace. The new super-scope rifle gallery in which the 3-D effect gives a realistic impression of distance.

In past exhibitions both British and foreign arcade owners have found great favour with a torpedo shoot type of machine whereby the player aims at a moving ship through a periscope and when a hit is made there is a terrific explosion suitably accompanied by flashing lights. R & W introduced another version of this type of game which looks like being equally popular. Called Night Barge the player gets the impression of being in an aeroplane and he aims the bombs at targets which pass beneath him. He presses the bomb sight button and watches the bombs descend.

As well as the phonographs already mentioned Ditchburn Equipment Ltd. showed a full range of the Wurlitzer boxes for whom they are the distributors throughout the United Kingdom. These included the Americana, Lyric Manual, Lyric Hideaway, Lyric Compact and Lyric Console. Arbitrator & Weston Automatcs Ltd. are the British importers of equipment made by N.S.M. in Bingon, West Germany and showed the Festival and Lethe boxes from that source while Symposium Ltd. the importers of music equipment from Wm. Harting & Co. of West Germany, demonstrated the M-100 series wall and console versions.

A general view of the convention floor in the Alexandra Palace.

The new progressive jackpot feature which means that when a jackpot is won the next ten or so players are more or less certain to produce further pay-outs. These machines also have the hold and draw features and pay-outs are by hoppers. The new Bally electric upright was also in evidence. Called Extra Stout, it gives one game for sixpence or one for a check and has hold and draw as well as skill steps. There is also a progressive jackpot. The latest from Sega, the 16cy play Windsor, was also introduced on the stand, a feature being the very fast action, Phonographic also showed all the latest flippers from Williams as well as the most up to date Seeburg phonographs. Among other games the Sega basketball found favour with visitors.

Ruffier and Walker had received the 1967 Rock-Ola Juke boxes in time for the exhibition and they included the Imperial (160 selections); Grand Prix (160); Coronado (100); Concerto (100) a wall and hideaway unit. A striking picture of the S. S. Queen Mary was prominently displayed on the stand to remind visitors that Discotheque-rama was recently installed in this famous Cunard owned ship—the first major vessel to be so outfitted. R & W (as they are known throughout the British industry) are also main distributors for Sega fruit machines and they showed two versions of the new Ascot—one is on

Geoff Grange, director of Mar-Matic Penny Machine Ltd., stood featured the Wurlitzer Lyric® 1600 selection compact phonio, first time to be seen in Britain.

Having a laugh at the Ruffier & Walker stand are, L to R, Mr. Lucas Sr. & Jr. of Coast Town Amusments, Ltd., and Fred and Ger-ride, Walker, directors.

penny play and the other takes a threepenny coin or a special size check. A chance was offered on the new electric upright Find the Lady which uses a Rock-Ola type coin mechanism which will accept coins to the value of two shillings, one shilling and six-pence. The Find the Lady feature means that when the player gets a win combination he can either take a regular pay-out or one of four feature buttons. The feature panel then lights to show what he has won and what he has missed. Among the flippers R & W demonstrated Gottlieb's Cross Town and Subway single players and Chicago's single player Kicker. They also showed Chicago's

Rove-AMI were not represented at this exhibition because they recently had a meeting with American distributors in Geneva, Switzerland where they introduced their latest Music Merchant with 'Play Me' feature and the new 'Phonovision' music with films system. These will be presented to the British Trade at the Northern Coin Machine Trade Fair in Blackpool towards the end of January.

Sega were exhibiting on their own for the first time on the stand of Club Speciality Overseas Inc., the exclusive distributor of Sega Products for Great Britain, Africa, The Middle
East and other parts of the world. A complete range of fruit (pokerslot) and amusement machines were on view. A highlight of the stand was the Sega version of the Torpedo Shoot Periscope machine which drew considerable crowds. Martin Bromley was present throughout the show.

The Australian fruit machine manufacturers were represented by Jubilee Products and Ainsworth Consolidated Industries (G.B) Ltd. The former had an entirely new range available for this exhibition called the Riviera. There are four models including Tic-Tac-Toe, Casino Belle, Lucky 7 and Go 7-7-7. Ainsworth's new range is called Crosswayer and has been designed for the public house trade. They enjoy such names as Bunee Bunny, Top Score, Lucky Strike and Hi Dolly.

From Italy came the Tesi Amusement Machines of Florence who were unable to show their 1967 range of fruit machines because of the terrible flood damage which their city has suffered but they were able to show their Saturina range, one of which offers 47 winning combinations.

