Turned on.

High-voltage singles getting intense radio play.

"My Ancestors"
Obrey Wilson 4-43944

"That's How Strong My Love Is"
Mattie Moultrie 4-43857 A Sire Production

Where the soul-satisfying action is.
On COLUMBIA RECORDS
1966, in show business parlance, will be a tough act to follow. The year, as covered in an editorial here two weeks ago, was good, great and fantastic for labels of all musical shapes and financial sizes. The end of a calendar year and even Holiday revelry do not grind to a halt the activities of record companies, of course, but they are convenient occasions for the industry to take-five and take stock of record industry past, present and future.

Since we have already surveyed the past, and present, we’ll concern ourselves with the future—the year 1967, that is. There is little doubt that the start of the New Year will continue to be hey-days for pressing plants around the country. Activity of pressing plants has been the consistent evidence offered by companies to indicate that sales, especially LP product, are booming. Some of the industry’s largest disk operations have, in fact, noted that their own overburdened pressing facilities have necessitated courtly calls on other plants to fill orders for product. This healthy state is even more remarkable when one considers that this Holiday Season has once again failed to produce a strong Yule-themed traffic builder. And with top-line new material waiting in the wings for release Jan. 1 or thereabouts, 1967 should benefit greatly from the momentum of the closing weeks of 1966.

As for that new product, it’s interesting to note that many labels are sending them off with great hullabaloo, particularly at special sales conventions, which, in some cases, will match those summertime conventions that introduce product for the fall-winter season.

The industry is also fortunate, as our poll results will attest to, to have so many strong acts who show every indication that their popularity has staying-power. While it would stifle the industry to be without newcomers of note, this powerhouse reserve from 1966’s showing can easily pick-up any slack that could develop in the recruitment of catalog sounds.

The number of solid acts that came along in 1966 points up, we feel, the large age groupings to which they appeal, and the best guarantee of sustained success is to attract a good cross section of the recording buying public. This is a key reason why 1966 hit the spot, and why the coming year should do likewise.

From our vantage point, 1967 looks like a Happy New Year!
The excitement has already started!

TOM JONES
Green, Green Grass Of Home
40009

THE BACHELORS
Walk With Faith In Your Heart
20018

VAL DOONICAN
What Would I Be
5008
The King is the Man to Watch!

NOW AVAILABLE—
“MUSIC TO WATCH GIRLS BY”
LPM/LSP-3773

Al Hirt’s new album features the hit song, composed, arranged and conducted by Sid Ramin, plus 10 more swingers with the happy Hirt sound.

Al Hirt
MUSIC TO WATCH GIRLS BY

Music to Watch Girls By / Max Que Nadie / Nature Boy / If You Go Away (I'm the one you see)
Willkommen (swelen) / Theme from "The Sand Pebbles" / Elmer's Tune and others

Cash Box—December 31, 1966
NEW YORK—The U.S. continues to list all long-play, play-along-at-a-tremendous annual pace, reports the 13th annual survey by BMI, "Concert Music USA, 1967-

As for disks, record sales are the fast-growing segment of personal music purchases, rising from 962% to 1,814% of personal consumption. Preliminary sales of album hits $501 million in 1965. The personal consumption figures do not include purchases of phonos or radio, nor ad-

missions to musical events, but only purchases of records, sheet music, musical instruments and accessories. During the past two decades, the music industry's portion of annual personal consumption expenditures nearly doubled.

According to the American Sym-

phonic Music League, Americans supply 1,855,000 in more than half the world's total.

Song to be pattern, "Concert Music USA, 1967" points out that Americansrend 4,777,000 performances of 255 million in 1965, many or performing groups.

Using statistics compiled by the American Music Conference, the story of music education is highlighted by reported 65,000 professional groups, 573 20th-century composers out of this 780,000 were active in 1965. A total of 6,720 performances of 200,000 were given by these groups, and several composers among the most famous 20th-century composers were performed in America in 1965.

Three famous 20th-century composers were performed by these groups, including the three-fourths of all performances.

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**Cash Box**

**RADIO ACTIVE CHARTS**

A survey of key radio stations in all important markets throughout the country to determine by percentage of those reporting which releases are being added to station play lists this week for the first time and also the degree of concentration combining previous reports. Percentage figures on left indicate how many of the stations reporting this week have added the following titles to their play list for the first time. Percentage figures on right include total from left plus the percentage title received in prior week or weeks. (SURVEY COMPLETED TO DECEMBER 21, 1966)

<table>
<thead>
<tr>
<th>% OF STATIONS ADJUSTING 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>47%</td>
<td>Color My World—Petula Clark—Warner Bros.</td>
<td></td>
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<td>92%</td>
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<tr>
<td>46%</td>
<td>How Do You Catch A Girl—Sam The Sham—MG M</td>
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<td>79%</td>
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<tr>
<td>45%</td>
<td>Communication Breakdown—Roy Orbison—MG M</td>
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<td>66%</td>
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<tr>
<td>44%</td>
<td>Music To Watch Girls By—Bob Crewe Generation—DynoVoice</td>
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<td>44%</td>
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<tr>
<td>43%</td>
<td>I Got To Go Back—McCoy's—Bang</td>
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<td>53%</td>
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<tr>
<td>42%</td>
<td>Knight In Rusty Armour—Peter &amp; Gordon—Capitol</td>
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<td>48%</td>
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<td>41%</td>
<td>Dead End Street—Kinks—Reprise</td>
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<td></td>
<td>60%</td>
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<tr>
<td>40%</td>
<td>Kind Of A Drag—Buckinghams—USA</td>
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<td>82%</td>
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<tr>
<td>39%</td>
<td>Green Green Grass Of Home—Tom Jones—Parrot</td>
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<td></td>
<td>88%</td>
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<tr>
<td>38%</td>
<td>Another Night—Dionne Warwick—Scepter</td>
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<td></td>
<td>92%</td>
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<tr>
<td>37%</td>
<td>Pretty Ballerina—Left Banke—Smash</td>
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<td>61%</td>
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<td>36%</td>
<td>It's Now Winter's Day—Tommy Roe—ABC</td>
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<td>59%</td>
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<tr>
<td>35%</td>
<td>I Had Too Much To Dream—Electric Prunes—Reprise</td>
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<td>82%</td>
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<tr>
<td>34%</td>
<td>Gimme Some Lovin'—Spencer Davis Group—U.A.</td>
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<td></td>
<td>54%</td>
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<td>32%</td>
<td>Grizzly Bear—Youngbloods—RCA</td>
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<tr>
<td>31%</td>
<td>Hello, Hello—Sopwith Camel—Kama Sutra</td>
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<td></td>
<td>94%</td>
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<tr>
<td>30%</td>
<td>Love Me—Bobby Hebb—Philips</td>
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<td>30%</td>
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<td>28%</td>
<td>Full Measure—Lovin' Spoonful—Kama Sutra</td>
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<td>28%</td>
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<tr>
<td>27%</td>
<td>You Can Tell Me Goodbye—Casinos—Fraternity</td>
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<td>26%</td>
<td>Walk With Faith In Your Heart—Bachelors—London</td>
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<td>31%</td>
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<tr>
<td>25%</td>
<td>Bittersweet—Robbs—Mercury</td>
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<td>33%</td>
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<tr>
<td>24%</td>
<td>Wack Wack—Young Holt Trio—Brunswick</td>
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<td></td>
<td>62%</td>
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<tr>
<td>22%</td>
<td>Baby What I Mean—Drifters—Atlantic</td>
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<td></td>
<td>58%</td>
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<td>21%</td>
<td>Stand By Me—Spyder Turner—MG M</td>
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<tr>
<td>20%</td>
<td>Hard Lovin' Loser—Judy Collins—Elektra</td>
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<td>45%</td>
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<tr>
<td>19%</td>
<td>Wish Me A Rainbow—Gunter Kallmann—4 Corners</td>
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<td></td>
<td>76%</td>
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<tr>
<td>18%</td>
<td>Look What You've Done—Pozo Seco Singers—Columbia</td>
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<td></td>
<td>80%</td>
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<tr>
<td>17%</td>
<td>That's The Tune—Vogues—Co &amp; Ce</td>
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<td></td>
<td>24%</td>
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<tr>
<td>16%</td>
<td>Hey Leroy—Jimmy Castor—Smash</td>
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<td>16%</td>
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<tr>
<td>15%</td>
<td>Constant Rain—Sergio Mendes—A&amp;M</td>
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<td></td>
<td>36%</td>
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<tr>
<td>14%</td>
<td>Catch Me In The Meadow—Trade Winds—Kama Sutra</td>
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<td>20%</td>
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<tr>
<td>13%</td>
<td>There Goes My Everything—Don Cherry—Monument</td>
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<td>18%</td>
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<tr>
<td>12%</td>
<td>Little Black Egg—Nightcrawlers—Kapp</td>
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<td></td>
<td>17%</td>
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<tr>
<td>11%</td>
<td>Just One Smile—Gene Pitney—Musicor</td>
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<td></td>
<td>36%</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Least Than 10% But More Than 5%</th>
<th>Total % To Date</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sweet Sounds Of Summer</td>
<td>Love Me Longer</td>
</tr>
<tr>
<td>Shongri Los (Bong)</td>
<td>Vic Damone (RCA)</td>
</tr>
<tr>
<td>Walk Tall</td>
<td>Midnight Hour</td>
</tr>
<tr>
<td>2 Of Clubs (Frenzymity)</td>
<td>Kit &amp; The Outlaws (Philips)</td>
</tr>
<tr>
<td>Don't Go Out Into The Rain</td>
<td>Hurry Sundown</td>
</tr>
<tr>
<td>Seagulls (Columbia)</td>
<td>Peter, Paul &amp; Mary (Warner Bros)</td>
</tr>
<tr>
<td>Love Is After Me</td>
<td>Last Night</td>
</tr>
<tr>
<td>Charlie Rich (Hi)</td>
<td>Georgie Fame (Imperial)</td>
</tr>
<tr>
<td></td>
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</tr>
</tbody>
</table>

Cash Box—December 31, 1966
The last big hit of '66.
The first big hit of '67

WILD THING

by SENATOR BOBBY
and the HARDLY WORTHIT players
featuring BILL MINKIN

Steve Baron & Dennis Wholey

CAMEO PARKWAY RECORDS

ALSO FEATURED IN THEIR SMASH COMEDY ALBUM

THE HARDLY WORTHIT REPORT

Produced by Chip Taylor and Dennis Wholey for C & D Productions
BRENDA LEE  
Sings  
“RIDE, RIDE, RIDE”  
c/w  
“LONELY PEOPLE DO FOOLISH THINGS”  

DECCA 32079

BURL IVES  
Sings  
“LONESOME 7-7203”  
c/w  
“HOLLOW WORDS”  

DECCA 32078
NEW YEAR WITH 4 BIG NEW HITS!

PETE FOUNTAIN
Plays
“OVER THE WAVES”
c/w
“FOUNTAIN IN THE RAIN”

BILL ANDERSON
Sings
“GET WHILE THE GETTIN’S GOOD”
c/w
“SOMETHING TO BELIEVE IN”

CASH BOX—December 31, 1966
THE BEATLES

wish a happy over Christmas
and thank you for a wonderful
**Pick of the Week**

**Cash Box**—December 31, 1966

**Best Bets**

- **Tedd Ford** (Gaye 3034)
  - **Hold on to the Key** (2:08) [Low-Budd, BMI]
    - Ford, Spears. Swingin' the tune with brazy arrangement backing vocal. Could be a large hit.
  - **Don't Mention ME** (2:40) [Low-Budd, BMI – Ford, Spears]. Blues-drenched R & B worksome, soulful quality.

- **DEEPLY BELOVED**
  - **Wait till the Morning** (1:50) [Knob Hill, BMI – Walker]. Breezy, easy-going rock item. Persuasive beat, catchy melody. Might be a solid chart contender.
  - (B-4) **You Ain't Gonna Do What You Did to Him** (2:30) [Knob Hill, BMI – Fresterdam]. Founding, steady, medium-paced rock effort.

- **JOLLY GREEN GIANTS**
  - **Redhead** (1:41)
  - (B-4) **Caught you Redhanded** (1:17) [Pussabatt, BMI – Anderson]. Shimmiering, working rock effort.

- **VAL DOMINIC (Press 5008)**
  - **What Would I Be** (2:25) [BMI – Brand]. Cool, sultry melody. String arrangement locks in with vocal. This one could be a big winner.

- **B-4) GENTLE MARY** (2:27)

- **THE JOHNNY MANN SINGERS** (Liberty 3308)
  - **A Joyful Noise** (2:34)
  - (Churchill, BMI – Brand, Nassau). Native of the Broadway musical. "A Joyful Noise," this effort is a pleasing, ringing song. Could find a big following with the show and the listening public in general.

- **B-4) OTHER THING GOES** (3:00) [Churchill, BMI – Brand, Nassau]. Tender love song.

- **TOMMY FINCH** (Cobra 1000)
  - **Street Without Joy Ps 1** (3:15) [Nacybarr, BMI – Finch]. tvard effort concerns the war in Viet Nam. Paints a sad picture of war scenes. This one might prove a top local success.

- **B-4) STREET WITHOUT Joy Ps 2** (3:18) [Nacybarr, BMI – Finch]. More of the same. Another.

- **VIKKI CARR** (Liberty 55937)

- **B-4) NOW I Know the Feel** (2:27) [Coax, BMI – Barros, Spencer, Lyra]. Tender, breathless vocal from the same show.

- **KAREN SUE** (United Artists, Pamec 50088)
  - **Why, Why, Why** (2:55) [United Artists, Pamec – ASCAP]. Stenton, Pasillas, Badgers. Wailing, soulful rock out with a lot of weight, humbling beat. This deck rode very well so lots of chart action.

- **B-4) NOBODY LOVES A LOSER** (2:17) [United Artists, Pavane, ASCAP: Badala, Simon]. Sad, pierced rock ballad with crying arrangement backing up the vocal.

- **THE CHARLES RANDOLPH ORCHESTRA** (B-d-d)
  - **Peter and the Wolf** (2:00) [Sun-Vine, BMI]. Rock version of a pop standard. Definitive reworking, perhaps emergent intact and rhythm background adds spice to the effort. Might be a very popular instrumental indeed. 

- **B-4) THEME FROM "STARCROSSED"** (2:14) [Brin, BMI – Courge]. Organ version of TV theme.

- **AESOP'S FABLES** (Ato 6453)
  - **HIDIN' MY LOVE** (3:15) [Jimi Hendrix, BMI]. Howling, powerful, rock effort.

- **TERRY & THE TOPICS** (Coral 25058)
  - **Just a Gigolo** (2:50) [DeSylvia Brown & Henderson, Alamo, ASCAP–Caesar, Canse]. Rock version of pop standard. Intense vocal blended with thumping instrumental arrangement. Might prove to be a mover.

- **B-4) WHERE'S MY PUSYCAT** (Premio, BMI – Fero, Hartson). Soft rock effort.

- **MARLENE DRIECHTICH**
  - **World of Our Woes** (2:25) [Northern, ASCAP – Deout, Calpex, Harrision]. Husky, religious effect. Dietrich might make this one happen. Keep an eye on it.

- **B-4) CANDLES GLOWING** (2:36) [Miller, ASCAP – Marris, Harison]. Soft, slow show.

- **SMALL FACES** (RCA Victor 9655)
  - **My Mind's a Message** [Miller, ASCAP – Marris, Lane]. Lifting, infective melody with fresh sounds. Will the group manage to claim a strong foothold on the charts?

- **B-4) I CAN'T DANCE WITH YOU** (2:15) [Leasding, ASCAP – Marris, Lane]. Tenacious, slinky rock effort.

**Chip and Dave Trio** (Deca 32075)

- **WHO'S SAYING** (2:48) [Summerwind, Champion, BMI – Immer]. Soft, fluid arrangement. Might be a chart-climber. Watch this one.

- **B-4) EVERYBODY'S LAUGHING** (2:20) [Summervind, Champion, BMI – Immer]. Rollicking, quick, rock lid.

- **Marty Shannon** (RCA Victor 2661)
  - **You're** (2:24) [National, BMI – Keller]. Fal, fragile vocal which should be a chart item on the basis of its slaid effort.

- **B-4) ON YOUR WAY** (2:21) [Faithful Virtue, BMI – Harden]. Breezy, bright, melodic rock.

**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

**Newcomer Picks**

- **WHERE YOU WANNA GO** (Trousdale, BMI – Philips)
  - Too Poor to Die (2:27) [Rivers, BMI – Hutchison, Gordon].

- **The 5th Dimension** (Soul City 753)
  - The 5th Dimension. Three guys and three girls. Do this tune from the Mannas and Papas catalog with a driving ferocity that should get it spun and sold. "Go Where You Wanna Go" is the lid's title and the powerful harmonies and throb, emerging from this backing makes this a must play item. Too Poor To Die, is a solid, soulful affair.

- **The Dolphins** (3:51) [Triad, BMI – Cooper, Catana]
  - What's One More Tear (2:35) (Triad, BMI – Cooper, Catana).

- **Barbara Cooper** (RCA Victor 9506)
  - New to the scene but Barbara Cooper should have a click on her hands with this haunting lid tabbed "The Playground." The intensely arranged sound smooths waves behind the songstress' building reading of the meaningful ditty. That's One More Tear is an excellent medium-paced outing.

- **Ballad of Walter Wart** (Berrigentti) (2:20) [Guard, BMI – Smith].
  - Thorndike Pickledish Choir (MIA 114)
  - This very cute ditty is a ballad concerning the life of a freaky frog named Walter Wart. Delightful romp is likely to put the Thorndike Pickledish Choir on the top. No information available on the flip at this time.
MOVING UP THE HIT LADDER

"JUST ONE SMILE"

GENE PITNEY

MUSICOR 1219

NO. 60* BEST SELLING ALBUM CHART CASH BOX
GREATEST HITS OF ALL TIMES
GENE PITNEY'S
GREATEST OF ALL HIS ALBUMS!