Bill O'Donnell (left), president of Bally Mfg. Co. and Sam Klein (right) of Bally, flank Cyril Shack, director of Photographic Equipment Distributors Ltd., at the Photographic Exhibition where many Bally products were on display.

Mar-Matic Sales Ltd., who are the United Kingdom agents for all Jennings and Keeney equipment showed a number of new items from those companies. There were the Cross Cross console and Crackjack from Jennings and Keeney's Red Arrow and Challenger. The last named supplied either on sixpenny play or in a version that will accept three different sizes of coin. The Challenger is mechanically and electronically operated and employs the hopper system of pay-out. Mar-Matics are now in a position to supply the Challenger machines to arcade owners in what they call the Add + A = Unit arrangement. Any number of units can be joined together to fit any particular pattern in an arcade. At this exhibition the Mar-Matic stand was divided into three separate sections. The Red Arrow Bar featured public house equipment; the centre piece showed machines for arcades while the third section was for club sites.

A number of British based companies are now either manufacturing their own brand of fruit machines or incorporating some clever ideas into existing material. For instance, there is the small Slough based company of Instone and Ashby Ltd. They have, in the past, received tremendous support throughout the British Trade for their Lucky Devil and Money Matador conversion kits which were the forerunners of the Progressive Jackpot idea. Their latest system is called The Speculator and when a 'select' symbol appears on the first reel the player can select any of the three reels for the next play by pressing a button. Should the feature symbol fall on the pay-line of the selected reel a bonus pay-out is received. Instone and Ashby can also supply a new machine for the club trade called Can-Can in which a bonus pay-out of 14 is made when (Continued on next page).
in London: Highlights of the 23rd A.T.E. Show

From Left to Right: T. Murphy, M.B.E. (ex-president of The Showmen’s Guild), Bill Thompson (organiser of the first ever A.T.E. in the 1930’s)—John Singleton (secretary and general manager of the A.T.E.) and regular visitor to the A.T.E. German arcade owner Lars K. Skriver.

a Can-Can girl symbol appears on the payline after the top box is lit. Mills Bell-O-Matic Ltd. who are manufacturing in London, presented two new machines, The Merry Monarch on sixpenny or check play, but only pays out checks, and the Merry-maker penny play arcade version. The former has a new electronic coin detector installed to ensure separation of coinage while in the other model play appeal is increased by a number of mystery pay-outs.

Two new companies who specialise in the manufacture of electronic gaming machines made their debut at the Exhibition. E.G.M. from Grigthouse, Yorkshire introduced two card games called Lady Luck and The Gambler. Lady Luck is based on playing a poker hand and as soon as the sixpenny coin is inserted the machine ‘shuffles’ two suits of cards and if the first card ‘dealt’ is either an ace or king the player has an opportunity of pressing a button which gives him a win of two coins or he can take a gamble by pressing another button. Pay-outs are as high as 500 for a royal flush. The Gambler consists of four rows of four cards of each suit and when four cards of a line are lit the pay-outs are made. When four aces are lit there is an extra bonus feature.

A general view of the mammoth display stand occupied by Phonographic Equipment Ltd. at the show.

Lyncard Automatics of Cardiff, Wales received a good reception for their electric upright Lucky Lemons which has a progressive feature involving the lighting of baskets of lemons on the glass. When a jackpot is won the player automatically gets a credit of 10 plus 10 for every basket lit. The machine accepts sixpenny coins but no money or checks are paid out. Credits are shown on a counter on the machine as well as a counter behind the bar, where goods are given for the value of the final win. The remote control counter may be reset to zero but coin in and coin out counters within the machine remain untouched, so that the operator can check cash box contents. Special electronic refinements have been devised for Lucky Lemons which, the manufacturers say, make it entirely trouble free.

A French company, Etablissements Rally of Nice, took this opportunity to introduce their new clipper system called “Flip-Tronics” to the British trade. Their equipment is distributed throughout the United Kingdom by Philip Shefras (Sales) Ltd. of London. During play bleeps are issued from the cabinet as the various bumpers and kickers are struck by the ball and the result indeed lives up to the manufacturers claim that it is ‘space age electronics built into your pingoaming ultra high speed scoring, supersonic responses and lightning action’. There are two versions, the four-player Rally Girl and the two player West Club. The scores are marked up on electronic tubes.

A spokesman for the A.T.E. said that from the organiser point of view the exhibition had been a great success. Attendance figures were slightly down on the January show but were far greater than any achieved at the old venue. As far as exhibitors are concerned it will, as usual, be several weeks before the results of the show can be estimated.

(Continued on page 73)
UPSTAIRS IN THE THICK OF THE SEASON—Big John Bilotta got himself into a jam at the Clipper Club, where he was trying to hustle with Debbie Milli to a recording contract and released 'Forever Yours', one of Johnny's favorite tunes. He's been boasting about the youngster here, there, and everywhere, and he's been known to break a few antlers on talent... Dynamic one-stop-topper Tom Tarantelli up in Syracuse is inviting all area clubs to 'Share Christmas with Tom' by sending over a freebie bottle of 'cheer' and an order for his group's annual sales purchases over $150.00 between Dec. 1st and 24th. There's only one to a customer so let's get to it... Flower parade to highlight Grilla and Eddie Tell's celebration at Ola's 'Coronado' 100-selection compact phone with upstake ops. "You'd be surprised how many spots open up for an economically sized juke," says Joe, "and how many location owners are pleased with the Coronado's appearance and sound..." Good buddy Vic Conte movin' more than his share of United Billiard tables. U.S. Envy on its way, with wide, Johnson rakes and rakes in coins by the droves. ... Tommy Green, busy-busy-busy at Holly day time programming the route and shuttin' out phones and tables to op customers. The op-distrib looks forward to better than average cigarette collections during this season, especially along Thruway stops as the public moves in their holiday spree. ... Hitco's 'farm' gearin' for season visitors to the vacation spot. Extra action picks up for Hank as the bear and deer hunters venture into his locations to talk about the optics that got away... WURLITZER—NEW ORLEANS WASTES NO TIME! A showing of a new model followed by a service school at a later date? NEVER! says B. DuFay, manager of the Wurlitzer branch in New Orleans. A special combination show and service school was held at Delta Music Company of Thibodaux, Louisiana, hosted by DuFay and Delta owner Lester Freeman. Representatives from Houma and Morgan City, as well as the staff of Delta, Music attended. Freeman's operation in Morgan City is named Twin City Music Company. W. E. Tew, service manager of the Wurlitzer mechan... electrical/electronic components, and general points about the American product. In the first part of teaching all his service students to recognize the important points of the phonographs, Freeman suspended all service for the entire day of November 21st, the day of the showing and school. That's real interest! In a pleasant way Elsie Louper of New Orleans, Irma Sarris, Brenda Jarrell, Johnny Ordoyne, Rene Leonard, Charlie Bantam, Lester Freeman, V. C. Latham, Roddie Freeman, George Leonard, Ray Jarrell, Myrtle Freeman, Dale Freeman, Ronnie Lapeyrouse, Danny Landry, Wanda Jarrell, Mrs. Rene Leonard and Rita Jarrell. Here and There—St. Redd called down last week; says he's cooking up a terrific coin brew on the expanding route. Sun's new headquarters in Ham... Runnun's Lou Wolsberg has his Music Merchant customers all decked out for the latest change-sellers in Pont Peche. The local location owners love it," says Lou, "and it looks almost like a brand new phonograph when you see one up and running, but with some terrible merchandising ideas," boasted the Tenth Ave. ace. ... For ops looking to give themselves a Christmas present, many of our distributors are offering you specials on used phonos and games, and you'll probably see something you want. Davis Dist. is displaying a fine lineup of phonos, likewise Durland Dist. of Dave Stern. ... Bluebonnet Dist. and check him out. ... Phillips juke box winners the Serendipity Singers will be displaying their unique talents on the Ed Sullivan Show Jan. 8th. Big bands will be on hand in this Egyptian-type affair at Las Vegas Tropicana, good buddy Johnny Tillotson goin' on down to Nash- ville... (Tenth Anniversary) of Toshiba of the South in the System/S00, which they call the food service of the future, will be unveiled for the press Dec. 13th thru 15th at the Capitol St. armory, in a mobile unit type. The system combines the use of electronic ovens, a compact steam table and a bank of vending machines that reportedly will produce a gourmet meal minutes after the customer makes his selections... H. A. Franz & Co. (Searcy) started making deliveries on the "CasNovA". Williams newest amusement game, early in December. Firm's president, H. A. (Roddy) Franz, reported a sizable backlog of pre-delivery orders and re- marked that current sales of the new machine were above average... Gulf Coast Distributing Co, headed by L. C. Butler. (Wurlitzer distributors with headquarters here and who also office in San Antonio) were approved as factory representatives for the Coffee-Mat in States of Texas and Oklahoma... Sam E. Ayo, hooked up with Bluebonnet Music and Cigarette Service, Inc. past two years, can boast over 25 years worthwhile continuous service in local coin machines covering most every phase of the game. At recent meeting Sam remarked that a younger brother, A. C. Ayo, another well known local operator, was now in business at Victorian Place. Ben Baker in process of enlarging and remodeling his Allied Record Service to handle increased demand structure and additional 17,000 square feet of floor space. Ben said better than 90% of his business presently had to do with cartridge and reel to reel tape. ... Veteran operator Joe Baine, head of the Beach American, Baine recording records and other stuff with which to earn a living. (307) Pounds, office and the Music Distributors, Inc., gave out that business was about on even keel at their firm. ... On December eighth local operator E. S. Dean and charming wife Fayrene observed their Thirty-Second wedding Anniversary. Festivities included dining and dancing Friday night in company with fellow operator Ted Harris and wife Efie (who celebrate their 530th wedding anniversary last Oct. 2nd) and local operator Ben J. Kelly, owner Post Vendors, Inc., remarked that he was so busy of late that he couldn't hardly enjoy new model showing parties like he used to and his wife seems to think that was telling the truth. ... Operator L. R. Gardener, owner Gardener Sales Corp., while apparently enjoying himself at a recent new model showing, hinted that role of guest speaker's points... Many local juke machine home player and musical instrument dealers here expect this Holiday Season to be best ever for sale of their wares. ... New telephone number for Cash Box Houston Happenings News Items is: HU-8850. 'Phone in stuff about yourself, your family and your company so we can make this column a bit more each week as it should be.
Milwaukee Mentions