MM 2102—MS 3102

RED HOT C&W ALBUM

GEORGE JONES

"WE FOUND HEAVEN ON
EARTH RIGHT HERE AT
4033"

NO. 3* C&W CHART BILLBOARD
MM 2106—MS 3106

BIG R&B HIT
MOVING OUT "POP"
INEZ & CHARLIE FOXX

"COME BY
HERE"

MUSICOR 1201
NO. 21 GAVIN R&B CHART

THE PLATTERS
SOLID SELLER

"I'LL BE HOME"

NO. 19 GAVIN R&B CHART
NO. 26 RECORD WORLD R&B CHART
MUSICOR 1211

SPANISH GOLD!

TITO RODRIGUEZ
EN ENCENARIO

TITU, TIQI
ORQUESTA BROADWAY

TOP 50 BEST
SELLER
RECORD WORLD

COMING UP STRONG! GEORGE JONES & MELBA MONTGOMERY
HIT ALBUM "CLOSE TOGETHER" NO. 34 BILLBOARD C&W CHART

MM 2109—MS 3109
HOLLYWOOD: A pair of silver linings to the dark cloud over Delano were the two benefit concerts offered here last week. Perhaps the most newsworthy of the two was the sponsorship of RRLA and Doug Weston. With 4000 farm workers concerned, this event (to raise money for unionization in our land), this urban folk laureate who sings of the contradictions between work and life, justice and injustice and God and country, brought in a crush of dignity, warmth, beauty and simple eloquence.

It was fitting that her opening song should concern itself with the "Plane Wreck in Michigan," a rapid-fire exposé of Lennye Lerman's polemical dedication to our migrant farm hands ("Is this the best way we can grow our good crops?"). Other tunes, part of the modern folk scene but steeped in the tradition of Ledbetter, Robeson Hays and Seeger, included Phil Oakes' "There But For Fortune,"

HOLLYWOOD:—Every day somebody or othereances Barbara McNair. It has been going on for at least nine years. One of these days (or nights) it's going to happen for good. Soon (maybe not tomorrow but at any given time) that elusive unreachible star will be within her orbit.

Based on opening night performance here at the Westside room at the Century Plaza she deserves the accolade that Mel Torme awarded her several years back—"one of the world's all-time feminine girl world female singers." She is obviously a woman and unuestionably a singer. And she delights in exhibiting her fine form in both spheres with at least a dozen shows already in her 45 minute stint. Opener ("Nothing Can Stop Me Now") is the keynote address for an act which encompasses a number of off beat titles, special material and a smattering of standards offered en-

ERIC ANDERSON

NEW YORK—Before a devoted throng ofviety admirers, Eric Anderson, Vanguard recording artist, demonstrated his virtuosity at the Cafe Au Go Go last week (17). Singing a group of folk songs, all but one of which are among the Pioneers (and a van Ronk) he wrote, the fertile singer songwriter (once likened by Stanislavsky to "a Lied Something.") The singer ended his regular program with the reworking, rocking blues, "That's Alright, Mama." The crowd cheered madly and inflamed Anderson to continue.

THE YOUNG GYANTS

HOLLYWOOD—No matter how you mis-spell it, the Young Gyants are a bumptious sized group of youthful nors with megasional potential. Fronted by reed man John D'Aundra, a septet (two reed, two brian and three rhythm) manage to fuse the big band sound with the smooth, convincingly to the neat curate of the 60's. Refreshingly, the band doesn't just swing. It rocks. Tastefully, tunefully and with integrity. Most to titles which are current ("Monday Mon- day"). "Alife, "Paperback Writer," "Suck It and See,"" " Yesterday" among several contemporary treatments of more standard material ("Tangerine," "Frigure Lane" and "Don't Say On 10th Avenue").

Although the Chez was preceded by richly deserved hoopla from mentor Bob Marcucci and Rack David Mirisch with Dick Clark introing the band to a star packed audience. Crew Parker (now Al Rosenbaun) flew from Philly for the event (hosting a party for about 300 inclituos, press and particiical) with Gyants' initial Cameo-Parkway LP distributed to first nighters. Response to show was spontaneous—a standing ovation for the newly organized combo.

Conceived by D'Aundra some months back, the group has outgrown the book and assembled studio musicians for the album. Like the TJB and other bands, the Gyants' approach to change, as it was followed by organizing a live concert at the Rainbow, for in-person appearance. D'Aundra who more resembles TJB leader Herb Alpert, is a handsome man with flowing hair. In the past two years, has sold as a singer on disco. He vocalizes here (joined by guitarist Chuck Day and bassist Ron Brown) exhibiting a firm jazz feel. But he should borrow a track from Alpert and want to consideresy and pointed patterns between-
Chips off the new block.

(3 singles getting a meaty slice of the album action.)

The Pozo-Seco Singers
I Can Make It With You

Featuring:
Look What You've Done
Including:
I Can Make It With You, Baby
If I Were A Carpenter
Almost Persuaded
Ribbon of Darkness

The Spirit of '67
Paul Revere & The Raiders
Including:
Hungry
The Great Airplane Strike
Good Thing
Louise
100% Arabian Nights

Sugar & Spice
The Cryin' Shames

Wanna Meet You
Heat Wave / Hey Joe
and more

Where the action is. On COLUMBIA RECORDS®
AF Hiked Domestic, Global Sales In 66

NEW YORK—Audio Fidelity and its subsidiary, Scepter, showed strong domestic and foreign sales for 1966. Her- alding a record profit for the company, a 15% gain in sales of Audio Fidelity Records' foreign and domestic sales for the period 1965 and a 36% gain in sales by Audio Fidelity Records' foreign records. The Canadian subsidiary of Audio Fidelity, Ltd., reflected a gain of 23% over last year. The British subsidiary, Imperial, and the Little Darlin', Audio Rarities and Riga, also reflected gains.

Gimbel also introduced exciting new compositions for many more Audio Fidelity's new albums which were enthusiastically received by the press. The film release of "Elvis Presley, The King" will be released 2001, and the three months after negotiating for a new jazz line, details of which will be announced at a later date.

Gimbel plans for 1967 are to continue the company's successful program by acquiring new artists, new repertoire and imaginative merchandising.

Three New Artists
AF has linked three new artists, Tony Tanner, who appeared in "Half-Six Street" and the movie version of "Stop the World," The Four Aces, and Vincent Lopez. They will appear in LP's due early next year.

Queen Elizabeth, Wilson Praise Legacy's 'Kennedy'

NEW YORK—High praise for the CBS Legacy Collection set, "John F. Kennedy—Remembrances of a Remembrance," has come from British royalty. Queen Elizabeth and Prince Philip have added their comments to the 145-page book which contains letters and documents written by members of the Kennedy family and close personal friends and political associates of John F. Kennedy. The book was published in the same month as the signing of the Peace Treaty in Tokyo.


Atlantic Music Buys Charlie Parker Tunes

NEW YORK — The Charles Parker estate has sold its entire catalog of 24 Charlie Parker songs to Michael H. Goldstein's Atlantic Music Corporation. Catalog contains his instruments, Chord II, and A Chance of Being. The songs have included such classic recordings and are jazz classics throughout the world.

These twenty-four songs are added to Atlantic's growing list which includes such compositions as "Moan the Moocoo," "Yardbird Suite," "Scrapple from the Apple," "Doo-Wop," "Ornithology" and "Confirmation.

New recordings will be issued on the newly acquired compositions in addition to publishing a special folio edition.

Ken Luttman Opens Indie Promo Firm

NEW YORK — Ken Luttman Enterprises, an indie promo service, has been formed. Luttman, a 13-year veteran of the industry, has been in contact with several artists and labels to reach this point with a limited number of accounts in order to give a maximum of effort in obtaining airplay and sales. He will concentrate on radio stations and one-stop in the New York, Philadelphia, Hartford and Boston markets. He was national promotion manager for United Artists Records and, for the past five years, district singles promo manager for Capitol Records. His firm operates out of 30 Balmoral Crescent in White Plains, New York.

NEW CHART ADDITIONS

NEW TOP 100 SINGLES

74—RENAISSANCE
Association
(Veland VLM.VLS 5044)

86—MUSIC OF HAWAII
RCA Victor LPM 3777

89—D.O.I! D.O.I!
Original Broadway Cast
RCA Victor LSC 1128

92—ALFIE
Billy Yoquad (Dot DLP 3751 / DLP 2157)

NEW TOP 100 ALBUMS

74—WISH ME A RAINBOW
Peter, Paul & Mary
(14 Cameos SCX/SCS 423)

84—COLLECTIONS
Young Reelers
(Atlantic M.S 1134)

87—BUDDY RICH: SWINGIN' NEW BIG BAND
(Pacific Jazz PJ 10113 ST 2013)

NEW TOP TO 50 IN R&B LOCATIONS

26—ANOTHER NIGHT
Diane Warwick (SUGAR 1218)

39—TAKE ME FOR A LITTLE WHILE
Pattie Labeau & The Bluebelles
(Atlantic 2373)

NARM Names Committee To Select Awards Nominees

PHILADELPHIA — The committee for nominations for the 1966 NARM awards has been selected, reports John Billins, president of this committee will be responsible for submitting the nominees for the 1966 NARM awards. Voting on the awards is done by the record merchandisers members of the NARM (44 members). The award will be presented at the annual NARM awards banquet, which will be held Thursday evening, March 9, in the Los Angeles Ballroom of the Century Plaza Hotel in Los Angeles, and honors the highpoint of the social schedule of the association's ninth annual convention. The Convention convenes in Los Angeles on March 6.

The committee which will submit nominees for eighteen categories in which awards will be presented, are as follows: Ben Bartel (Cal Raks, Los Angeles, California); Pat Moreland (Record Service Company, Los Angeles, California); Lee Steen (Record-Ahead, Woburn, Mass.); John T. Edgerton (Pic-A-Dee, Tune, Emeryville, California); Stanley Jaffe (Consolidated Distributors, Seattle, Washington); Manuel Neman, (J. S. Record, Minneapolis, Minnesota); George Souval (Arizona Sundries, Phoenix, Arizona); Sam N. Morrison (Knox Record, Knoxville, Tennessee); Larry M. Rosmarin (Record Distributing Company, Houston, Texas); Jack Silverman (Major Record Service, Des Moines, Iowa); Charles Murray (Stark Record Service, Cleveland, Ohio); Richard Stults (Record Supply Company, Orlando, Florida); Fred Taub (Dico, Boston, Mass.); Jack Jacobs (District Records, Washington, D.C.); David Press (D & H Distributing Company, Harrisburg, Pennsylvania); Robert Grim (Record City Record Racks, Milwaukee, Wisconsin); Vic Farrel (Musical Isle Records, Chicago, Illinois); Jack Grossman (Mere Enterprices, Melville, New York); Jack Golde (L and F Record Service, Atlanta, Georgia); and Carl Glaser (Discire, Inc., Buffalo, New York). The categories in which NARM Awards will be presented include Best-Selling Hit Single Record; Best Selling Album; Best Selling Movie Sound Track; Best Selling Comedy Album; Best Selling Male Vocalist; Best Selling Female Vocalist; Best Selling Country and Western Artist; Best Selling Folk Artist; Most Promising Male Vocalist; Most Promising Female Vocalist; Best Selling Vocal Group; Best Selling Instrumental Group; Best Selling Orchestra; Best Selling Children's Line; and Best Selling Economy Product. Upon finalization of the Awards Ballots the NARM committee has prepared the choices which will appear on the final ballot, the ballots will be sent to the record merchandisers members of NARM, and will be returned to an independent accounting firm, which will tabulate the returns. No prior announcement of the winners is made until the end of the Awards Banquet.
Arthur Prysock

When he sings the song, it stays sung.
And when he sings a hit like

You don’t have to say you love me

VK-10470

you know it’s gonna be a hit for many charts to come!

From his album

ART & SOUL

V/V6-5009

Verve Records is a division of Metro-Goldwyn-Mayer Inc.
New York: William Kermit Smith tells us that the Velvet Underground & Nico will tour the UK this summer, coinciding with their album, "The Velvet Underground & Nico." The tour will go through May 28th and be promoted by Giorgio Gomelsky, Robert Ware, and William Kermit Smith.

Steve Paul's The Scene has booked the Rolling Stones for a performance. As an added attraction, Andy Warhol will make a film in the West 40th St. box.

Newark: Various acts are featured in a number of venues. At The 29th-Feb Grill, the sun is setting on the Beatles' last tour. Beatles' fans have been coming to the Grill for several days now to see their favorites. The Beatles have been seen at various times throughout the day, including in the afternoon and evening. On March 6th, a Beatles fan from New York arrived at the Grill to join in the fun. The Beatles' last tour ended on March 17th with a sold-out show at the Forum in Los Angeles.

New York: NBC's LORI venture is making its way across the country. LORI is a new concept in television, combining live and taped performances with new and old material. The show is hosted by LORI herself, a talented actress and singer. The purpose of LORI is to bring together artists from all over the world and give them a platform to showcase their talents. The show is broadcast on NBC and is available for viewing in the US, Canada, and Europe.

New York: Ronnie James Dio, the lead vocalist of the rock band Dio, is set to release his first solo album, "Sacred Heart," on May 6th. The album features a mix of rock and roll, metal, and blues influences, and is set to be a major departure from Dio's previous work. Dio is known for his powerful voice and his ability to incorporate various musical styles into his performances. The album was recorded in Los Angeles and is produced by Joey DeMaio of the band Manowar. Dio has expressed his excitement about the release of "Sacred Heart" and is looking forward to sharing it with his fans.

New York: Ray Davies, the lead vocalist of the rock band The Kinks, has released his first solo album, "Lowdrag," on May 6th. The album features a mix of rock and roll, folk, and country influences, and is set to be a major departure from The Kinks' previous work. Davies is known for his powerful voice and his ability to incorporate various musical styles into his performances. The album was recorded in Los Angeles and is produced by Jack Soden. Davies has expressed his excitement about the release of "Lowdrag" and is looking forward to sharing it with his fans.
Make a killing!

Get set for high-powered sales action with this great Original Soundtrack recording from the exciting new motion picture. Capturing all the flavor and style of the film, it's right on target and sure to hit the mark with movie-goers and record buyers everywhere, so stock up now!

COMO/COSO-5003

Cash Box—December 31, 1966
SALUD—Stan Getz and Mort Nasatir, president of MGM/Verve, toast each other after re-inking ceremonies at the discer’s home office. Getz signed a new long-term recording contract with the label just prior to his leaving on a pit tour of Mexico. The current Getz LP on Verve is “Stan Getz With Guest Artist Laurindo Almeida.”

Lone Re-Elected AGAC President

NEW YORK—Burlon Lane has been re-elected president of the American Guild of Arrangers and Composers This marks his tenth year in that post, having served since 1957. The composer of “Finnian’s Rainbow” initiated the AGAC Collection of Royalty Plan which he will continue for a five-year term, 500,000 in royalties for writers in 1960. The AGAC Council also announced that the following officers were also elected: Leonard White, secretary; and AE Baer, chairman of the board. All officers serve without pay.

In balloting to annually select seven new members of the Council, the following received the highest number of votes, and were elected: Burlon Lane, Edward Heyman, Leonard White, Bennie Benjamin, John Jacob Loeb, Kay Swift, and Clint Ballard. According to the AGAC Constitution, four or five Council members who in turn choose officers.

Burton Lane was the winner of the first Sigmund Romberg award for distinguished services on behalf of American songwriter.

Peters New Merrec Branch Manager

CHICAGO—Frank Peters, a veteran of the Chicago record business since 1931, has been appointed branch manager of Merrec Distributing here replacing Kurt Loeb, who has resigned. Merrec is the Mercury Record Corporation branch locally covering the State of Illinois and Indiana.

Peters began his record business career many years ago in Chicago as a salesman. He moved to the Columbia Record Division of Sampson Company, Chicago, where he worked as sales manager until 1959, when Columbia Records opened its Chicago branch. Peters remained with the Columbia branch until 1963 as a Chicago area salesman. He left the Columbia record business for a year, returning in March 1964, as Mercury Label’s regional man in the midwest, head-quartering in Chicago—a post which he leaves to assume management of Chicago Merrec.

On a mid-November night in New York City, after having watched The Knocks win a hometown game at Madison Square Garden, it was decided that a fitting climax to such an auspicious beginning would be a visit to Basin Street East to catch the new, and much heralded, big band of Buddy Rich. It turned out to be a most revealing experience, because the band is “Double Oh Ees,” out of sight!

Bright, But Serious

Buddy, whose life has been one of music, has been making many television appearance of late, some with the band, but mostly as a single. This, along with an all-star national campaign to launch the new band, to the average viewer, devotes programs like The Johnny Carson show, or The Mike Douglas program, to the band, is one that is so casual and flippan to be a serious glue. Nothing could be further from the truth. To be sure, Buddy is a wonderfully bright personality, and he is endowed with a personality that is the perfect foil for comedy, but it should be known that when it comes to matters musical, he is a veritable martinet. When you see the band in person, or hear its new Pacific Jazz album, you will appreciate how Rich’s discipline has infected the entire crew. It’s been a long time since we’ve seen an assembly of professional musicians, many of them veterans, having such a good time on the bandstand. This, more than anything else, reflects the spirit that abounds.

Drum Solo Magic

The new album, Buddy’s first as part of a long-term contract with Pacific Jazz, is a very faithful creation of what the band actually sounds like. In a recent get-together, it was done at The Chez in Hollywood, where Budlmer will be, and which Buddy and the band will return in mid-January. The ability of the able drummer to handle the set probably the best “on location” recording in jazz history. The medical board of the veteran jazzmen who make up the complement of the band are Gene Quill, Marty Faux, Steve Perlow, Carbon Smith, and John Bunch. The program material has an excellent base: there are five jazz originals, including Sister Sade; John Boice gets a trombon solo on his own arrangement of Gershwin’s “My Man’s Coming,” from the And Bessy Jay Cove, who gets the major portion of the solo playing throughout the album, is featured on the Oliver Nelson arrangement of a pop tune that was first heard on the “Buddy Rich” album. Tight, fit ten, there is a ten minute and forty five second version of a West Side Story medley. Unquestionably, this medley is the highlight of the album, and it is heard in its entirety whenever it’s performed in person. The chart was done by Bill Reddick, noted by Leonard Feather in the liner as the house conductor at The Dante Hotel in Los Vegas. When you hear this arrangement, you must ask yourself, “Where has this fellow been hiding?” Aside from being the tour de force of the album, this medley offers the only instance of the Buddy Rich drum solo magic.

“Altogether Sound”

This leads to another observation: too often when the leader is a drummer he takes it as a license to use the band as a vehicle to display his drumming. Having listened to this band in person, and having listened to this album many times, it’s a rare talent report that Buddy Rich’s role in the band is that of a member of the band. True, when the arrangement dictates it, Buddy can exhibit his rare talent on record: business, he leaves to assume management of Chicago Merrec.

Australia Readies Show For Expo 67

MONTREAL—As part of its official participation in Expo 67’s world festival of entertainment, Australia has put together a special variety show called “Pop Goes Australia.” The program of music, comedy, and light entertainment will be presented from May 29 to June 3 in the 2,000 seat Expo Theatre on the 1967 World’s Fair site.

Some of Australia’s most popular radio and TV performers have been signed for “Pop Goes Australia,” including: Bob Dwyer, Bob Ross, East and West, Jeff Battersby, Les and Sue, Jim Penson, for host, Normie Rowe, the Seekers, Kathy Lloyd and Rolf Harris. Also on the program will be boomerang champion Michael Bell, who will give a demonstration of that uniquely Australian sport. Musicians include Bottledown, Bob Whitfield, The Canberra Show, and George Joyce, with George Newcastle, John Pungert and George Thompson will play Dixieland for the program.
THE FIRST IN A LONG LINE OF HITS!
FROM A GREAT NEW LABEL

THE 5TH DIMENSION

A PRODUCT OF LIBERTY RECORDS
PERSONAL MANAGEMENT: MARC GORDON / 1500 N. LA BREA AVE. HOLLYWOOD, CALIF. / (Area Code 213) 465-1351

Cash Box—December 31, 1966
ALBUM PLANS

Amy-Mala-Bell

Special incentive program through Dec. 20. See district for details.

Audio Fidelity


Diamond


Peacock-Duke

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

Fortune

One free when album is purchased in any combination. No time limit.

Gateway

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

Gnp Crescendo

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

Jewel-Paula-Walnut


Little Darlin'

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

Nashboro

Buy 7 get one free on entire catalog including new LP's. 100%, exchangeable.

No expiration date has been set.

Original Sound

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

Philips

Discounts on new releases as well as entire catalog, SPM/SPS series are discounted 10%, all other classical albums discounted 20%. No expiration date announced.

Premige

15% discount on all LP product until further notice.

Rex

15% discount in free merchandise. Expiration date indefinite.

Scepter-Wand

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

Sims

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

Smask-Fontana

Special discounts available through distrbs. Expiration date not announced.

Tama-Motown

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

Epic Sales Meet In Fla.

Set For Jan. 8 To 12

New York—Epic Records hosts a national sales confab from Jan. 8 to 12 in Miami Beach, Fla. All district managers and promotion managers will attend.

GyanT Opening—On hand for the opening at The Chez in Los Angeles recently (Dec. 7) of John D'Arendre and the Young Gypsies are a group of Cameo/Parkway executives and distributors. Standing (left to right): Cecil Holmes, national promotion manager; Dick Gersh, president of Richard Gersh Associates, Inc., public relations counsel for Cameo/Parkway; John D'Arendre, and Gene Gotthelf of Globe Distributing.

Highlights of the sales meeting, reports Mort Hoffman, marketing direc- tor, will be the unveiling of a new sales incentive program, as well as major new merchandising campaigns. The label's product scheduled for Jan. and Feb. release will be announced. In addition, seminars in the areas of sales and merchandising will be held.

New York—P.C.A. Victor has announced the release of thirty new LP's from its catalog of classical releases. The 30 are listed in the area of pop, classical, vintage, sacred and original casts.

Among the classical areas are "Don Bowman Recorded Almost Live," "From Serville With Love" by Sergio Franchi; Harold Vick and his Orchestra with "The Caribbean Suite;" "Cuba With Live" by Buck Owens and the Buck Owens Family; "John Hartford Looks At Life;" "The Music Of The Sound Around Us" with Marty Gold and his Orchestra; Barry Sadler offering "Back Home;" Dotie West with "Without My Heart and Soul;" "John Gary Sings Especially for You;" "The Sound Of Brass In Person;" "The Genius Of Epuel;" "Recorded Live At Your Father's Mustache by the World's Finest Banjo Band;" "The Youngbloods" and "Floyd Cramer's Here's Some Country." A pair of original cast LP's are included in the release and they are "Breakfast At Tiffany's" and "Arrivederci, Baby!"

Capitol Opens '67 With 31 Varied LP's

Hollywood—Capitol opens 1967, and its 26th anniversary, with 16 albums including new releases by Lou Rawls, Nancy Wilson, Wayne Newton, Buck Owens and the Everly Brothers. Rawls, who has had two hit albums in the past year, has included in his recent hit single, "Carylyn," Wilson. Nancy Wilson is backed by Billy May's orchestra for "Nancy—Natural!" and Newton offers "It's Only The Good Times;" the Everly Brothers have included in the package, and two new items, "Royal Noble," and "Fractional Friend." Two other albums added are "Beatle Man--which was written by Teddy Vann. Completing the release are four albums in the Capitol of the World's Finest opera series: "La Fille Mal Gardée," performed by Frank Pourcel; "Norwegian Songs Of Faith" with Ole Wener and Galleberg Sangkor; and Volumes 1 and 11 of "The Best Of David Benoit." Big Ben Banio Band plays thirty of the best-known Beall tunes in "Happy Banjos Play The Beatles." "All The Good That's Happening," is the first album by the leaves, and Lee Miller follows his latest single, "Pristine Lane," with an album of the same name. Comedy takes the spotlight with "Adventures Of Colored Comedy" and "Jeff's Cigarette Smoker" by Edith Piaf, who are being added to the Vintage series. The final product falls under the Columbia banner, and includes "More Of The Monkees" and "Murderer's Row" and original soundtrack.

LOOK!!!

A record destined for the... TOP...

"Street Without Joy" by Tommy Finch

Cobra Records

Distributed by...


Marel of Maryland Baltimore, Md.

Distributors in other areas are invited to help us get this terrific record to market.

Cobra Record Co.

New Holland, Pa.
Stevie Wonder

down to earth

A PLACE IN THE SUN
BANG BANG * THANK YOU LOVE
MR. TAMBOURINE MAN
HEY LOVE * SIXTEEN TONS
DOWN TO EARTH
SYLVIA * THE LONESOME ROAD
MY WORLD IS EMPTY WITHOUT YOU
ANGEL BABY (Don't You Ever Leave Me)
BE COOL, BE CALM (And Keep Yourself Together)
HAVE YOU NOTICED THE INCREASED USE OF THE ALBUM SLICK AS AN ADVERTISEMENT IN CASH BOX?
Next time an angry mother asks you:

"WHAT DO MY KIDS SEE IN THAT CRAZY MUSIC?!"

sell her this.

The star of TV’s “Family Affair” with a record that’s going to be a family affair, it’s an adult guide to teenagers—their insights, their outlooks, their music.

No! Sebastian's single won't turn a Scarsdale matron into a Village mini-skirtter.

But it will tell her where it’s at.

SEBASTIAN CABOT
AND MOSTLY THEY SING

b/w It Ain’t Me Babe K-13650
from the up-coming album
SEBASTIAN CABOT, ACTOR
READS BOB DYLAN, POET
E/SE-4431
Produced by Stan Katron

MGM Records is a division of Metro-Goldwyn-Mayer Inc.
Curves, foiled again! That's the probable reaction of the villain who called WNYV-Penascloa and asked to endorse and promote the appearance of Fullers and Question Mark and the Mysterians at Pensacola Municipal Auditorium on Dec. 12. The caller identified himself as a member of Universal Talent and told WNYV that there would be no tickets sold at the door, only advanced ticket sales. The outlet's management became suspicious and contacted Ron Sunshine of Premier Talent in New York, sole booking agent for the two groups. Sunshine stated that the Animals would not arrive in this country until mid-February and that Question Mark and the Mysterians would be enroute to Santa Fe, New Mexico on Dec. 15 for an appearance Dec. 16. Local and state law enforcement agents are still investigating.

A new concept in news and public affairs programming for WABC-New York, T.S.T., Total Station Thrust, has been inaugurated at the outlet. T.S.T. will explore major issues facing the community through in-depth reports, documentaries, press conferences, editorials, and public service announcements, all concentrated in a period of one hour. T.S.T. began on Nov. 11 with a week-long series of features on the air pollution problem. Kick-off to the series was an appearance by air pollution commissioner Austin Heller on the Dec. 11 WABC Press Conference, WABC vice president and general manager Walter A. Schermerhorn will deliver editorials throughout the week, informing the public of its responsibilities in the fight against air pollution, and pointing to whatever defenses may exist in current public programs aimed at curbing pollution. Over half of WABC's public service announcements will be devoted to the topic. The first T.S.T. project ended on Dec. 18 with a 90-minute documentary reported by Murphy Martin of WABC News. Other T.S.T. series will deal with other major problems and issues at periodic intervals.

Two Chicago FM outlets have merged. WXFM has taken over the facilities of WCMF-FM and now hits the air waves as a 50,000 watt outlet, transmitting from the 524 foot high antennas atop the 335 North Michigan building. Broadcasting twenty-four hours a day, WXFM is best known as a "good music" station, featuring classical and show music. Robert C. Victor, WXFM's general manager, inaugurated the station, purchased the outlet in Oct. 1962. He is the former publisher of FM Guide Magazine, which he sold last year to Omnibus Magazine.

Charles Schulz's Snoopy, already a hit on the charts with "Snoopy vs. The Red Baron," is now up for KATI-Carson, Wyoming's version of the P.E.C. The outlet is inviting listeners to send in their own ideas about what Snoopy may have on hand to Johnny Shea, wake-up deejay who hosts the air from 5 A.M. to 7 A.M. Scientists will be decorated with the medals selected as winners. If listeners have no medals, they are invited to make a drawing and color them and forward them to KATI. Top winners will receive free copies of the Royal Guardsmen's single, or any of the outlet's Fabulous Seasonal Surveys records. Listeners will enjoy a bright moment of fame; they will be dubbed "Dog Fight Lovers," and have their names read on the "Shot Down In Action" list. Every morning on the Johnny Shea Show. Nice going, lovers.

Bob Ferris, host of KNX-Hollywood's "Finest Line," presented a 90-minute documentary, "A Slice Of Christmas" on Dec. 22. Ferris, noted for his man-on-the-street interviews, took his tape recorder to contrasting areas of Los Angeles to present the varying moods of the holiday season. He chatted with an over-burdened shopper in Beverly Hills, a derelict on Old Row, a shoeshine man and the winner of a gift shop for poodles. From the people he spoke with and the places he visited, Ferris produced a "sound" panorama of holiday attitudes. The program was produced by Skip Ferderber.

Gene Klavan, 20-year veteran of radio and TV, has formed Productions, Ltd., a new production and syndication company that will package interview programs for FM radio outlets throughout the country. Initially, the company's 15 female-oriented half-hour broadcasts produced weekly in New York, Washington, Hollywood, London and Paris. WNEW-FM-New York began broadcasting the program Dec. 15. The outlet will broadcast two programs weekly while seeking audience reaction to time of day and day of week. WNEW-FM will carry the programs for at least 13 weeks with the outlet programming three programs daily, five days per week. Commenting on its new organization, Mr. Klavan said, "Right now, FM stations do not provide today's exciting, interested American women enough motivation to tune in. The programming we will offer, tailored for women's exclusively, will not only stimulate listening, but also will give them the opportunity to compete for the advertising dollar with bright and exciting foreground broadcasting."

ROYALTY AT WINSOR CASINO: Jimmy Durante will be king of the castle at Elmswood Casino in Winsor, Ontario, Canada during his appearance there. The performer, who has the world at his feet, is comprised of (l. to r.) Vince Perricone, Detroit area announcer and talent agent; Warner Bros. Repire; Mrs. Perric- canos; Mr. and Mrs. Paul Cannon, NYC; Mrs. L. Foley, network liaison; Oschafer, CKLW-Winsor-Ontario; and Dick Peterson and Ed Mullen, WKN-Detroit.

SPATTERS: Robert Irvine has been promoted to the newly created post of assistant news director of the KNX-Hollywood and CBS Radio Pacific Network News Bureau. Gene Taylor has been appointed general manager of WLS-Chicago. Tom Cruss has joined KFNS-Kansas City, Mo., as program director. "Jolly" Jour Boulding has been made production director at WOL-Washington, D.C. Bill Kenner is music director at WREE-Harvey, Ill.

VITAL STATISTICS: Richard A. O'Leary, previously program supervisor at KFMB-TV-San Diego, is now the station's program director. He succeeds Lee Schulman at WBKB-TV-Chicago. Barry Richards moved from WUST-Washington, D.C. for WIXN-Rockville, Md. Paul Resnick has moved from WABQ-Cleveland to KYK-Houston. Sam Moore has left WGO-Mobile for WJLD-Birmingham. ... Oscar "Daddles" Alexander, formerly with WENZ-Richmond, is now in the morning slot at WEBB-Baltimore.

PLATTER SPINNER PATTER

As was announced last week, the annual Old Bag Drive is limited to 1000 homes. Inquire at local merchants or contact your chairman to participate in the drive.

Cash Box—December 31, 1966
Hitward Bound!
The Dave Clark Five
and their latest single
“I’ve Got to Have a Reason”
5-10114

A lasting investment in listening
FCC Approves merger between ITT and ABC

NEW YORK—The FCC last week ruled in favor of the proposed merger between the American Broadcasting Company and the International Telephone and Telegraph Corp. The merger, approved by a 4 to 3 vote, will result in a corporation with total assets of almost $21 billion, making it one of the top 20 largest companies in the United States broadcast sector. The deal is expected to be completed late in January.

In direct opposition to the comments of many, including members of Congress, that the extensive foreign operations of ITT "would be of no significant and unexplained means exert influence upon the international United States broadcast public," the majority of the commission claims that ITT's acquisition of ABC would be a "favorable financial proposition.

According to Donald F. Turner, who heads the Justice Department's division of the Justice Department, "the outcome of the case has been a foregone conclusion." He added that the Justice Department was not presently planning on bringing suit against the merger.

Victor Inks Dichter

NEW YORK—Mischa Dichter, the 21-year-old American pianist, who won a silver medal in the Seventh International Tchaikovsky Competition in Moscow, has signed a contract with RCA Victor. Announcement was made by Roger Hall, manager, Red Seal Artists and Repertoire, who said Dichter's initial recording will be with the Boston Symphony Orchestra in a performance of the Tchaikovsky Piano Concerto No. 1, directed by Erich Leinsdorf.

"We are proud to have Dichter as a member of our roster and look forward to many distinguished recordings coming from him," Hall said.

His debut concert is the second that won him the Mucha Civic prize in Los Angeles at the age of six. His first concert came in 1964, at the age of nine. He also won the first place in the 1966 Moscow competition.

Dichter was born in Shanghai and moved to Los Angeles with his parents at the age of two. He took his first piano lessons in Los Angeles at the age of six. His first concert came in 1964, at the age of nine. He also won the first place in the 1966 Moscow competition.

MGM Sales

(Continued from page 7)

the overall success picture.

The 54 concerts and 100 recorded the same in the company's 20-year history, is an impressive record and expected to be a long-term deal.

Nasatir cited an "integrated team effort" that is being "very nicely" planned, and "very nicely" managed, with the label chief saying, "It's also getting a lot of attention and very nicely developed."

Behind the projects, in session, are a number of diversifying product moves by the firm in exploitation of potential in record and allied musical fields.

The record firm acquired a number of significant soundtracks, including "Metro-Goldwyn-Mayer's 'Doctor Zhivago,' " which were industry leaders.

MGM soundtracks also entered the tape field with a fully rounded program that featured a strong push on four new commercial product and the "highly successful" introduction of "Playtape," a new kind of record cartridge player.

In commenting on this facet of company operations the label chief said that the "total" section 2 page 2 had "far exceeded our expectations.

The label's complete record of the Capitol Record Club in 1966 and has been an important asset to that organization.

Another growth factor has been the continued development of MGM's wholly-owned Metro distribution branches in New York, Chicago and Los Angeles, and its significant representation in the international market, especially the exporting of its own company with Record Exchange, Inc.

New Offices

Stateside, MGM Records has made a concerted effort on blues and country music market. Below the emergence of the Roystones, Howard Scrap and the Wilson Brothers, has a few, in the R&B field and the addition of key personnel in that field have marked difference in sales. MGM has also opened its own C&W office in Nashville headed by Jim Vienneau. This proximity to the market has resulted in the acquisition of artists like The Stonemans, Tompall and the Glaser Brothers and Sandy Posey to an already strong artists roster led by Hank Williams, Jr. and Sheb Wooley. In addition Hack克莱克 will be working closely with Vienneau as an independent producer.

MGM has also opened its own record division offices in Los Angeles under the guidance of Clive Foss. This man will be in charge of the control of West Coast talent and A&R activities. MGM will place emphasis on significant soundtracks.

Distribution

Nasatir also mentioned the continued sales expansion of various exclusive distribution deals as an important part of the MGM sales boom. Deutsche Grammophon classical product for example, which the label distributes in the United States was up 20 percent over 1965 at a time when the classical business is slow general-

clusive. The MGM Records distributed independently of the Butterfield band with hit Lovin' Spoonful, was well over '63 sales figures, and the label is shown now even more impact with chart product from The Innocence, the Trade Winds and The Traditionalists.

Soundtrack Leader

In the all important soundtrack area, Nasatir underlined MGM's leadership with three top-selling, chart-busting LP's. "Doctor Zhivago," "Some Came Running," and "Fiddler on the Roof" are finalists for the Academy Award winning mening. Monuments were set for the Metro-Goldwyn-Mayer film "Zhivago," among the all-time best selling soundtrack albums. To date the album is well over the one million mark.

Other artists on the MGM label have also scored heavily with album product: among them are Connie Francis, Herman's Hermits, Eric Burdon & The Animals, Sam The Sham and The Pharoahs, Roy Orbison and Lou Christie.