After many years of deer-less hunting with the gang Mal Melrose decided to get his Savage. As if this happy hunters' return down with deer (and Mal is fit to be tied)! On the other hand, Herb Tennon, of Cigarette Service in Appleton went deer hunting, but had no luck. (We hear tell of another storm of Mal Evers' recent hunting.) He is heard at his Evers Vending Co. into the larger new building in Green Bay. Empire Distrians, who over the past year have done some of the best work of the large group headquarters. Mrs. Clair Burnet, whose husband is the veteran owner of Clair Burnet & Son, in Oconomowoc, is still bedded down in St. Vincent Hospital in Cleveland. The company's quarters reportedly progressing very well. While Nate Vantine and his family are basking and loafing during a well earned vacation the sales contingent of C. L. London Mistle Co. Note is expected back to the office on Dec. 12 (to a loaded deck)! The big action this week at Pioneer Sales & Services, according to Joel Kleinman and Sam Cooper, is on the Rowes-Mfg. Novelty and the dollar a week. The very popular "Phono-Vue" audio-visual adaptor is on display in the Pioneer showroom. All the buzzin' around in the showrooms at Pioneer, Inc. is due to Wurzburg's bachelors of amusement games, Valley and U.S. Billiard tablets, and Ditchburn vending machines and will be the money that will make the bandstand.

Cash Box—December 17, 1966
California Clippings

CIRCLE INTERNATIONAL IN THERE PITCHING. . . . Spoke with Dean McMurtrie and he gave us the run down on who was in for the NAMM show. Carl Lawson, Willard Wayne and Jack Harper, all who are from Salt Lake City, were there. Tommy Thompson and Garth Brown, both from Salt Lake City, in town. Arnold Cohen travels across the country, from his home town of Brooklyn, to be here for the show. Jerry Marcus, Bob Wright and John Pentecost, represented Rowe at the conference and the show. Finally got a chance to try out our own Wing's new "DeLuxe Fan Cruise." It's a pretty tough game, now that it is minus the dippers but we did well enough to have it with Dean. Also tried the other big new pin game from Bally, "Bazaar." Dean says that everyone there is eagerly awaiting the arrival of the new Rowe 212 single cup coffee machine.

W.S. McG. TO-U.S. TECH. TABLES ARRIVE AT STRUBE DISTRIBUTING. . . . Stan Larsen reports that they just received their first shipment of these new tables. We have not had a chance to see them yet but we hear that they are a beautiful sight to behold, with their black and red trim. Kids, Tony Trampler and Jim Lawless have again hit the road, this time they are traveling in the Barter and Son Bernardino area. They are also covering the Palm Springs and Indy territory. A few weeks back we ran a headline in this column that read "Struve Keeps Striving." We hear that some people on main street didn't understand what we meant. Translation: they are struggling and they are striving for bigger and better things all the time. We realize that sometimes this column reads a bit like a modern art painting; it has to be interpreted through your imagination rather than be taken at face value. It wouldn't be any fun any other way, right??