Verve Expansion

Nasatir also singled out the diversification of the Verve label as an imposing ingredient in the record-breaking year. The addition of the Righteous Brothers, one of the biggest hits from The Mothers of Invention and and the latest Paul Repeats has given the label additional strong sales from Jimmy Smith, Stan Getz, Willie Bobo, Wes Montgomery, Cal Tjader and Astrud Gilberto. Walter Wanderley's first album was also given a special sales boost to Verve.

Talking about futures becoming presents, Nasatir referred to the Verve/ Folkways scene which continues to "build nicely" under label manager Jerry Schoenbaum's direction. He revealed that orders for the second Blues Project album, "Projections," have already topped sales of their first LP. Two more artists are "substantial sellers," Janis Ian and Laura Nyro. The King Leo label was also formed about this time with double-fold line to tie in with TV specials and "urban" music. therapy product. The first numbers in this line, "How the Grinch Stole Christmas," was on the MGM TV special, and "You're A Good Man Charlie Brown," based on the "Pea-

Budget Growth

In February of 1966, MGM Records added new labels to its budget representation that made a significant contribution to the total sales picture. In addition to better-than-ever sales from its Metro label, VSP was created to appeal to the budget-minded jazz buyer. Heliodor was tailored specifically for the classical buyer, and Leo the Lion Records was brought up to make the "Jungle Book" and its "Live Action" and education-styled plantation albums, "Batman," "Superman," and many other new titles sold well.

The Singles Front

On the singles front, the MGM family of labels, racked up consistent chart and sales action with its major artists. The label had its biggest sales week for singles in December when more than 655,000 45s were sold. In which 1966 hits cut away, "Red Rodney Hood" by Khow the Show and The Pharoahs and "Summer In The City" by the B-52s qualified for RIAA certification as million sellers.

NOTICE TO ALL ADVERTISERS

BECAUSE OF A PRINTER'S HOLIDAY
THIS FRIDAY, CASH BOX URGES ALL ADVERTISERS TO PLAN ON DELIVERING ALL COPY AND PLATES ON OR BEFORE WEDNESDAY, DECEMBER 28, TO THE CASH BOX NEW YORK OFFICE. FINAL DEADLINE IS THURSDAY, DECEMBER 29, AT 11:30 AM.

Cash Box—December 31, 1966
MILTON DE LUCCI
“PINEAPPLE”
has a new single—
(from the Broadway smash musical “Cabaret”) c/w “The Spy with a Cold Nose” #9052. Nightly exposure on The Tonight Show is creating big enthusiasm for him, so watch this disc climb fast! RCA VICTOR
The most trusted name in sound
THE WICKED PICKETT—Wilson Pickett—Atlantic M'S 5138
A collection of pop-R & B standards and new blues material, "Mustang Sally," currently on the charts, is the lead off tune. Other efforts are "Everybody Needs Somebody To Love" and "Three Time Lonely." Pickett displays an earthy, down-home style, and the album should be in great demand among the singer's fans, in particular, and lovers of good pop sounds in general, should make this LP a winner.

A SYMPHONY FOR SUSAN—The Arbors—Date TEM 3903/TES 1006
The Arbors sing a batch of pop goodies. A fresh, talented, and versatile group, the quartet renders the title tune, "A Symphony For Susan," a recent chart item, and "A Day In The Life Of A Fool" to create a unique, distinctive sound on this album, and this is one of the reasons that the set is likely to be a huge success.

THE EGGPLANT THAT ATE CHICAGO—Dr. West's Medicine Show and Junk Band—Go Go 22 17 001
This is a wild outfit. Dr. West's Medicine Show and Junk Band uses kazoo, washboard, washboard, 1949 Buick car bumper bracket, Taiwan finger piano, and Tibetan temple block. The tunes include the title song, "The Eggplant That Ate Chicago," "How Lew Sin Atte," and "The Ol' Fruit Peddler." The group's soft, subtle sound takes on the power of a marching band. This LP should be a hot sales item.

TOMORROW NEVER COMES—B. J. Thomas—Scepter SPS 1554
The unique song styling of B. J. Thomas is evident everywhere in this LP. Included on the disk are the title tune, "Tomorrow Never Comes," "Gonna Send You Back To Georgia," and "I Don't Have A Mind Of My Own." The artist displays faithfulness to his material and style and the album should be a favorite among his many devotees.

UP AND AWAY—The Kingsmen—Wand WDM/ WDS 675
The Kingsmen perform fourteen rock items on this album. New innovations in sound and choice of material are evident in this set. The lead off tune, "If I Need A Reason," written by Beatles George Harrison, exemplifies this new sound. "Grass Is Green" and "Men's Can Taker" are both sensitive and simple in feel and poetic in lyric. The Rolling Stones' Mick Jagger contributes "Under My Thumb." The LP is a real mover.

FROM RIO WITH LOVE—Walter Wanderley—Tower 7/TS 5017
Featuring such lighter items as: "Rio And I," "Quiet Stars," "Life's Poem," and "I'll Only Go With A Woman," this set is a rich and varied program of Walter Wanderley's music. This one is a sure to please item for all of Wanderley's many fans as well as fans of Latin music in general.

MA VIE—MY LIFE—Paul Vance—Scepter SPS 557
Paul Vance, songwriter, records his first LP as a singer. He sings in a range, Hommage, a tune he wrote, the title track, "Ma Vie—My Life," and "My Little Corner Of The World." The artist demonstrates that he can blend meaningful interpretations of his own works and that of others with the flair of a total professional. This album should serve as a fine introduction of the chanter to an appreciative audience.

MA VIE—MY LIFE—Paul Vance—Scepter SPS 557
Paul Vance, songwriter, records his first LP as a singer. He sings in a range, Hommage, a tune he wrote, the title track, "Ma Vie—My Life," and "My Little Corner Of The World." The artist demonstrates that he can blend meaningful interpretations of his own works and that of others with the flair of a total professional. This album should serve as a fine introduction of the chanter to an appreciative audience.

SEE REVERSE SIDE FOR TITLE—Jim Kweskin & His Band—Vanguard VRS 2254/YSD 79224
A pleasant and delightful romp into the devil-may-care, folkloring world of jug band music, "Blues In The Bottle," "Never Swat A Fly," "Richland Woman," "Papa's On The Housetop," and "Viola Lee" are outstanding tracks. A sure to please gift item, especially for the folk-oriented listener. Set is already climbing the Top 100 Albums.

THE KISSIN' COUSINS SING—Lew Davies and his Orchestra—Project 3 PLS 001 SD
Another Project 3 Total Sound recording. The Kissin' Cousins sing against the background of orchestral arrangements of Lew Davies. The LP presents a sharp definition of solos and sections, warm presence of musical colors and instrumental characteristics, plus the excitement of "in-depth," total realization of orchestration and dynamics. This package should make a lot of friends.

WE GOT A GOOD THING—Capitol—Atmo M/N 33-291
The Capitols offer a gathering of rock efforts. The group demonstrates on this album that it can handle many different types of material. The attitude tunes that have been hits for other artists, like the Traggs 'Wild Thing,' Percy Sledge's "When A Man Loves A Woman," as well as the Capitol's own "We Got A Thing That's In The Groove." The trio sings them all with zest and fervor, and the LP is likely to prove a fast-moving sales item.

A MAN AND A WOMAN—Ferrante & Teicher—United Artists—CAL 3572/UA 6372
The gifted Ferrante & Teicher interpret motion picture themes. Among the tracks are the title tune, "A Man And A Woman," "Comedy Tonight," from "A Funny Thing Happened On The Way To The Forum," and "Born Free." The duo has taken the great new melodies from the screen and made them their own on this album, via their lush string-filled orchestra and their dazzling arrangements. This one is sure to be a crowd-pleaser.

THE BEST OF PIAF—Edith Piaf—Capitol D/DT 2616
An excellent offering of songs by the late Edith Piaf. "Non, Je Ne Regrette Rien," "Tu Es Beau, Tu Sais," and "Mildor" are among the better tracks on this fine album. All of Edith Piaf's many, many loyal fans are sure to go for this one.

CHANGES—Jackie & Roy—Verve V/V6-5868
This delightful offering of jazz/pop ditties by Jackie Cain and Roy Kral is sure to please all of the duo's many fans. "Changes," "Norwegian Wood," "Yesterday," "In My Life," and "The Word" are excellent tracks on this, their first LP on Verve. Likely to be a very fast moving package.

MUSIC FROM CABARET—Jo Basil & Orchestra—Columbia CL 5275/CB 8375
The "Continental Sound" of Jo Basile's Orchestra is well suited to the shifting moods of John Kander's "Cabaret," score. "Tomorrow Belongs To Me," "Why Should I Wake Up?" and the title song are blue-ribbon ventures. Likely to be a fast moving set with fans of the mainstemmer.

Cash Box—December 31, 1966

ALBUM REVIEWS
TRIBUTE TO RHYTHM AND BLUES—Chuck Jackson—Wand WDM/WDS 676

A power-packed R&B workout by Chuck Jackson, this set features such well known tunes as "Blowing In The Wind," "Hold On I'm Coming," "Ode To Nina," and "Sunny" to name only three of the more outstanding efforts. All of the artist's many fans should go for this one in a big way.

NOT WITH MY WIFE YOU DON'T—Soundtrack—Warner Bros. WWS 1688

The original soundtrack from the Warner Bros. flick of the same title, should be a welcome souvenir of the cinema venture. The "Main Title," "Hey Julietta," "Big Beautiful Ball," and "Ar-rivederci Mondo" are among the more outstanding tracks. Could be a popular set with the movie goers.

TEQUILA A GO GO—Richard Davis & The Tequila Brass—Audio Fidelity AFSD 8185

Richard Davis and the Tequila Brass interpret a group of pop outings. Trumpeter Davis, with wide experience in both classical and popular music, brings his virtuosity to bear on this disk. Numbered among the tracks are "Shadow Of Your Smile," "Guantanamera," and "Banzai Pink & Apple Blossom White." This album will find favor with a large audience.

PETER AND THE WOLF AND THE INCREDIBLE JIMMY SMITH—Verve V/V-8682

This version of the famous orchestral work differs in many ways from the original. This is without narration and it makes use of the jazz group, not the symphony orchestra. The original themes are used but they are now somehow different because of the orchestration. There is new music, too, intending to give this version duration and to give Jimmy Smith room in which to improvise. The album, highly original in concept, should find its originality rewarded in the market place.

SPELLBINDER—Gabor Szabo—Impulse A/AS 9123

Gabor Szabo, guitarist, is featured in a group of jazz renditions. He is backed up by Chico Hamilton, drums; Don Carter, bass; and Victor Pantoja and Willie Bobo, Latin percussion. Included on the album are "Spellbinder," the title track, "It Was A Very Good Year," and "Bang Bang (My Baby Shot Me Down)." Szabo stresses the importance of self-expression on this set, and his dedication to that quality is evident everywhere on the LP. The disk figures to be highly popular.

LYDONLAND—Various Artists—P S CB 5587/5588

Produced by Mischa Pol and Willie S. (Sandy) Sanders this LP satirizes Lyndon Johnson and his administration. The title track features a tour of "Lyndonland," an amusement park against which much of the album's comedy takes place. With comedy disks a heavy selling business, this set is likely to see lots of chart action.

THE REAL FOLK BLUES—John Lee Hooker—Chess LP/LPS 1506

An offering of folk blues by John Lee Hooker, who is certainly one of the foremost exponents of this musical form. "Fence Lovin' Man," "Stella Mae," and "I'm So Glad," "Somebody Evil" by Big Joe Williams, and Son House's "Levee Camp Moan" are truly outstanding tracks. A must for the collector of folk and blues material.

LIVING LEGENDS—Son House, Skip James, Bukka White, Big Joe Williams—Verve/Folkways FT/TFS 3010

Recorded live at the Cafe Au-Go-Go in Greenwich Village, this is a package full of blues. Bukka White's "Poor Boy," Skip James' "I'm So Glad," "Somebody Evil" by Big Joe Williams, and Son House's "Levee Camp Moan" are truly outstanding tracks. A must for the collector of folk and blues material.

RAISING THE ROOF—Occll Brown & Organ-izers—Cadet LP/LPS 773

Occll Brown and the Organizers raise the roof in a set of jazz outings. The group is composed of Occll Brown, organ; Artee (Duke) Payne, tenor and alto sax; Thomas Purvis, tenor sax; and Curtis Prince, drums. Featured among the tracks are the title effort, "Raising The Roof," "Strike Up The Band," and "Day Tripper." The Organizers evince fine musicianship on this album, and the LP should become a chart contender.

CLOSE—Paul Bley Trio—ESP—Disk 1621

A free-swinging excursion into the Jazzman's world. Personnel of the Paul Bley Trio includes: Barry Altshul, percussion; Steve Swallow, bass; and Paul Bley, piano. The title song, "Sideways In Mexico," and "Start" are blue-ribbon tracks. A must for the jazz fancier.

DEROUSSY: THE MARTYRDOM OF ST. SEBAS-TIAN—New York Philharmonic/Bernstein—Columbia ML 353/MS 733

This boxed set is the first English recording of this monumental work of Debussy and texts are enclosed. The New York Philharmonic under the masterful direction of Leonard Bernstein, provides the background for the text as spoken by Felicia Monteslegre and Fritz Weaver. This, the only religious work of Debussy's maturity, is a must for those interested in the music of this fine composer.

THE BALLAD OF BABY DOF—New York City Opera—Hellerod BS 25055

This opera by Douglas Moore and John Latouche is masterfully performed by the New York City Opera featuring Beverly Sills, Walter Carael, and Frances Bible. Julius Rudel directed this LP, which was recorded under the auspices of the Koussevitzky Music Foundation. Should be a popular set with opera buffs.

Cash Box—December 31, 1966
Matthews To Seek Date West Coast Reg. Mgr.

NEW YORK—Eddie Matthews, newly appointed manager of Date Records, has announced plans to travel to the West Coast early in Jan, in order to interview possible candidates for the post of West Coast regional manager.

The conclusion of 1966 finds Date in high gear, according to Matthews, who formerly held a similar position in the UK. "Let's Fall In Love," which was a hit R&B record by African Motown, is in the top field. Another Date group, the Arrows, has also made a name for itself with its recent "Symphony For Susan" single and LP offering.

Matthews has also indicated that the label has just acquired two more singles masters, which will be released later in 1967.

Date is distributed nationally by Columbia, and, beginning Dec 27, the entire Date executive and field staff will call on each of the Columbia distributors to personally greet them and thank them for a job well done.

Burton Dinner Is '66 Tax Deduction

NEW YORK—The Friends of Robert J. Burton, an informal, all-industry committee now engaged in a campaign to establish a Burton Memorial Fellowship at Columbia University, has stressed the importance of the timing of gifts to the drive in order to tax maximum advantage of tax considerations.

Although the dinner dance, the proceeds of which will be used in setting up the Burton Fellowship for study and research in copyright law, was not held until March 21, it was noted that contributions for places or tables at the affair, extended now would be deductible against taxes declared for the current year.

For those many firms or individuals who have enjoyed a good year of profits in 1966, the advantages of making the contribution of $50 per place or table of 10, before December 31, are obvious. According to the committee, seventy per cent of each subscription is tax deductible.

"We know," said Morris Levy, com- missionaire, "that most of the responsible people in our industry, with an awareness of its needs, are going to find themselves in this temporarily worry-free, it's obvious that the sound investment, added to what is received, the sooner we can be sure of the success of our drive to reach the $100,000 we need to establish the Fellowship. But each company or individual should make his own decision as to how and the maximum tax advantage of the gift."

The dinner dance, being planned for December 20, will be held in the Imperial Ballroom of The Hojtel American, beginning Sunday evening, March 21. All-star entertainment will be provided. A full house will realize the goal of $100,000 sufficient to establish the self-perpetuating fund. Interest from the fund will be used to finance the education of a worthy student engaged in the study of copyright, or other law affecting music. As the recipient will be helping to memorialize the vast contributions made to this field by the late Judge Burton.

Sylvia Telles Dies

NEW YORK—Sylvia Telles, one of Brazil's most popular singers, was killed last week in an automobile crash. At press time only sparse details were available, but reports indicated that the accident occurred on the European continent.


A Shot of Major Industry Events in the Coming Months

A Schedule of Major Industry Events in the Coming Months

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Cash Box—December 31, 1966
ANNOUNCEMENT:

TO THE MUSIC AND RECORD INDUSTRY

BUENA VISTA RECORDS will release early in January, a commemorative record album "THE MUSIC OF WALT DISNEY." This album will contain music from Walt Disney Productions over the past 30 years, from "Snow White" to "Mary Poppins." Most of this material will be from original sound tracks including 3 Academy Award winning songs.

This album is a non-commercial special release. Royalties and profits from its manufacture are being donated to the California Institute of Arts.

The California Institute of Arts is a unique college, international in scope, where all the arts, design, theatre, motion pictures, fine arts and music flourish together. Walt Disney has said of Cal-Arts "It's the principle thing I hope to leave when I move on to greener pastures. If I can provide a place to develop talent for the future, I think I will have accomplished something."
RCA Victor Inks Simone

NEW YORK—Nina Simone has been signed to a long-term exclusive recording contract with RCA Victor Records. The announcement came recently from Ernie Axtschiller, division manager for the East Coast, who has assigned Danny Davis to produce the records.

The thrush came to the RCA Victor studios recently for a pair of recording sessions, and for the first single for the label will be released shortly. In April, she will play her first third European tour, with performances in London, Amsterdam and Antwerp. She will be seen on TV appearances in Spain as well as Germany and Austria. For Europe, she will play three weeks in London (opening Jan. 17), a month at the Hungry i in San Francisco (opening Feb. 17), and two week engagements in Bristol.

In Jan. she also plays the Village Gate in New York on the weekends of Jan. 6 and Jan. 13.

Atlantic's Best Year

(Continued from page 7)

and was active on the LP front with a score of chart sets. The company also went through a spate of future million-seller term signings of a host of pop, r&b and jazz artists and increased its number of record sales with the signing of many new licensees.

Singles

On the singles scene Atlantic burst out enough in the recording of singles records. One was a million-seller with a brand new artist, Percy Sledge titled "I'm a Man." Sledge followed that up with two more top 10 hits, "War Of The Worlds" and "It Tears Me Up." The Young Rascals had the other No. 1 item, "Good Lovin'" which hit the No. 1 chart disk. The Troggs' "Wild Thing" began its rise into the English group to U.S. audiences. The group had two other hits in 1966, "I Don't Want To Be Your Lover," and "With A Girl Like You."

Bobby Darin came through with a quite different single, "If I Were A Carpenter," and Sonny & Cher made dents on the charts with "Little Man." Wilson Pickett scored with four chart-busters, including "Mustang Sally," "Land Of 1000 Dances," "Ninety-Nine And A Half (And A Little Bit) More," "Don't Let The Sun Go Down On Me," and "Big Man." Barbara Lewis went up the charts with "Make Me Belong To You," while Maxine Williams had a big one with "Dear Lover."

Hits on the Karen and Carla labels hit the top of the charts, "The World Go Round," and the Capitols' "Cool Joe" was a big item. Dial Records' string intact with five hits including "A Sweet Woman Like You," "We're Comin' In," "B.L.M.F. (Be Lovin')," "The Gonna Make It," "I've Got To Do A Little Bit Better," and "Papa Was Too." The Shadows of Knight scored solidly with "Gloria" on the Dunwich label, and Jimmy Hughes had a strong seller with "Neighbor, Neighbor," on Disc Jockey.

On Stax and Volt there were hits aplenty, they included Carla Thomas' "The Right Girl," "This Train," "I've Got a Thing For You Wood," "Sam & Dave's "Hold On, I'm Comin,'" The Mar-V-Keys' "Philly Dog," "I'll Take You There," "Don't Pray," "Satisfaction," "Fa-Fa-Fa-Fa-Fa," and "Try A Little Tenderness."

Albums

Atlantic-Atco album sales reportedly increased by 100 per cent in 1966 over 1965. Sales were sparked by new hits from The Young Rascals, "You Better Run," "Go Go," recorded by Roberto Ferrer, an American artist now on tour in Latin America where he has appeared at the Olimpo in Panama and on TV in Costa Rica.

Peer-Southern plans also have been in production via its copyrights such dance crazes as the rhumba, samba, mambo, cha, cha, merengue and most recently the jive and are planning to repeat with the cumbia.

A Carpenter" were all solid sellers. "Wild Thing" by The Troggs on Atco, "Gloria" by The Shirelles on Dunwich and "The Best Of The Righteous Brothers" on Moonglow, all were strong sellers.

Best selling jazz LPs on Atlantic included the Eddie Harris & The Wrecking Crew, Charles Lloyd, Jack McDuff, Shelly Manne, John Coltrane, Johnnie Hartman, Robin Kenyatta, Chick Corea, and Yusef Lateef.

Aretha Franklin was signed to Atlantic in late 1966 and included Keely Smith, Dean Martin, The Chiracocks, Shirley & Victor Williams, Frank Sinatra, Joe Bonamassa, The Beatles, The Dave Clark Five, The Dave "Hold On I'm Comin'" and Carla Thomas "Carla."

New Signings

Atlantic-Atco signed a long-term, exclusive contract with the group during 1966. Among the artists signed, the group joined by Charles Lloyd, Jack McDuff, Shelly Manne, John Coltrane, Johnnie Hartman, Robin Kenyatta, Chick Corea, and Yusef Lateef.

Aretha Franklin was signed to Atlantic in late 1966 and included Keely Smith, Dean Martin, The Chiracocks, Shirley & Victor Williams, Frank Sinatra, Joe Bonamassa, The Beatles, The Dave Clark Five, The Dave "Hold On I'm Comin'" and Carla Thomas "Carla."

Foreign Sales

Atlantic's foreign sales underwent an upsurge in 1966, with promotion tours overseas of many Atlantic artists and the appointment of a number of new foreign licensees to handle the sales of its recordings. In Europe, The Young Rascals & Cher made a 1 month tour of Europe. Wilson Pickett, Bobby Darin, Ben E. King, Solomon Burke, Charles Lloyd, Otis Redding, Junior Wells, Leslie Uggams and the Young Rascals also made successful overseas tours in 1966.

New licensees for Atlantic product appointed in 1966 by Nesuhi Ertugan, Atlantic vice-president and director of operations, included Polydor Records for England, Quality Records for Canada, Barclay Records for Belgium and Switzerland, Polydor Records for Brazil, Polydor Records for Colombia and Chile, Polydor Records for Holland and Tear Records for South Africa.
**BASIC ALBUM INVENTORY**

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

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<td>Standells</td>
<td>Why Pick On Me</td>
<td>TS5044/TS5044</td>
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<tr>
<td>Various</td>
<td>Country Opera</td>
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<tr>
<td>Beatles</td>
<td>Marching With The Beatles</td>
<td>TS5046/TS5046</td>
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<tr>
<td>Walter Wanderly</td>
<td>From Rie With Love</td>
<td>TS5047</td>
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<tr>
<td>The Crusaders</td>
<td>Make A Joyful Noise With Drums and Guitars</td>
<td>TS5048/TS5048</td>
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### UNITED ARTISTS

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<tr>
<th>Name</th>
<th>Album Title</th>
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<tr>
<td>Jay And The Americans</td>
<td>Jay And The Americans Greatest Hits</td>
<td>3453</td>
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<tr>
<td>Del Reeves</td>
<td>Gettin’ Any Feed For Your Chickens</td>
<td>3530</td>
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<tr>
<td>Original Soundtrack</td>
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<td>Farrante And Velcher</td>
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<td>Original Soundtrack</td>
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<td>Jay And The Americans</td>
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<td>Original Soundtrack</td>
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<td>The Beatles</td>
<td>A Hard Days Night</td>
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<td>Various Artists</td>
<td>Music To Read James Bond By Vol. II</td>
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<td>Shirley Bassey</td>
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<td>Al Caiafa</td>
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<td>Jimmy Roselli</td>
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<td>Original Soundtrack</td>
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<td>George Martin</td>
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<td>Pat Cooper</td>
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<td>Manfred Mann</td>
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<td>Original Soundtrack</td>
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<td>The Oak Ridge Boys</td>
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<td>Linda Horn</td>
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<td>Original Soundtrack</td>
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<td>Patty Duke</td>
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### VANGUARD

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<tr>
<td>VRS-9200</td>
<td>Farewell, Angelina</td>
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<tr>
<td>VRS-9211</td>
<td>Little Wheel, Spin and Spin</td>
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<td>VRS-9165</td>
<td>Joan Baz, Fire</td>
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<td>VRS-9183</td>
<td>Joan Baz In Concert</td>
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<td>VRS-9112</td>
<td>Joan Baz In Concert</td>
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<td>VRS-8694</td>
<td>Joan Baz, Vol. 2</td>
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<td>VRS-8699</td>
<td>An Historic Return Of P.D.Q. Bach</td>
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### VERVE

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<tr>
<td>Jimmy Smith</td>
<td>I Got My Mojo Workin’</td>
<td>V/V6/8641</td>
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<tr>
<td>Wes Montgomery</td>
<td>Gol’ Out Of My Head</td>
<td>V/V6/8642</td>
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<tr>
<td>Astrud Gilberto</td>
<td>Look To The Rainbow</td>
<td>V/V6/8643</td>
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<tr>
<td>Peggy Lee/Florence</td>
<td>Arthur Prysock/Count Basie</td>
<td>V/V6/8644</td>
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<td>Ella Fitzgerald</td>
<td>Mack The Knife-Ella In Berlin-Lu</td>
<td>V/V6/8646</td>
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<td>Stan Getz/Astrud Gilberto</td>
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<td>V/V6/8545</td>
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<td>Antonio Carlos Jobim</td>
<td>Composer Of Desafinado Antonio Carlos</td>
<td>V/V6/8547</td>
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<td>Johnnie Hodges/Willem Wild</td>
<td>Davis</td>
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<td>Wes Montgomery</td>
<td>M oss Of Blues</td>
<td>V/V6/8570</td>
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<td>Jimmy Smith</td>
<td>Who’s Afraid Of Virginia Woolf</td>
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<td>The Cat</td>
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<td>Audri Gributo</td>
<td>Getz Go Au Go</td>
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<td>Gary Masafred</td>
<td>Soft Samba</td>
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<td>The Oscar Peterson Trio</td>
<td>We Get Requests</td>
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<td>The Astrud Gilberto album</td>
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<td>Movin’ Wag</td>
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<td>Kenny Burrell/Gil Evans</td>
<td>Guitar Forms</td>
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<td>Soul Sauce</td>
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<td>The Monster</td>
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<td>Bumpin’</td>
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<td>Wings &amp; Things</td>
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<td>Spanish Grease</td>
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<td>Morel</td>
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<td>Wes Montgomery</td>
<td>Tequila</td>
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<td>Marquis De Sade</td>
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<td>Walter Wanderly</td>
<td>Rain Forest</td>
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<td>Baltic’s Beale Bag</td>
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<td>Jimmy Smith</td>
<td>Hoochie Coochie Man</td>
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<td>Soul &amp; Inspiration</td>
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<td>Righteous Bros</td>
<td>Go Ahead &amp; Cry</td>
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<tr>
<td>Mothers Of Invention</td>
<td>Freak Out</td>
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</tbody>
</table>

**TOTAL LOCATION INVENTORY**

The Glenn Miller Orchestra

**Single:**

**The Lonely Bull**

5-10109 From the Epic album Something New

**Albums:**

**The Glenn Miller Orchestra Under the Direction of Benny & or Frank De Forest**

**The Glenn Miller Orchestra in 60's Glenn Miller Time**

**Glen Miller Time-1965**

Ray McKinley Bobby Rackett

**EPIC**

**VERVE**
WATCH OUT FOR THE NO 1 BEST NEWCOMER BAND

BAJA MARINBA BAND

exclusively on A&M Records
How's Hawaii?

Elmer Bernstein, composer and conductor of many motion picture soundtracks, scored the New York offices of United Artists last week to check the progress of his recently released LP, "Hawaii." Bernstein did the score for the film, which stars Julie Andrews and by; he later returned to Leipag (left) UA's director of creative services, Bill Persch (right) flanked the composer.

Western Union Singing Telegrams Now On Disks

NEW YORK—A new singing discovery, John Gorman, has been introduced into the world of records and, with ten disks already cut, his projected sales have been placed at nearly a million a year by the label. However, it's highly improbable that Gorman will ever receive a gold record as a result of any of the ten sides cut. The reason for this is that the label, known as MelodyGram, is a wing of Western Union and each of the Gorman tracks is a different singing telegram. A unique social instrument, MelodyGram combines a personalized telegraphic message, a deluxe greeting card and a Gorman recording for play at 33 1/3 rpm. In addition to an original telegram commissioned by Western Union, and titled "I Want To Communicate With You," the recordings include "Happy Birthday," "Everything's Coming Up Roses," "Little Boy Congratulations," "Little Girl Greetings," "Hello Dolly," "Love And Marriage," "Anniversary Waltz," "Do I Love You" and "I Wish You Love." MelodyGrams for immediate delivery coast-to-coast cost $3, while those for next-day wire-mail delivery, anywhere in the country, are $2.50.

Starnell Associates Signs Tony Sara

NEW YORK—Starnell Associates, New York based artists representing record companies in the Far East terms an "Open Door Policy" in the signing of new talent for records, TV and nightclub. Today, reports the company, has already reaped rewards in the case of Tony Sara, a singer-songwriter newcomer whose first effort on the Starnell owned Marney Records is "Love Sick Bagg-

Morris I. Auerbach Dies

NEW YORK—Morris I. Auerbach died last week in New York of a heart attack. He was 60 years old. He was in the music business for 40 years, and he owned Municipal Radio in Brooklyn. He began his career in radio research. His wife, Pauline, will carry on the business.

Auerbach was survived by a son, Richard, an electrical engineer, and a daughter, Millie, a school teacher.

Capitol Booking Books B. J. Thomas

NEW YORK—A B. J. Thomas ad on page 33 of last week's Year-End issue contained an incorrect booking agent for the performer. It should be Capitol Booking Corp., 257 Madison Ave., New York. Telephone is (212) 451-9500.

Hollywod—Kim Fowley, London based publisher-producer-writer-artist, returned recently to the west coast, via the U.S. to re-open offices at 6000 Sunset blvd. Fowley's copyrights have been recorded by such British acts as Manfred Mann, the Seekers, Cat Stevens, Paul Jones, the Cream, and the Belfast Giants. Fowley, who played hypnojock on the MGM-Verve Mothers of Invention " Freak Out" LP, is an exclusive recording artist on Parlophone Records of England and Warner Bros. Records' Loma division for U.S.A.-Canadian releases.

Fowley, in conjunction with Bank Levine and Larry Goldberg's #1 Productions, has in current release material by the Fire Escape, G.P.S., Crescendo Records, the In-Between, Highland Records, and Laughing Wind, Tower Records.

Fowley Returns To Coast

HOLLYWOOD—Kim Fowley, London based publisher-producer-writer-artist, returned recently to the west coast, via the U.S. to re-open offices at 6000 Sunset blvd. Fowley's copyrights have been recorded by such British acts as Manfred Mann, the Seekers, Cat Stevens, Paul Jones, the Cream, and the Belfast Giants. Fowley, who played hypnojock on the MGM-Verve Mothers of Invention " Freak Out" LP, is an exclusive recording artist on Parlophone Records of England and Warner Bros. Records' Loma division for U.S.A.-Canadian releases.

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Hickory Inks Two Acts

NASHVILLE—Hickory Records added to its roster last week with the signing of singer-songwriter Dorsey Burnette and the law firm of W. D. Kilpatrick.

Burnette and Crosby join a group which includes the Newbeats, Frank Field, Sue Thornton, The Overdiers, and the recently-signed Singin' In The Sunshine, an independent composer-arranger-conductor John Cacavas.

John Burnette, who is the composer of the hit song "Tall Oak Tree," signs Crosby under a special production arrangement whereby he will produce Gary Crosby's disks for the label. Burnette has already written a pair of sides himself, and has prepared six more. He feels that first singles for both are due for release shortly after the first of the year.

Signings to Hickory include: Hickory is also has signed a man to a group of the town, an artist who has long been a fixture on the charts.

Music City Recorders Erects New Building

NASHVILLE—The latest music building to open in Nashville's "music row" area is that of Music City Recorders, located at 821-915th Ave.

South.

Already underway and scheduled for completion within about 40 days, the building is actually an addition to the firm's present studio building. The addition, approximately 50 by 75 feet, will include a modern block of recording studios for the present building.

Music City Recorders, the firm, according to the company's president, Bill Connor, allow Music City Recorders to offer a recording competitive with any in the South—or the entire nation, for that matter.

Music City Recorders was founded by Connor in 1964, along with W. Malachi Jenkins. Both had a number of years experience with other recording studios prior to this.

The building addition will house the studio's expanded 4-track recording facilities, now being installed, two in the studios, a new custom-built console for immediate switching to eight-track stereo when needed, recorded.

Jae-Gee Inks Bobby Lee

NEW YORK—Jae-Gee Record Co. has signed Bobby Lee to an exclusive recording contract. The new singer, a member of a group called the Fiestas and wrote "So Fine," recorded by that group. The effort became a major hit. He later decided to go it alone and recorded two more sides, "I Was Born A Loser," and "I Missed It By That Much." According to Mickey Eicher, vice president of Jae-Gee, all the calling publicity for the label will be produced by Ramot Productions.

Flying Again

The Spirit of St. Louis, flown by Charles Lindbergh (left to right) Arnold Maxim, head of Big Top Music (Robbins - Feist - Miller) and Jay Lowy, the pub-isher's professional man-ager, got together with the composer, pianist, composer, pianist, and L. Wolfe Gilbert to discuss the pop revival music City's "Lucky Lindy." The Gilbert/Berl ditty was identified as the song to celebrate the Lindbergh trans Atlantic hop and is currently legging time on Warner Bros. by Stutz Bearcat.

Cash Box—December 31, 1966
COUNTRY LP REVIEWS

OPEN UP YOUR HEART—Buck Owens & Buckaroos—Capitol TST 2610

Here’s another Buck Owens package that’s bound to follow in the wake of all its big money-making predecessors. Highlighting the set with his current smash, “Open Up Your Heart,” Buck and the Buckaroos uncork a whole passel of potent tracks, including the like of invigdianta, “Waltin’ In Your Welfare Line” and “Think Of Me.” Stock up and stand me.

MY HEARTS IN THE COUNTRY—Skeeter Davis—RCA Victor LPM/LSP 3667

Opry favorite Skeeter Davis made lots of noise last week with her current outing called “Goin’ Down The Road,” and she uses that same tune to highlight this package of country goodies. In addition to that chart item, Skeeter offers her own personal versions of other recent best sellers, including “You Ain’t Woman Enough,” “Guess My Eyes Were Bigger Than My Heart” and “Ain’t Had No Lovin’.” A sure seller.

NASHVILLE REBEL—Waylon Jennings—RCA Victor LPM/LSP 3686

In the past year Waylon Jennings has conquered country audiences with hit singles and album sales. His current outing displayed another of his talents, that of the motion picture actor. His newly-released film, “Nashville Rebel,” features an excellent C&W soundtrack of which is featured in this Victor LP. Among the tracks are “Silver Ringtone” and “Nashville dementia” as well as the bonus “Norwegian Wind.”

WELCOME TO MUSIC CITY U.S.A.—Various Artists—Columbia CL 2590/93 9390

Opry fans who are the big time Packet collection of great package here for Opry fans. Fourteen name artists are represented on the set, including such favorites as Flatt & Scruggs, Cassius Clay, Claude King (“Wolverton Mountain”) and Carl Smith (“Let’s Love A Little”) in a live Nashville session. Should be good for excellent sales action.

OUR KIND OF COUNTRY—Browns—RCA Victor LPM/LSP 3689

Country humor in the hands of inveterate funnyman Archie Campbell is the basis for this highly entertaining performance. Laughs fly thick and fast as the Opry comic speaks on marriage ("The New Marriage Ceremony"), modern day man’s use of the automobile and tv (“We’re On The Air”) and includes his recent novelty hitmaker “Golf, Golf, Golf.” Should be nice sales in store for the set.