FROM THE RECORD RACK. . . . Buddy (Roving Reporter) Robinson of California Music, reports in with the news that "Lady Godiva" by Peter and Gordon on Columbia, is his top seller in the singles department but "Devil With The Blue Dress On" by Mitch Ryder and the Detroit Wheels, is still coming on strong. Fast moving album this week is the newest from the Rolling Stones on the London label "Get Live, If You Want It." He tells that Margaret Whiting, accompanied by her husband Irwin Zucker, were in chatting with Buddy about her single "Wheel Of Hurt" and her forthcoming album, "This Is The Place." Recently thanks. There has been an item in this column that Margaret and Irwin stopped in to say hello. The girls tell us that the new Marty single for Reprise, "Let The Good Times Roll" looks like a smash. HERE IN THE CITY. . . . Strube Distributing also had a chance to talk with Manny Glass of Wico Corp. on recent tour of the Midwest and found out that he was in Cleveland. Mr. McLawns, from Australia, went on a visit with his going to Simon. George tells us that another shipment of photographs just left for the Far East. . . . During our visit with Wurlitzer, we ran into old friend. Gary Simms, up here from Long with Paul (Black Bar) Bartlett, Ron Pure, who were visiting with Clayton Ballard. . . . Talked with Lee Simone of Badger and some in town that he is still waiting for his first shipment of the much talked about Fischer pin. Joe Depp, from Duarte in California, was in chatting with us that he is really rearing around so as to get all his export order filled. There has been a rumour flying around that the equipment was taken off the Bidg. We hope, by the time that she is up and around. From Advance Automatic we get the good news that Frank Manconi got a new shipment of parts for the hospital for a chance. The folks down at Coin Machine Service gives us the news that they have just opened another office. This time it is in the Country. It was heard that another shipment of Valley pool tables is being awaited by Hank Runenberg and Al Bittelman, at A. A. Robinson, Al tells that he will be going to Palm Springs for a few days. While he is there he will be entertaining operators. . . Visiting ops this week include; Walt Temple, San Fernando; C. B. Ellison, Lancaster; Bill Brady, Covina; Perry Irwin, Ventura; Manuel Trevino, Oxnard.

Upper Mid-West Musings

Ted Fischer, Waconia, in the cities for the day picking up parts and records. . . . Jack Godfrey in town for the same purpose. . . . Mr. & Mrs. John Cierniak in town over the week-end and celebrating their children's wedding anniversary. . . . Larry & Florence Johnson, Minnesota, in town for the day. . . . Ed Flath, of Milwaukee, in the city for the day. . . . Sam Deymber, of the Columbia, in town for the day. . . . Tony Trampler, Provo, Utah, in town for the day. . . . John Runenberg, in town for the day. . . . Harry Chapman and his family taking a few days holiday by driving to the cities for a few days vacation. . . . Rudy Grahek and family in town for the day on a trip. . . . Andre Markfelder, of Staples, in town for the day visiting friends and doing some Christmas shopping. . . . Don Mraz and Mrs Mraz stopping off in Minneapolis for a few hours of shopping before taking off for home after visiting their children in Rochester. . . . Russell Gherty in town for a few hours of buying records. . . . Douglas Smart, Bemidji, in town for the day buying records and parts. . . . Gordon Runenberg, in town, also Mr. & Mrs. Bob Kovens and friends. . . . Joe Denny, of Madison, in town for the day, Bob making the rounds. . . . Bill Hunder, Wheaton, in town for the day. . . . L. P. Wilber, Duluth, in the city for the day. . . . A. N. Muroaka, of the Wurlitzer, in town for the day. . . . Ardnt Peterson has moved from Sanborn to New Ulm, Minn. Much better for his operation. . . . Vaughn Monroe at the Manor. . . . Ever Lovin' Speedway, picked them all three from Concorde. 

Happy Birthday This Week To:

Cash Box—London: Highlights of A.T.E.

(Continued from page 60)

However, it is known that the change of date from January to December was experimental and in the light of overall results the organizers will soon be deliberating on whether or not the November-December date is the most satisfactory one. Whether the exhibitors, having experienced both, will wish to revert to the old date for the future.

How Sweet Is It?
Sifers of N.C.A.
Speaks on Outlook for Candy Industry

CHICAGO—Burr Sifers, chairman of the board of the National Confectioners Association, issued a statement last week on the year's record candy sales:

"The U.S. candy industry is expected to enjoy its sweetest year on record in 1967 by ringing up anticipated sales of $1,545 billion at the wholesale level, up 3 percent from estimated sales of 1966."

"With estimated sales of $1,500 billion in 1966, candy makers topped sales of the previous year by a substantial gain of 5 percent, according to projections based on statistics compiled by the U.S. Department of Commerce."

"Confectionery production in 1967 may well reach 3,750 billion pounds, also an all-time high and 3 percent greater than the poundage of 3,655 billion pounds, which, in turn, was about 4 percent greater than 1965 production."

"If sales goals for next year are realized, 1967 will mark the 10th successive year of record-breaking sales for the candy industry and the 12th successive year of record production highs."

"Among the important factors which have contributed to the candy industry's healthy economic condition are steadily rising disposable personal income; the continued growth of the U.S. population, characterized by an above-average growth rate of the candy-consuming age group; the industry's increasingly heavy emphasis on marketing, merchandising, and promotion; and the steady advancement of disposable personal income in the U.S., accompanied by a corresponding rise in food expenditures, is a favorable trend for all food products, including candy manufacturers. Disposable personal income rose 8 percent in the first nine months of 1966, as compared with the same period in 1965."

"Then, too, the market for confectionery and other food products is steadily being enlarged as the nation's population grows about 1.5 percent annually. Even more important from the viewpoint of the candy industry is the 3.3 percent annual rate of growth of the 14- to 20 age group, considered to be among the country's most ardent candy-lovers."

"Within the industry, itself, the rapidly accelerating trend of major food, tobacco, and other corporations to acquire candy firms is also playing a vital role in the industry's sales and production gains."

"The entry into the candy field of such corporate giants as Pet Milk Co., Standard Brands, Inc., Beatrice Foods Co., P. Lorillard Co., U.S. Tobacco Co., Philip Morris, Ltd., and W. R. Grace & Co., has had the bracing effect of pumping more dollars into product research and development, marketing, research, packaging, merchandising, promotion, and advertising."

"Mergers of candy firms with these and other large multiliner companies have, in addition, resulted in more confectioners distributing their products on a nation-wide basis, rather than locally or regionally."

"Another 'plus' factor working for the candy industry is the aggressive national public relations program sponsored by the National Confectioners Association on behalf of the entire industry."

"Launched in March 1965, the NCA's industry-wide PR program is designed to promote the positive values of candy as a wholesome, delicious and convenient energy and fun food, perfect for desert and snacks for people of all ages and with all diets."

"Of course, not all aspects of the confectionery outlook are sweet. For example, the unfavorable import-export balance of past years is expected to continue in 1967."

Indiana Vending Ops Organize: NAMA

CHICAGO—Indiana vending operators and suppliers organized a State Council in Indianapolis Friday, November 18, and will affiliate with the National Automatic Merchandising Association, Thomas B. Hungerford, NAMA executive director, announced today.

Members of the Indiana Vending Council, Inc., named Richard D. Courtney, Servatis Vending of Indianapolis, Munce, president of the newly formed group. Other officers are Charles E. Bertsch, Bertsch Vending Company, Inc., Warsaw, vice president; Earl Dixon, Indiana Vendors, Inc., Indianapolis, secretary; and Orval J. Fettig, Automatic Dispensers, Inc., Richmond, treasurer.

For the First Time...
A Realistic Telescopic Sight! Two Separate Target Areas!

• DOUBLE MIRRORS
Target Area Looks 8 Ft. Deep

• EXCLUSIVE TWO-WAY MIRROR
With New, Exciting Floating Targets

• BLACK LITE GAME
3rd Dimensional Targets To Test Players Skill

• 17 DIFFERENT MOVING, SPINNING, AND VANISHING TARGETS
For Continuous Action!

• NEW INSET LIGHTED FRONT CABINET
For Eye Catching Appeal In All Locations

TRY IT before you buy it!
• Minimum lease — 25 weeks
• Average cost $20 per week
• Films included in rental — over 750 film titles
• All moneys can be applied to purchase
• Immediate delivery

IT'S AUDIO-VISUAL ALL THE WAY WITH THE ONLY 2-IN-1 COMBINATION OF MOVIES & MUSIC IN A SINGLE UNIT

FILMS AVAILABLE FOR AUDIO-VISUAL OPERATORS
• Select from over 750 color sound movies at only $15 per reel
• Suitable for all markets & models
• Send for free catalog on letterhead

WRITE - WIRE - PHONE
Exclusive Rowe A.M Distributor
e.s.-Jerrycan-DeL.-D.C.

DAVID ROSELL Inc
855 N. BROAD ST., PHILA., PA, 19127
Phone (215) 2-2900

73
A Profile On
James Tolisano: Fast Answers, Concentration
(Continued from page 65)
well, I think that you should appoint an objective man to do the legwork and make the telephone calls and see the legislators. Now, the usual operation is me sleuthing it. Well, they can afford it and it's the best investment they'll ever make.