THE COCKFIGHT AND OTHER TALE TALES—Archie Campbell—RCA Victor LPM/LSP 3699

Country humor in the hands of inveterate funnyman Archie Campbell is the basis for this highly entertaining performance. Laughs fly thick and fast as the Opry comic speaks on marriage ("The New Marriage Ceremony"), modern day man’s use of the automobile and tv (“We’re On The Air”) and includes his recent novelty hitmaker “Golf, Golf, Golf.” Should be nice sales in store for the set.

A TRIBUTE TO JIM REEVES—Arthur Smith Show—Dot DLP 3769/DLP 25769

The TV cast of the Arthur Smith TV show has teamed up in this set to present a wonderful tribute to the late Jim Reeves. Highlighted by a half-dozen pure Reeves hits ("I’ll Have To Go," "Four Walls," "(Is It Really Over?)" the set also features a healthy portion of Arthur Smith originals, like "Guitar Bounce" and "Robin Red Breast Legend." The wide appeal of the TV show gives the set a powerful springboard.

COUNTRY ROUNDUP

Here’s hoping that everyone in Countryland has the happiest of Christmas holidays, especially those who were on the road and unable to be home with loved ones. But whether you were on tour or home with the family and friends, we sincerely hope that your Christmas was as enjoyable as it could possibly have been. In addition, we here at Cash Box would like to wish each and every one of you a very Happy New Year, and a very successful one, too. May 1967 bring only Bull’s-Eyes and chart records. The road be lined with packed houses and cheering crowds everywhere you go. May every record go into the Golden Guitar and may every schedule be booked solid. May that one-fonk-time song find its way and may each week bring another bullet. Most of all, may you be happy, and enjoy yourself in every-thing you do.

While world leaders arrange summi-conferences to try to bring about a lasting peace, a batch of country musicians make tracks, including the like of their own "summit" in the Main Ball Room at Harrady’s in Reno, Nev. from Feb. 11-13. "Goodwin and Goodwin" will be on hand to make things vibrate, including Roy Acuff, George Hamilton IV, Bob Luman, Marty Robbins, the Stone Mountain Cloggers, Longo & Owar and, as a special dividend, "Uncle Pete" and Cousin Minnie Pearl. To quote Tandy Rice, "It is safe to bet that any heads of state who happen in the audience can learn something about diplomacy and friendship.

Congrats to Roger Sovine who has recently been named professional manager for Darwood. Also reactivated with the firm since 1965, Roger succeeds Jan Crutchfield to the post.

What may appear to be part of a geography test is actually part of the first release of one of RCA Victor’s brightest new signees. The artist is Ed Bruce, who has recently reactivated his music career, and the song is "Walkin’ West," written by Ed and published by Combine Music. A contest to determine "Where Is Walker’s Woods Kitas" is being conducted by the publisher and, to encourage in-dividual record buyers, the first 1,000 copies of the record will be awarded, "Walker’s Woods Kits," will include a cotton-towel with the hits, cotton mask with the hits, and a supply of quick sand (you would believe, controllable, synthetic facsimilies thereof).

Stu Philips, an international country star, has just completed a cycle in his career, beginning on Canadian radio and tv while still in high school, his fame has spread to many countries and he has been a chart regular in the States for Victor. The cycle was recently completed by his return to Canada for a tv show as well as taped the Bill Anderson show on Dec. 12 and 13 in Windsor, Ont. Thus far, Stu has been the biggest in Stu’s career, but it’s still not over yet. After the Canadian gig, the song-ster will bounce down to Chicago where he will appear on Dolph He- witt’s "Chicago Live," then on Jan 17, he will close out the year with a New Year’s Eve stand in Cincinnati on the syndicated "Midwest Hayride" on WVLW-TV.

Swamisboro, Ga., is the operational base of the Denny-Pierce radio sta- tion chain and is therefore the loca- tion for the chain, directed by manager Johnny Bailes. Guests from Nashville who left today for this year’s affair include Bill Denny, John Denny, Dolly Denny, Mr. and Mrs. Webb Pierce, and the entire Denny-Pierce band.

Sonny James left Music City on Nov. 23 and since that time, along with the Southern Gentlemen, he has toured from Pittsburgh to Los Angeles and San Jose. Finally, on Dec. 20, he made his way to Nashville, but, in- stead of relaxing, Son went right to the studios to cut a new Capitol session. His schedule also called for promotional appearances at two Nashville department stores before eventually heading warily to Hacketts, Ala. Incident- ally, all of Sonny’s professional time was in Music City on Dec. 27 to map out plans for 1967 with manager Bob Neal.

We hear that "Big Sam" Wallace took one listen to Lorrie Mann’s "Don’t Put Your Hands On Me" and called her song distance till he heard it again. Wallace, head of Victor in Atlanta, was reportedly so excited that he had the song broadcast to radio distributors, telling everybody on the air that he knew the music in the big, "Big Sam" is supposed to an excellent exponent of light songs to come, record- wise.

Jolly Joyce writes to tell us that Ray Pillow is in the midst of a busy recording schedule. It should be seen, then, in the movie, "Gold Guitar," that Pillow’s band will be a part of a tall building with gale force winds whirring around him and no safety net below. Album called "Cottonpickin’ Chickenpickers" is due in February and is supposed to wrestle with a more or less "tame" alligator. Paraphrasing the title of an old song, Joyce commented, "This Must Be The Bottom," and positively denies any contact with the scary monster. Producer Jackson is now trying to locate a rubber statue of the gator. Aside from the trials and tribulations of a Grand Ole Opry regular turned film star, Reeves is set for a healthy slate of personal appearances throughout the coming year, beginning with a stop over at Davenport, Iowa on New Year’s Eve. The festival will be hosted by the Eric at the Edison Hotel in Toronto, Canada. From Jan. 9 thru 14.

AN ALBUM MASTERPIECE

WILLIE WELLS

"A Woman Never Forgets"

DECCA #32024
YOU REVIEWS 16

WHERE DOES THE GOOD TIMES GO (2:18) [Blue Book, BMI—Owens]

THE WAY THAT I LOVE YOU (2:36) [Blue Book, BMI—Owens]

BUCK OWENS (Capitol 5811)

The Buck Owens bandwagon should be building up another head of steam and blazing a path straight to the top for the umpteenth time. Make way for "Where Does The Good Times Go," 'cause this easy-paintin' stumper's gonna zoom. "The Way That I Love You" is a pretty charmer.

ALL OF ME BELONGS TO YOU (2:16) [Blue Book, BMI—Haggard]

MY SIDE OF THE NIGHT (2:25) [Blue Book, BMI—Curless]

DICK CURLESS (Tower 306)

Absent from the charts since his tale of "The Barot," Dick Curless should be back in the scoring column in no time as a result of this number called "All Of Me Belongs To You." Curless serves up a low-down, throbbing heartbreaker that's sure to do well. "My Side Of The Night" is a shuffling tale of further woe.

THE GEAR JAMMER AND THE HOBO (3:26) [Starday, BMI—Bond]

SWEET NELLIE (1:55) [Starday, BMI—Hayes, Singer]

JOHNNY BOND & RED SOVINE (Starday 790)

Programmers should get a look at reaction to this rib-tickling team-up effort by Johnny Bond and Red Sovine, along the lines of those go-go Go Boys. "The Gear Jammer And The Hobo" is a Vaudeville-type comedy routine which the boys have yanked from a recently released LP. The Guidry Go Boys offer an engaging instrumental on the flip.

ROCKS IN MY HEAD (2:29) [Blue Book, BMI—Owens]

TRAPPED (2:10) [Central Songs, BMI—Rhodes, Simpson]

KAY ADAMS (Tower 385)

Here's Kay Adams back with what looks like another chart climber for her. Tabbed "Rocks In My Head," this effort looks real good for lots of air action. Kay lets loose with a dual-track stomper that's worth a listen. "Trapped" is another nicely handled blues bouncer.

Newcomer Picks

TEXAS TROUBADORS (Decca 20665)

(B+) WALKING THE FLOOR OVER YOU (1:47) [Noma, BMI—Tubb] The Texas Troubadors serve up a wild sampling of the Ernest Tubb standard which should score well with the boys' fans.

(B) E. T. BLUES (2:00) [Window, BMI—Rhodes, Charleston] Another excellent Tubb-fueled on the flip.

CHUCK JENNINGS (Up-Beat 5533)

(B+) ECHO OF YOUR FOOTSTEPS (2:19) [Pied Pipers, BMI—Davis] Chuck Jennings could stir up nice action with this sad-sounding stanza of a man whose gal edits stage left.

(B) I SEE THINGS THE OTHER WAY (2:35) [Ployd Davis, BMI—Davis] Another gal takes a powder on this side.

TEXAS TROUBADORS (Decca 22065)

(B+) GIRL FROM ALIBI (2:12) [Two B's, BMI—Crutchfield] Boosting and bringing are the cause of Hal Phillips downfall in this bouncy, low-key heartbreaker. May do healthy business.

(B) CRYING IS THE FASHION (2:10) [Silver Star, BMI—Phillips, Brewster] Tears fill up on these growls pretty bluesy. Equally attractive outing.
There's no catching him now!

Merle Haggard
THE FUGITIVE
b/w Someone Told My Story/5803

This single is going to make a lot of C&W hay.
A great song... sung by a great artist.
Put Merle Haggard on your most-wanted list.
<table>
<thead>
<tr>
<th>No.</th>
<th>Title</th>
<th>Artist/Producer</th>
<th>Original Label</th>
<th>Peak Position</th>
<th>Last Week</th>
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<tr>
<td>1</td>
<td>BEAR WITH ME, A LITTLE LONGER</td>
<td>Bill Anderson/Don Gibson</td>
<td>RCA Victor 8899</td>
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<td>2</td>
<td>WIFE OF THE PARTY</td>
<td>Merle Travis/Don Gibson</td>
<td>RCA Victor 8899</td>
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<td>3</td>
<td>LOSER'S CATHEDRAL</td>
<td>Del Shannon/RCA</td>
<td>RCA Victor 8899</td>
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<tr>
<td>4</td>
<td>APARTMENT #9</td>
<td>Bobby Austin/Tolly</td>
<td>RCA Victor 8899</td>
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<td>5</td>
<td>ONCE</td>
<td>Merle Travis/Don Gibson</td>
<td>RCA Victor 8899</td>
<td>34</td>
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<td>6</td>
<td>WHERE'D YOU GO, BERNADETTE?</td>
<td>Merle Travis/Don Gibson</td>
<td>RCA Victor 8899</td>
<td>34</td>
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<tr>
<td>7</td>
<td>WHERE'D YOU GO, BERNADETTE?</td>
<td>Merle Travis/Don Gibson</td>
<td>RCA Victor 8899</td>
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<td>8</td>
<td>A MAN NEVER FORGETS</td>
<td>Kitty Wells/Decca</td>
<td>Decca 32024</td>
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<td>9</td>
<td>CALL HER YOUR SWEETHEART</td>
<td>Merle Travis/Don Gibson</td>
<td>RCA Victor 8899</td>
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<td>10</td>
<td>HURT HER ONCE FOR ME</td>
<td>Waylon Jennings/Don</td>
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<td>11</td>
<td>YOU BEAT ALL I EVER SAW</td>
<td>Johnny Cash/Columbia</td>
<td>Columbia 43870</td>
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<td>RIDE, RIDE, RIDE</td>
<td>Merle Travis/Don Gibson</td>
<td>RCA Victor 8899</td>
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<td>13</td>
<td>BURNING BRIDGES</td>
<td>Lynn Anderson/Chart</td>
<td>Chart 1375</td>
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<td>14</td>
<td>SEVEN DAYS OF CRYING MAKES ONE WEAK</td>
<td>Merle Travis/Don Gibson</td>
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<td>FUTILE</td>
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<td>RCA Victor 8899</td>
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<td>16</td>
<td>TEARS WILL BE THE CHASER FOR YOUR WINE</td>
<td>Wanda Jackson/Capitol</td>
<td>Capitol 7005</td>
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<tr>
<td>17</td>
<td>I NEVER HAD THE ONE I WANTED</td>
<td>Claude Gray/Decca</td>
<td>Decca 30019</td>
<td>51</td>
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<td>WHAT'S COME OVER MY BABY</td>
<td>Del Shannon/RCA</td>
<td>RCA Victor 8899</td>
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<td>THE FIRST WORD</td>
<td>Eddy Arnold/RCA</td>
<td>RCA Victor 8899</td>
<td>53</td>
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<td>20</td>
<td>JUST BETWEEN YOU AND ME</td>
<td>Charlie Pride/RCA</td>
<td>RCA Victor 8899</td>
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<td>HINT LOVE</td>
<td>Hank Snow/RCA</td>
<td>RCA Victor 8903</td>
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<td>22</td>
<td>THAT I'LL BE THE DAY</td>
<td>Statler Brothers/Columbia</td>
<td>Columbia 43668</td>
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<tr>
<td>23</td>
<td>A WANDERIN' MAN</td>
<td>Jeanie Solo/Mercury</td>
<td>Mercury 9787</td>
<td>54</td>
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<tr>
<td>24</td>
<td>THE REAL THING</td>
<td>Merle Travis/Don Gibson</td>
<td>RCA Victor 8899</td>
<td>47</td>
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<tr>
<td>25</td>
<td>COUNTRY BOY'S DREAM</td>
<td>Merle Travis/Don Gibson</td>
<td>RCA Victor 8899</td>
<td>55</td>
<td></td>
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</tbody>
</table>

**Country Top 50**

**Exclusive on**

- gene mecosin productions

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**Johnny Dallas**

"Baby, we told you he was gonna live here!"
Herman's Hermits, currently on their fourth American tour, are one of Britain's most successful exports. Their latest Columbia single "East West" as well as giving them another transatlantic smash has also taken them into the Top Ten charts around the world. "No Milk Today" was recently voted Top Pop Song by juries from Britain, Norway, Finland, Sweden, Spain and Belgium.
GREAT BRITAIN

Germany and the music business are still in a state of semi-war with the radio stations here, and a reduced number of platters are crossing the radio turntables. Most of the stations have increased their record programming as of the 1st of January, the last day for newsletters. Everyone is hoping that the disagreement will reach a final settlement early in the year and that things will return to normal, especially in the popularity and sales of German single-productions. One thing is certain, when a German language disk "clicks", it outsells considerably its foreign counterpart. The trade "music" with its analyses of their chart, is a good sign that 30-40% of the year to be foreign records, but the top 2 were "Ganz In Weiss" (All In White) by Roy Black (from Polydor) and "Hundert Mann & Ein Befehl" (Ballad of the Green Berets) by Freddy Quinn from Polydor (published by Francis, Day and Hunter).

The broadcasting stations, including the radio stations of the Beatles, Roy Black, Chris Andrews, the Rolling Stones, the Beach Boys, Dave Dee, Dozy Beaky, Mick & Tich, Freddy Quinn, Duff Deutschler, the Troggs and Nini Rosso.

The record companies raking up the highest positions were in Teldec with 36 songs in the charts and 4909 points, Electrola with 31 songs making the hit and 4593 chart points, Polydor with 41 songs in the coveted hit and 3963 points followed by CBS with 48 songs and 3694 points, Philips with 32 songs and 3767 points, Deutsche Vogue with 22 songs and 2158 points, Ariola with 22 songs and 2158 points, and Metronome with 23 songs and 877 points.

Deutsche Grammophon takes over the Sonet-Storyville Scandinavian ladders as of Jan. 1st.

Ralph Siegel, Jr., is swinging with his Newheats state-side dic "My Yesterday Love" which he wrote. The son of Ralph Maria Siegel is also making his mark locally with a new Dorthe recording which looks like it’s chartbound. In the meanwhile the publishing firm is swinging with "Distant Drums" in a German recording by Fred Bertelmann.

Al Martino’s first visit to Germany seems to have paid off "in spades" for the artist's recording here. After appearing on a top TV broadcast with Spiegel's "Million Dollar);"- both written by Bert Kaempfert—the songs started moving like mad salewise. Although "Spanish Eyes" made the charts here in Summer, the show started such a run on sales that immediate repressing of the record was necessary to keep up with orders. At made such a hit that he now offers for virtually every top TV show here and will be back in May to fulfill TV and other shows. The question is only when he will start with German recordings.

GERMANY—BEST SELLERS OVER THE PAST 8 WEEKS

(Compiled by “Music"

This Last Weeks
Week Week On Chart

3 Five Handvoll Reis (A Hand Full Of Rice)—Freddy—Polydor—Edition Esplanade
3 3 8 Little Man–Sonny & Cher—Atlantic—Edition Intro/P. Meinhold
4 4 1 Can’t Control Myself—the Troggs—Hansa—Rolf Budde—Edition Budde
5 5 8 Dunja Du—Ronny—Telefunken—Idee Music
6 6 8 You Have Seen Your Mother Baby, Standing In The Shadow Of A Star—the Starglitters—Hansa Gerdur Gerg Music
7 7 8 Sag Mir Wie (Tell Me How)—Udo Juergens—Vogue—Montana Music/H. R. Beierlein
8 8 8 Modeme Romance (Modern Romances)—Peter Alexander—Ariola—Hans Gerdur Gerg Music
9 9 8 Sunshine Superman—Donovan—Epick—Peer Music/T. See
10 10 8 Gerechtigkeit—Ariola—Hans Gerdur Gerg Music

GERMANY—JUKE BOX- RADIO-SALES FAVORITES

This Last Weeks
Week On Chart

(Compiled by “Automaten-Markt"

1 1 2 Ein Handvoll Reis (A Hand Full Of Rice)—Freddy—Polydor—Edition Esplanade
2 2 2 Moderne Romane (Modern Romances)—Peter Alexander—Ariola—Hans Gerdur Gerg Music
3 3 2 Bend It—Brecht Deejay, Beckey, Mick & Tich—Star Club—Minerva Music/R. Von Der Doovenhull
4 4 2 August Wies Zeiten (That’s Nice)—Rex Gilde—Ariola—Edition Belmont
5 5 2 Wende Einsam Bist (When You Are Lonely)—Ronny—Troggs—Hansa—Rolf Budde—Edition Budde
6 6 2 I Can’t Control Myself—The Troggs—Hansa—Rolf Budde—Edition Budde
7 7 2 Little Man–Sonny & Cher—Atlantic—Edition Intro/P. Meinhold
8 8 2 Mr. Christmas—Andy Fisher—Vogue—Nero—Edition Intro/P. Meinhold
9 9 2 Can’t Be Too Sincere (Tell Me, Mr. How)—Udo Juergens—Vogue—Montana Music/H. R. Beierlein
10 10 2 I Was A Bad Boy (Stop That Worrying)—Charly’s—German Music/Montana Music

The Best in Great Britain...
French Musicians Strike Ends

PARIS—The strike of French musicians ends. After three-and-a-half months, musicians and disk producers reached mutual agreement, the most important of which is the rise of the fee for a three hour recording session to 85 francs instead of 75. Further talks will take place in Jan. to iron out other problems that brought about the strike.