Take Fred Granger for instance. I think he's the best thing that ever happened to JCI.

Q. What are some of the other reasons?
A. Some associations don't meet often enough. If you can get operators to meet—it depends on the geography of your state. Like Florida, Texas, New York, California are large states and the answer there, I think, is to bring together the membership into smaller groups for the various sections of the state, so that people in one section can meet conveniently. I find that by breaking bread with your fellow operator you get a lot more done. Lack of coordination and cooperation between the operators is the core of the problem, and it affects the association.

Q. You've said that you have several programs in mind for next year. One of them is get together with the one stops.
A. Yes, that's right.

Q. How is that going?
A. Well, it's too early to talk about it yet. We are working on it. It's in the planning stage, but we are working on it.

Q. John Wallace said in Washington last March that one of the projects was a national survey of the industry. Is that going ahead; is it scheduled for 1967?
A. Definitely. Unless some emergency comes up we intend to do a national survey. As a matter of fact I have a letter here, I was reading it just before you called. It's a request from the Seeburg Corporation for us to do an up-date facts and figures on the types of machines, the average yearly collections and so on. We're going to do a survey—as you mentioned, we have wanted to do it for a long time. People in the industry would like current, accurate figures, and if we can help the authorities at the same time, half good taste and it's good public relations. I think it would not only help the authorities but it would also help the industry itself, the manufacturers, distributors and operators. I don't think this industry has ever really undertaken a complete national survey. And it would help us with the copyright problem when it comes up for discussion.

Q. Speaking of that, how do you think the situation looks for next year in Washington? Trouble in one form or another?
A. Well, I'll give you a fast answer on that. No more and no less than we've ever had. I feel we have as much going for us as some people seem to think we have going against us. I think that when it's folded up and put to bed we'll be all right. The new year will bring some new notes on this.

Q. What about operator attitudes to the Copyright problem?
A. Well, frankly, I am amazed at some of the operators and how they have been able to suffer it. We've sent out hundreds of mailers and the people the response, on all its aspects... and yet it has doubled. I hope it continues and understand what it's all about and what's going on. I talked to a group of operators and they told me that a bill had been passed, I don't know what causes the confusion. It's certainly not a lack of information.

Q. A lack of concentration?
A. I guess that's the way to describe it.

Q. Well, thank you for your time and congratulations on your election.
A. Thank you. I know that MOA is a wonderful organization and I'll do my best to keep it that way.

Gottlieb's 4-Player

Fred Walters Dubbed General Sales Mgr. For Philly American Shuffleboard

PHILADELPHIA—The appointment of Fred Walters as general sales manager at the Philadelphia American Shuffleboard & Billiard Co. was announced last week by the firm's president Bill Lennox. Walters, a veteran in coin machine sales, spent nearly 25 years in the employ of the Banner Specialty Co., the last few years of which as a vice president.

In making the appointment, Lennox cited Walters' genial personality and sales prowess as two personality factors which have been responsible for the latter's enviable record over the years. "Fred is easily one of the best known coinmen in the East, possibly in the entire country," Lennox stated, "and his leadership in our sales department will be a great asset."

The Philadelphia American Shuffleboard Co. handles exclusively those products manufactured by American Shuffleboard in Union City, N.J.

Seeburg Shows New 50¢ Consolettes

(Continued from page 65)
new U.S. mint reserves and facilities will make vast quantities of the large coin available shortly," he said. "We are dedicated to helping operators make more money through coin equipment that has the widest scope of acceptance. Just as our dollar bill acceptor has been an overnight sensation on our Stereo Showcase phonograph because it increased income for the operator, so will the new Stereo Consolette pull in extra income with its audio control and its ability to take half dollars, in addition to dimes and quarters," the Seeburg vice president stated.

The new Consolettes are identified by Model No. SCH-3 Antique Brown Finish and SCH-4 for Chrome Finish. Seeburg recently created the antique brown finish so that Consolettes would blend in with the decor of many locations that were utilizing wood finishes. "This new finish, which was introduced last April, has already secured hundreds of locations for operators that the "Chromie" concept would not have secured. Seeburg Consolettes give the operator a choice of finishes so that he has an extra selling point in obtaining locations or turning a simple phonograph location into a Consolette location," said Prutting.

"The operator needs as many selling features as possible when he goes to talk to a location. That's why Seeburg continually comes up with the extra features that are saleable and profit able," he concluded.
WANT
AVAILABLE: COIN MACHINE MECHANICS. Aged, reliable, honest; Col., will go anywhere. Cal. 817-2507, Mountain, Pasadena, Ore.

USED SIX-CARD PEBBLE MACHINES, BAR- rel, large, small, 500, 1000, 1500. Safe, reliable, low prices. Sent, cord, check or money order. NEW, 3516 S. AVE., ST. LOUIS, Y. 332-333.

USED: LINCOLN CASH REGISTER, MACHINES, CASH REGISTER, CASH STATION, BANK WINDOW, KEYLESS, PLAIN, D. F. T. MACHINES. Operate by coin, parts, operator. Low, in stock, see. Motors, Sel. Cash Register, AD, 702-526, New York, N. Y.

WANTED: VINTAGE MACHINES. All types, large or small.$5 for each machine. Credit given. Cal. 817-2507, Mountain, Pasadena, Ore.

WANTED: BALLY, WMS MACHINE REPAIR, good or bad. We pay cash for even a single machine. Cal. 817-2507, Mountain, Pasadena, Ore.


WANTED: VINTAGE MACHINES. All types, large or small.$5 for each machine. Credit given. Cal. 817-2507, Mountain, Pasadena, Ore.

WANTED: SELL YOUR/MACHINES, MACHINES, PARTS, for cash. We buy anything. Cal. 817-2507, Mountain, Pasadena, Ore.


WANTED—YOUR USED 45 RPM RECORDS. We pay your freight up to 13, 45—REC-O-RAC. LOS ANGELES, CALIFORNIA. Tel. 714-745-2942.


SAMPLE D.J.’S FOR PROMOTION: We promote all types of records—Pop, Rock, Spiritual, Special Recognition, New Vinyl. Send for your free "Satisfaction" 45. 100% Honesty Evaluated. We don't promote Gar- bo's records. We specialize in Dixieland, Fortun- er, NEW ENGLAND RECORD PROMO- ANTS. 76 STATE ST., BOSTON, MASS. 02210.

LOTTERY MACHINE STOCKS, CLOSEOUTS, SURPLUS, ANY LABELS. For premiums and gifts, lotteries, toonie, scratchies, and other ticket work. Single or large lots. EMPIRE DISTRIBUTORS, AVE. 95, TROY, N. Y.
Hit the lucky U-Bumper... and see the Flipper-Gap snap shut! Flipper action continues when buttons are pressed... but ball is a busy "captive" on the playfield until either one of two L-Bumpers is hit. And nimble Flipper-skill can keep closing the Flipper-Gap again and again with a single ball. No wonder BAZAAR is bringing in biggest solo player collections in years!

**NEW Super BONUS**

Open-and-Closed Flippers are only one of many new money-making features crammed into BAZAAR. Another is the exciting new ball-to-ball carry-over Super-Bonus, which advances each time all four L-U-C-K Lamps are lit by skill, scores Points, Replays or Added Balls.

Another play-boosting feature is the tantalizing Red Arrow action, constantly shifting score-value of Bumpers... and big-score Top Rollovers, which jump from 10 to 200, 100 or 50 on Rebound bounce-off... and easy-open Free-Ball Gate, which opens when center Top Rollover is hit or Gate-Bumper is hit with Red Arrow lit... but you've got to see and play BAZAAR to get the feel of the Busiest, Brightest Bally "B" game ever built. See BAZAAR at your Bally Distributor now.

See your distributor or write BALLY MANUFACTURING COMPANY • 2640 BELMONT AVENUE, CHICAGO 18, ILLINOIS, 60618, U. S. A.
NOW... 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 economical and easy to change... you can do it in minutes, right at the location. These play-inviting scenes are in exciting, super dimen-sion-color. Natural light, rather than black light, maintains the location's atmosphere. Bright, back-lit colors pop out from these panels... giving the Music Merchant an eye-catching, money-drawing appeal that location owners simply can't resist.

EXCLUSIVE CHANGE-A-SCENE

NEW DOLLAR BILL ACCEPTOR
Another Rowe AMI "first"... the super merchandising feature that really sells music in quantity! Customers are wild about it! Rejects all paper currency except dollar bills. Money-makin'est, money-takin'est feature ever!... completely test-proven, absolutely reliable. Brought to you by the company that spent almost 10 years pioneering and perfecting the original Dollar Bill Changer.

"PLAY-ME" TALKING RECORDS
They've increased location play by over 40%! You get a phonograph that "talks" to your customers... invites 'em up to play. They're original recordings featuring Rowe "personalities" and the country's top jukebox stars talk directly to the location's customers... first class entertainment. Phonograph has special timer—pre-set to play after a dead-time interval you choose.