BBC Gets New Pop Program; Disks Spin Six Hours A Day

LONDON—The Government white paper on the future of broadcasting and TV in Britain, belatedly published last week, resolves the long-standing question concerning the future of radio in this country: commercial radio is out; and the BBC is in.

By the time the anti-pirate bill becomes law in July, 1967, the BBC will be broadcasting continuous pop music on 217 metres medium wave band. The Postmaster General makes it clear that the new BBC program, unlike the pirates, will be planned for family consumption, and not just teenagers. The program will include six hours of records a day, and will be transmitted on weekdays from 5:30 am to 7:30 pm and again from 10 pm to 2 am, and for most of Sundays. Additionally, the BBC is authorized to establish nine short range local stations on VHF to cover urban and rural areas all over the country. The Government indicates that these stations will be local in character, and requests that local musicians are asked to provide “live” performances. While permission to set up a series of local stations is a triumph for the BBC, it is viewed as blow to those who support commercial radio and pop pirates. However, because the BBC has been asked to conduct this experiment in local broadcasting, it implies no commitment that it would necessarily be asked to provide a permanent service if it was decided to authorize one. The white paper also excludes a fourth TV channel for at least three years.

Iramac Director To U.S.

HOLLAND—S. Samama, director of one of Holland’s youngest and rapid growing record companies, Iramac, will be at the Worthworth-Hotel in New York City Jan. 5, for about two weeks, to conclude contracts with several U.S. labels and to have talks with U.S.A. companies for the representation of the Iramac label in the U.S. and Canada. U.S. labels, not represented yet over here, could contact Mr. Samama at the above mentioned hotel.

Pye’s ‘Marble Arch’ Strikes Gold

LONDON—Pye’s low-priced Marble Arch series, originally put on the market in October 1964 primarily as a classical label, was activated on a wider scale in September this year, and since then over 800,000 albums have been sold ranging from top classical and retailing at 12/6d. (81.75). This figure, plus the 260,000 albums sold before the label really got under way, brings total sales of Marble Arch to over a million copies. This low-priced label now boasts a roster of top flight artists such as The Kinks, The Searchers, Chuck Berry, Lonnie Donegan, Ball-Barber-Bilk etc. The success of Marble Arch is seen as more remarkable in view of the fact that the series sells through retailers not supermarkets etc. and under the normal five per cent return privilege.

Decca Finalizes London Confab

LONDON—Decca Records is finalizing plans for the second London Records Sales Convention which will be held from Jan. 15 to 22. For the second year running Chairman, Sir Ed- ward Lewis, will plan, host to more than 140 key personnel of London Records-America, the wholly owned subsidiary of the British company. An elaborate program of business and social events are being lined up including visits to the House of Commons and Windsor Castle as well as to some of London’s swingiest restaurants and discotheques.

Los Bravos Set For San Remo

 MILAN—Marino Marini, owner of the new discary Tiffany Records, has announced that the top group Los Bravos will perform on the stage of San Remo in the upcoming edition of the contest.

The Los Bravos are under exclusive distribution for Italy with Tiffany Records. As in other countries of the world, their hit “Black Is Black” has reached top position in Hills & Dales.

In the meantime, Tiffany has released the first LP of the group. Los Bravos are expected for a tour in Italy starting January 4. They will perform in the Streets of Milan, Bologna, Rome and Genova. They will also act in all Piper Clubs of Italy.

Sweden’s Best Sellers

<table>
<thead>
<tr>
<th>Week</th>
<th>Week On Chart</th>
<th>Last Week</th>
<th>This Week</th>
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</tbody>
</table>

*Constitution (Hep Stars/Olga) Hep House AB, Sweden
*Vid Din Sida (Seven, Ingvar Ternström) Seven AB, Sweden
*No Milk Today (Herman’s Hermits/Columbia) Ehrlich & Dörfsholm AB, Sweden
*Puff The Magic Dragon (Fabulous Four/Hep House) Gehrmans, Sweden
*Alex Is The Man (Ola & Janglers/Gastell) Sonet Music AB, Sweden
*Good Vibrations (Best Boys/Capitol) Sweden Music AB, Sweden
*Marsk And Iron Bends (Dee Jays/Hep House) Sweden Music AB, Sweden
*Sitt Och Sling (Lucky Lips) Siv Malmkvist/Metronome AB, Sweden
*I Natt Jag Brände (Last Night I Had A Strangest Dream) (Hep Stars/Olga) Musikförlaget Essab AB, Sweden
*Bad Boy (Beatles/Parlophone) Sonora Musikförlaga AB, Sweden

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Cash Box—December 31, 1966—International Section 47
Argentina's Best Sellers

This Last Week

1 Ooh La La (Normie Rowe—Sunshine) Southern Music.
2 'Let It Be Me' (E.P.) (Johnny Young—Clarion) Various publishers.
3 'There Where My Love (Ray Conniff—CBS) J. Albert & Son.
4 The Best (Johnny Young—Clarion) Various publishers.
6 'Hello, Goodbye' (Cilla Black—Philips) EMI.
7 'As Long As We Own Each Other' (The Moonglows—Philips) EMI.
8 'What It Is It Is' (Barclay) Barclay.
9 'They Were There' (The Righteous Brothers—CBS) J. Albert & Son.
10 'I'm A Wonder' (Rodriguez—CBS) J. Albert & Son.

Argentina's Best Sellers

At this stage we say goodbye to 1966 and look forward with great anticipation to 1967. And while we're on the subject, we send Happy New Year greetings from AUSTRALIA to our friends all over the world.

1966 wasn't the most exciting year in the business, but it was no where near the worst year either. As a matter of fact, the year closed with biggest rush of new and re-recorded material to date. Many new plants were coming off full capacity, and, while possible, work was being farmed-out to other companies. And still the demand couldn't be met.

In relation to our best-seller list last year which appeared in last week's issue; we feel a few words of explanation are in order regarding the locally produced product.

There would probably have been more local discs shown had they hit NATIONALLY when first released. In many instances, a local record will get going in its local area of origin and then possibly make it to other States, but eventually becoming a National success on a strictly regional basis.

And so, records become popular all over Australia at the same time they would have shown much more strongly on our list because we run a National chart.

On behalf of the various companies and publishers present in this territory, we wish to announce that the following records have been distributed at a price of $1 each to other companies, subject to a discount of 25% for all second and subsequent orders which are placed.

I'm A Wonder, Rodger)—CBS) J. Albert & Son.

We're happy to announce that the success of the young Johnny Young records of "Cara-Lyn" and "Let It Be Me." We've seen them all over Australia and a lot of the others.

As the year draws to a close, we believe that 1967 will be the year in which the Australian-produced record will become an international success. It is great to see some enterprising overseas record companies releasing Australian product, especially American companies.

Australia's Best Sellers

Argentina (Continued)

ARGENTINA (Continued)

ARGENTINA

Last week, we had a chat with Julio Korn's top faucip Felipe Lipesker, regarding the recent reorganization of this publishing house. Lipesker stated that local publishing houses need a somewhat hand financial situation due to the heavy number of royalties paid by SADAIC, and the fact that only 25% of these royalties go to the publisher (75% belonging to the composer) for local songs. According to Lipesker, SADAIC has been charging about 60% of the payments as administration costs. He added that the revamping will mean better business for foreign publishers in 1967, since more of J.K.'s efforts will be devoted to these catalogs next year.

RCA presented Palito Ortega with his second gold record at a cocktail party at the Golf Club last week. Palito has been extremely successful during the past few years with his singles, albums and films, both in Argentina and abroad. The gathering also served to present his new album, "Un Muchacho Como Usted."

CBS info that folk group Los trovadores has been inked by Channel 13 for its giant "Sabados Circulares" program and is also expected to appear at the Cosmic Folk Music Festival next month. In 1967 they will tour several European countries. Another artist, Dino Arrugado, will perform on the same channel during all '67 and is currently recording his second single.

Odeon reports the release of an EP by Salvador Adorno following the successful sales of his single. First sales of its "Coleccion Musical" series (featuring top local and international artists at budget prices) have been extremely satisfactory according to the label's sales topman Abele.

Fermata info that its album "11 con Tango" has been selling extremely well during the first month of issue. The songs contained in the LP are being recorded by other artists, including Edmundo Rivero, who is waxing "En Que Esquiva se Encuentra Buenos Aires" for Philips, and Rodolfo Lesica, who will cut "Alejandro" for Odeon. Tango ongitar Jose Basso will cut for Music Hall "Milonga de Alboronzo."

Producciones Fermata is busy with hot releases. This week appeared "Let Me, Please Love Me" by Michel Poulmaire, and "L'Amour, Toujours L'Amour," cut by Guy Mardel. From Brazil comes as a big potential hit "A Bandina," the Chico Barrosque single that has already been selling in the Buenos Aires area.

Melograf Publishers report that they control the twelve titles of the first Monkeys' album, just released by RCA in this country. The publishing house has

Cash Box—December 31, 1966—International Section

ARGENTINA

ARGENTINA

Cash Box—December 31, 1966—International Section

BARCLAYS' BIG BASH—Barclay International's annual ball was held in Paris at the fashionable "London" as a theme. Among the 1500 invited guests were: (top row, left to right) Eddie Barclay, the Duke of Bedford, Jean Sablon, Henry Varna, Mme. Golfin; (second row) Mme. Tino Rossi & son, Mme. Barry Cowl, Eddie Barclay (proxy of (D'arckley Records), Mme. Eddie Barclay, the Duke of Bedford; (bottom row) Milie, Tony Constantine, Eddie Barclay, Mme. Pierre Delance, Eddie Barclay, Mme. Zizi Jeanmaire, the Duke of Bedford, and Mme. Martine Carol.
With the end of musicians strike (see international news report page), the most important events of the week are the results of the Grand Prix of the Académie du Disque 1966.

George Chélon and Jeanne Moreau are the big winners in variety. Chélon (Pathé Marconi) is a young author and composer. He received the prize for his second LP with "Morte Saison" and "Prélude." Jeanne Moreau—well known as a movie star ("Vive Maria")—got the prize for a new LP album via the Cansetti label (Polydisc distributing). This is the complete palmarès of the Académie du Disque Français.

Prix du Président de la République
French contemporary Music: Et Exspecto Resurrectionem Mortuorum (Mes- sian), Group instrumental à percussion de Strasbourg, Orchestre du domaine musical, conducted by Pierre Boulez.

Prix de la Ville de Paris
World greatest realization: Ex-Aequo: La Walkyrie (Wagner), Birgit Nilsson, Hans Hotter, Régine Crespin, Orchestre philharmonique de Vienne, conducted by George Solt, Kristian Et Isolde (Wagner), Birgit Nilsson, Wolfgang Windgassen, Christa Ludwig, Chœurs and Orchestra of Festival de Bayreuth, conducted by Karl Böhm.

Prix Colette

Prix Arthur Honegger
La Fête De Saint Michel (Decca), Messe de L’Arbreale (Michel Puig) (S.M.L), Les Sept Paroles Du Christ Sur La Croix (Haydn) (Discothèque des Dix Mille), Mighty High by Milt Buckner (Barclay).

Prix Charles Cros

Prix Jacques Rouche

Prix Des Arts Et Lettres
Classical Music: Missa Solemnis (Beethoven), New Philharmonia Orchestra and Chœurs conducted by Otto Klemperer (V.S.M.L), Contemporary Music;

FRANCE (Continued)
Concerto Pour Violon Et Orchestre (Serge Nigg), Christian Ferras et l’Orches- tre Philharmonique de l’ORTF, conducted by Charles Bruck, 24 Préludes Pour Orchestre (Constant), Orchestre Philharmonique de l’ORTF conducted by Charles Bruck, L’Ouverture (D.D.G.), Theatre; Letarteuf by Ferrand, Leduc (Molière) (Ades), Testimony: Max-Pol Fouche racente ... (Barclay).

Prix Des Universités De France

Prix Du Conservatoire
L’Art De La Paque (Bach) (Club Français du disque), Marcel Bitcher and Claude Pascal. Equivalences (Eloy), Maîtrise III (Ponsier), La Nuit Trans- figurée (Schonenberg) (Ades), Trois Concertos Pour Flute Et Orchestre (Dis- vienne, Grétry, Gluck) (Columbia) Sonates (Proutkofiev, Debussy, Issay, Ravel), David Ostrakh and Una Buda (C.D.M.), Pieces Pour Piano À Quatre Mains (Delius, Albeniz and Albeniz, Harnskey, (Harmonia Mundi Studio Neur Mu- ski), Louis Caipriot, Champion De Chambonnières, by Antoine Geoffroy- Deschaumes, Clavencis (Columbia), Oeuvres Pour Orgues (Intégrale) (Nicolas de Grigny), Marie-Claire Alin au grandes orgues de Sarlat (Erato).

Prix De L’Institut De Musiciologie
Chants Berberes De Kabylie (B.A.M.).

Prix Des Phonothèques
Ancient Music: Anthologie De La Musique Portugaise XVIIème et XVIIIème Siecles (Philips), Folk Music: Chansons De Pays De France n° 2, Serge Kerval (B.A.M.), Folk songs: Flamenco, Manifats De Plata (Philips).

Prix Francis Carco
Humorist: 15 Chansons A La (Pour Les) Con(s) (Ades), Ongakjkeno Poems, songs Of Raymond Queneau (C.D.M.), Children: Ex-Aequo: Titiane Et Bou- grenette by J. P. Chabrol (Barclay), Baba, Le Petit Elephant (J. de Brunoff, P. Poulenc), L’Histoire Du Petit Taillier (Grinn, Tibur Harsanyi) by Peter Ustinov (V.S.M.L), Dance Music: Ragtime Claude Bolling; (Philips), Foreign singer: Chansons Catalanes, "Raimon à l’Olympia" (C.B.S.), Chanson 1966, Georges Chélon (Pathé), Jeanne Moreau (Cansetti).

French EP TOP TEN
1 Les Playboy (Jacques Dutronc) Vogue; Alfa
2 L’Heure de La Sortie (Sheila) Philips; Carrere-Brest
3 Noir C’Est Noir (Johnny Halliday) Philips; Barclay
4 J’Ai Peur (Ennio Macias) Pathé; Crita
5 La Chanson De Lara (John William) Polydor; France Melodie
6 En Bandsallaire (Aduno) Voix de son maître; Pathé Marconi
7 La Chanson De Lara (Les compagnons de la Chanson) CBS; France Melodie
8 Paris Brâle L’il (Mireille Mathieu) Barclay
9 L’Incendie à Rio (Sacha Distel) EMI; Prosadis
10 Celine (Hugues Aufray) Barclay

MEET AT THE MIDEM
1st INTERNATIONAL RECORD AND MUSIC PUBLISHING MARKET
You MUST be present at the MIDEM

You will meet there
FROM 30 COUNTRIES
• 300 companies
• 1,000 professionals:
  • Executives and A & R managers of Records companies
  • Music publishers
  • Show-business organizers
  • Artists
  • Agents
  • Representatives of the trade and information press
  • Heads of light entertainment radio programmes
  • Producers of light entertainment TV programmes

CASH BOX—DECEMBER 31, 1966—INTERNATIONAL SECTION
**Brazil's Best Sellers**

### This Week

<table>
<thead>
<tr>
<th>Title</th>
<th>Artist(s)</th>
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<tbody>
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<td><strong>CBS</strong></td>
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<td>Geraldo Vandré/RCA Victor</td>
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<td>Altamiro Carrilho/Copacabana</td>
<td><strong>Philips</strong></td>
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<td><strong>5</strong> Mãe's Theme (Todamérica)</td>
<td>Al Kervin/Fermata</td>
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<td><strong>Philips</strong></td>
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<td>Barros de Alencar/Copacabana</td>
<td><strong>Philips</strong></td>
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<td><strong>11</strong> Só Não Vou Viver (Vitale)</td>
<td>Wanderley</td>
<td><strong>CBS</strong></td>
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<td><strong>12</strong> O Tiro (Fermata)</td>
<td>Marcos Rebolledo</td>
<td><strong>Fermata/Copacabana</strong></td>
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<tr>
<td><strong>13</strong> Tendência (Edigoes RCA)</td>
<td>Odeon</td>
<td><strong>Philips</strong></td>
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<tr>
<td><strong>14</strong> A cada hora (CBD)</td>
<td>Victor Rodriguez</td>
<td><strong>Philips</strong></td>
</tr>
<tr>
<td><strong>15</strong> Vou Cantando (CBD)</td>
<td>Mário de Andrade</td>
<td><strong>Philips</strong></td>
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### Last Week

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<td><strong>Philips</strong></td>
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### Top Ten LP's

1. **Revolver** (The Beatles/Decca)
2. **Dr. Zhivago**—Original Soundtrack/EDM (CBS)
3. **A Banda**—Chico Buarque de Hollands/RGE
4. **Viva O Festival**—Several Brazilian Artists/Art (FBD)
5. **Chapeuzinho Vermelho**—Jet Blacks/Capacabana
6. **As Meninas**—Al Agostini (BRA)/A&M
7. **São Paulo**—Al Agostini (BRA)/A&M
8. **Estrela**—Fernando Montenegro/Capacabana
9. **Mulher**—Geraldo Vandré/RCA Victor

### Top Six Double Compacts

1. **Dr. Zhivago**—Frank Pourcel/Odeon
2. **California Dreamin’**—Mama’s & Papa’s/Dunhill (RCA)
3. **Love Me, Please Me**—Michel Polnareff/Disques Az (Fernata/Mocambo)
4. **Pa o Casamento—Wanderley/CBS
5. **El Presidente**—Al Agostini (BRA)/A&M
6. **Animals**—The Animals/Odeon

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*Original Brazilian Chart*
DENMARK

As to sales the weeks before Christmas, most trade people here in Denmark appear very satisfied. No one has the feeling that they were poor, as answers ranged from "Normal" to "extra-ordinary."

Danish Grammofonpladerforlag is out with the first LP album done by local group Defenders, titled "Looking At You." Among other local releases is a new single with Caesar, an EP with Doul Dising, and a number of imported LPs, EPs and singles on Kenwood, Supraphon, Melodi, Epic, Roulette and Septima labels.

Latest releases from Marks Musikforlag includes "Dead End Street" with the Kinks on Pye and "The Shadow Knows" with Charlatans on Kapp. HNF (Hede Nielsen Fabrikker A/S) rushed out a new Elvis Presley LP including the songs from the flipper "California Holiday."

FINLAND

Coming on very strong are "No Milk Today" with Herman's Hermits on Columbia and "Stop! Stop! Stop!" with the Hollies on Parlophone, both debuting on the charts here this month.

Latest local releases from Scandia-Musiikki Oy include two new singles at Sonet. Heikki Arva is doing "Bukarest" and "Kun Kohta Tatavam." Piro Souljanen has done "Tikunassa Italia," and "Syntymäpäivävalaisi." On Metro-mone Siw Malmqvist has done "I Couldn't Live Without You; Love" b/w a Swedish tune in Finnish.

NOWAY

Newcomer on the charts here this week is the Kinks on Pye with "Dead End Street.

Latest releases from A/S Nera include "Why Not Stop And Dig It While You Can" with Barry McGuire, "Look Through My Window" with Mama's & Papa's, and "Forget Domani" with Per Cono.

Latest releases from Arne Bendiksen A/S include Asa Thoresen on Trilo with "En Gang, Et Sted" (being "Somewhere, My Love" in Norwegian), Vanguards—top selling group here—has done "Min Barndoms By" (Green, Green Gras Of Home), and Kirsti Sparboe doing "Edelweiss" and "Have You Seen Lonely" in Norwegian accompanied by Arne Bendiksen on the mouth-organ.

Norsk Phonogram A/S (NPA) is strongly promoting Beatmakers, a quintet from Sweden currently coming on strong with "I Remember When I Loved Her" on Philips.

SWEDEN

Second Swedish artist to appear on the CBS label will be Jan Malmsjo, who just signed a contract with AB Philips-Sonora for the CBS label. First local artist at CBS was Lars Lonnhdahl, who will have two singles and an EP on the market in a few weeks.

Dave Dee, Derry, Beaky, Mick & Tich will be touring Scandinavia between Dec. 31 and Jan. 7. Manfred Mann is also contracted for Scandinavia about the same time.

Torsten Ehrenmark, popular disc-jockey in Swedish Radio, now has his own LP on Dux. Phillips, Gunnel & Jan has done "Brazos River" and "Cotton Pickin' Hands" in Swedish.

Karusell Grammofon AB has started plugging the Australian group Easy Beats, now out on United Artists with "Friday On My Mind"/"'Maid My Bed."

Cash Box Scandinavian office takes this opportunity to wish all the best for 1967 to all known and unknown friends throughout the world.

### Denmark's Best Sellers

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<thead>
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<th>This</th>
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<tbody>
<tr>
<td>1</td>
<td>1</td>
<td>8</td>
<td>Endfried &amp; Hand (En Pristekage I Hand)</td>
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<tr>
<td>2</td>
<td>2</td>
<td>8</td>
<td>Trud Melhed &amp; Kante (Hitmakers/Phillips) Selection of songs—no publisher</td>
</tr>
<tr>
<td>3</td>
<td>16</td>
<td>8</td>
<td>Ved Lindahlens Gade (Kold &amp; Donkeys/HMV) Warny Music, Denmark</td>
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<tr>
<td>4</td>
<td>4</td>
<td>8</td>
<td>Little Man (Sonny &amp; Cher/Atlantic) Imudio A/S, Denmark</td>
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<tr>
<td>5</td>
<td>3</td>
<td>8</td>
<td>Der Er Iys I Lytten (Defenders/Sonet) Wilhelm Hansen, Musik-Forlag, Denmark</td>
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<tr>
<td>6</td>
<td>4</td>
<td>8</td>
<td>I Can't Control Myself (Troggs/Fontana) Multitone A/S, Denmark</td>
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<tr>
<td>7</td>
<td>6</td>
<td>8</td>
<td>Stop! Stop! Stop! (Hollies/Parlophone) Multitone A/S, Denmark</td>
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<tr>
<td>8</td>
<td>9</td>
<td>8</td>
<td>Sunny (Cher/Liberty) Reg Connolly, Musik-Forlag A/S, Denmark</td>
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<td>9</td>
<td>10</td>
<td>8</td>
<td>Marianne (Hooten Singers/Polar) Polar Music AB, Sweden</td>
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<tr>
<td>10</td>
<td>15</td>
<td>8</td>
<td>Yellow Submarine (Beatles/Parlophone) Multitone A/S, Denmark</td>
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### Norway's Best Sellers

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<tbody>
<tr>
<td>1</td>
<td>1</td>
<td>5</td>
<td>No Milk Today (Herman's Hermits/Columbia) Reg Connolly, Musik-Forlag A/S, Denmark</td>
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<tr>
<td>2</td>
<td>5</td>
<td>4</td>
<td>Good Vibrations (Beach Boys/Capitol) Sweden Music AB, Sweden</td>
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<td>3</td>
<td>3</td>
<td>6</td>
<td>Edelweiss (Julie Andrews/RCA Victor) Thore Ehring Musik AB, Sweden</td>
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<tr>
<td>4</td>
<td>6</td>
<td>8</td>
<td>Can't Control Myself (Troggs/Fontana) Sonora Musik-Forlag AB, Sweden</td>
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<tr>
<td>5</td>
<td>2</td>
<td>13</td>
<td>Little Man (Sonny &amp; Cher/Atlantic) Edition Odeon, Sweden</td>
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<td>6</td>
<td>11</td>
<td>9</td>
<td>Distant Drums (Jim Reeves/RCA Victor) Acuff-Rose Scandinavia, Denmark</td>
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<td>7</td>
<td>7</td>
<td>7</td>
<td>I Natt Jag Drömda (Last Night I Had A Strange Dream) (Hon Stavn/Ogga) Musikforlaget Essel AB, Sweden</td>
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<tr>
<td>8</td>
<td>8</td>
<td>1</td>
<td>Dead End Street (Kinks/Pye)</td>
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<tr>
<td>9</td>
<td>4</td>
<td>6</td>
<td>Hultsfledets (Olle Elfsfaster/Columbia) No publisher</td>
</tr>
<tr>
<td>10</td>
<td>1</td>
<td>4</td>
<td>Vid Din Sida (Sten Ingvars/Svensk-American) Seven Brothers Music Inc./Edition Odeon, Sweden</td>
</tr>
</tbody>
</table>
Most editorials written at this season usually begin, "As the year draws to a close . . ." whereas, to be truthful, they should begin, "As our editorial staff slumps into exhausted sleep . . ."

Sitting in an office on the Twelfth Floor, Rear, before a typewriter, a paper cup full of cold coffee nearby waiting to be spilled, we recall an anecdote from the typewriter of a great journalist, Gene Fowler, concerning a missing editorial.

It was in New York, on a Christmas Eve in the 1920s, when the staff of a morning paper repaired to a local tavern (nowadays it would be called a lounge) after putting the paper to bed, ready to relax and carouse into the dawn. A copyboy came bursting through the swinging doors, rushed up to the managing editor and said breathlessly, "Oh, sir," (copyboys were respectful in those days) "there is no editorial!" The crashing of a hundred dropped drop-glasses punctuated the awful news.

Unruffled, the managing editor carefully donned his Chesterfield coat, set his bowler atop his head and walked across the street to the offices of the endangered tabloid, followed by a crowd of reporters. Marching in to the "city room," he closed the door to his office, took off his hat and coat, set himself before his typewriter and, after a moment of concentration, attacked the keys with gusto. The reporters waited outside, hardly daring to breathe, while the copyboy twisted his hat in his fingers.

After fifteen minutes, the managing editor rose with two sheets of paper in his hand and beckoned the copyboy forward. He opened the door, presented the lad with the pages, donned his hat and coat and marched back to the tavern. As the copyboy dashed by the reporters, one of them caught him by the arm and grabbed the pieces of paper. The other reporters crowded over his shoulder to read the words that would make the morning edition a professional and artless whole.

They stood agog, for lo, there were not words, but a single word, repeated over and over. The word was: "Nevertheless."

Nevertheless, it has been an eventful year for the coin machine trade and so with Twelfth Floor, Rear. There is nothing quite like holding the front news page open until the last minute on a Thursday night, hoping that the mails or the phone will deliver that Important Story, nor is there anything quite like jumping into a car and chasing the printer's truck to Connecticut, nothing quite like cursing and praying over a cantankerous camera to get that important Picture, nor is there anything like the sudden silence of the office after the copy has gone to the presses, the last cigarette and cup of coffee before going home.

After a particularly heavy issue it is sometimes necessary and refreshing to stand on the balcony and watch the traffic going by on Broadway and, the lights glowing. From the balcony it is possible to look over to Tenth Avenue and on some nights, one would swear that Chicago and California can be seen, with all the land between. On such a night, reporters, editors and other folk relax by having a beer and playing the jukebox or game at the local, or the nearest, tavern. We do this not out of a sense of duty, but simply because it is fun.

Tonight, as the holiday and the New Year comes, we look back on the written and spoken words, the sounds and sights of the coin machine industry in 1966; there are memories of crises and comedies, things done and yet to do.

They are two particular breeds, journalists and coin machine men; both devoted to their professions, simply because, once engaged in it, they find they cannot get away from it. It may be demanding, possessive and sometimes frustrating, but it is also goofy, great and gratifying.

So, from the Twelfth Floor, Rear, we send to the entire industry holiday greetings, a glass of cheer and four choruses of "Auld Lang Syne." It's been grand.
Steiger & Wilson Drop In On Valley

Confusion Remedied

Complete Details On Frantz Factory Fire

Last week a story appeared in Cash Box in which Bernard Frantz, president of the J. F. Frantz Manufacturing Company, producer of coin-operated counter amusement games, was interviewed concerning the fire which destroyed his building in Chicago. Bernard was visibly upset by the fire, but he was also buoyed by the fact that the fire was put out within an hour or so after it started. The fire destroyed several thousand machines and caused a great deal of damage to the building.

However, undetected smoldering conditions were not discovered in the building until the next day, completing the devastation. Three firemen were overcome by smoke inhalation and otherwise injured by falling debris during the struggle to control the blaze.

In a happier note Frantz, who had lost his plant in the burned out structure at 1940 West Lake Street in Windy City since early in 1947, advised that he has already acquired a suitable building nearby at 2010 West Lake Street. He adds that more than 30,000 square feet of factory space. Frantz and his employees are rushing to complete an early removal of usable equipment. Presently, however, all production and repair work at Frantz coin-operated counter amusement games has been suspended. He will shortly announce a resumption of activity in his factory in Cash Box.

Solid State SRO: Runyon

NEW YORK—A class on Solid State and its application in the new AMI MMI Music Merchant Phonograph was conducted by Art Seglin (Rowe's field service engineer in the Eastern Region) on Wednesday, Dec. 14th at the New York office of the Runyon Sales Co.

Those who attended included: Loy W. Thorn, vice president; Ed Dorsey, Daniel Cioffi, James Gough, Ruben Figueroa, Bruch Haber and Joe Tilletto from Runyon; operators and their service personnel present included: Bill Krassner, Leon Rosenberg, Neal Rosenberg, Max Krull, Max Stein, Karl William Lurie, Phil Kaplan, Ralph Schneider, Carmine Abbatiello, Irving Meltzer, Roger Gross, Fred Collay, Jr., and Fred Collay, Sr., Buddy Dickerson, Henry Schwartz, Betty Whipple, Robert Hall, Murray Wallman, St. Hyber, Mike Saperstein, Raymond Digiovanni, on the demonstration were: Bernard Blum, Robert Weibart, Philip Schwartz, William Goets, Herb Cook and Jerome Levine.

MOA's Final Score: 311

CHICAGO—MOA manager director Fred Granger announced last week that the final tally in the MOA membership drive, which began January 1 and closed on January 10, is three hundred eleven sixty-one, or an original quota of two hundred and fifty.

"This is one of our finest achievements," said Granger, "and it demonstrates the capacity of MOA to perform a difficult task and by growing the extent of MOA membership to more and more operators. Outstanding jobs were done by committee chairman, co-chairmen and individual workers, but the total performance is, I think, one of the most thrilling events ever to take place in the industry."

Meanwhile, president James Tolilano and board chairman John Waller said that the next board meeting will take place in Washington D.C., probably in March. Other cities were considered as meeting sites, they said, but the copyright problem finally determined the selection of Washington.

New Pense Expensive to British Ops

In an effort to hold the fluctuation of its currency, and to make things simpler all round, Great Britain has decided to switch to the Decimal System in grading money. The new system, which will be used by British coiners, who will have to retool. They are not happy over the prospect and this report from London.

LONDON—The system to be adopted when Britain switches to decimal coinage in 1971 has now been outlined in a series of proposals by the operators. The proposals, which are based on the £1 being the major unit, have divided into 100 new pence.

Although many operators have put forward various ideas, the White Paper has been received with enthusiasm. The proposals are generally considered to be reasonable, and are not based primarily on the new system's ability to encourage trade. The new system will be divided into 100 new pence.

In the new system, the £1 coin will be the major unit. The new 50p coin will be divided into two pieces: a 25p coin, and a 25p coin, both of which will be used for the new decimal currency. The 1p and 2p coins are retained, but in decimal form, with a value of 1p and 2p, respectively.

In order to avoid having a large coin for the highest denomination it was decided that the 50p coin would be used for the lowest denomination. Under the new system the 50p coin would have been the equivalent of the 2p coin, and the 25p coin would have been the equivalent of the 5p coin. The new system also includes the 1p and 2p coins, which will be used for smaller transactions.

The new system will come into effect in 1971, and will be phased in over a period of time. The 50p coin will be introduced first, followed by the 20p and 10p coins. The 5p and 2p coins will be phased out over a period of time, with the 5p coin being phased out completely by 1978.
The Complete Text of the Supreme

THE STATE OF SOUTH CAROLINA
In The Supreme Court

Melody Music Co., Inc., and U. G. Bryant, individually and doing business as Chris and Gene's, Appellants,

v.


Appeal From Richland County
John Grimball, Judge

Opinion No. 18583
Filed December 5, 1966
REVERSED AND REMANDED

Hyman & Morgan, of Florence, for appellants.
Attorney General Daniel R. McLeod, Assistant Attorney General Joseph C. Coleman and Joseph D. Sapp, all of Columbia, for respondents.

MOSS, C.J.: Melody Music Co., Inc. distributes and places on location billiard or pocket billiard tables, measuring not more than three and one-half feet in width and seven feet in length, in service stations, grocery stores or other places in which the principal business is something other than the operation of billiard or pocket billiard tables. One of these tables is located and operates in a restaurant owned by U. G. Bryant, who operates a business known as Chris and Gene's. A license for the operation of this table was granted by the South Carolina Tax Commission pursuant to Section 5-665 of the Code.

Melody Music Co., Inc. and U. G. Bryant, trading as aforesaid, the appellants herein, instituted this action under the “Uniform Declaratory Judgments Act”, Sections 10-2001, et seq., 1962 Code of Laws, against the Attorney General of the State, the South Carolina Tax Commission and the Law Enforcement Officers of this State as a class, the respondents herein, seeking an injunction pendente lite and permanently from enforcing Sections 5-501 (d) and 5-518 of the Code, asserting that such statutes have no application to billiard or pocket billiard tables licensed under Section 5-665 of the Code. The appellants further contend that the enforcement of such statutes would deny them the equal protection of the law and deprive them of their property without due process of law. The answer of the respondents alleges the unconstitutionality of the aforesaid statutes to the operation of the billiard or pocket billiard table of either owned or operated by the appellants. The unconstitutionality of the statutes was also denied.

This case came on for a hearing before the Honorable John Grimball, presiding judge, upon agreed stipulation of facts. After hearing oral arguments and giving consideration to written briefs filed by the parties, an order was filed in which it was held that the injunction pendente lite previously issued be dissolved and the complaint of the appellants was dismissed. In the order the trial judge held as follows:

"It is my opinion that any room, building or place in which are operated for profit one or more pool tables, whether such tables are of standard size or smaller, is a billiard room within the meaning of Section 5-501, 1962 Code, and that such places are subject to all requirements of Chapter 6, Title 5, 1962 Code, except the tax rate per table provided in Section 5-665, 1962 Code, for billiard tables measuring not more than three and one-half feet by seven feet."

The exceptions of the appellants raise two questions. (1) Is the operation of a billiard or pocket billiard table, such as is described in and licensed under Section 5-665 of the Code, in places in which the principal business is something other than the operation of billiard or pocket billiard (Continued on page 55)
Court of South Carolina's Pool Table Decision

(Continued from page 54)

sections 5-501 (6) and 5-513, such being statutes contained in Chapter 6 of the Code; and (2) Does the application of the provisions of Chapter 6, sections 5-501, et seq., of the Code, to the appellants, deny them due process and equal protection of the law as guaranteed to them by the Fourteenth Amendment to the United States Constitution and Article I, Section 5, of the 1986 Constitution of this State.

Sections 5-501 through 5-521, Chapter 6 of the Code, have to do with the licensing of and the regulations pertaining to the operation of billiard rooms or pocket billiard rooms. Section 5-665 of Chapter 7, of the Code, has to do with the licensing of any billiard or pocket billiard table, as such is described in said section. This section contains no regulations regarding the operation of any billiard or pocket billiard table and in no way refers to Chapter 6 of the Code and the regulations therein contained. However, both Chapter 6 and Chapter 7 of the Code deal with the licensing of billiard or pocket billiard tables. Under Section 5-519 of the Code, the operator of a billiard room is required to pay an annual license tax of Twenty-five dollars per table and, under Section 5-665 of the Code, every person operating any billiard or pocket billiard tables of the description therein contained is required to pay an annual tax of ten dollars per table.

The record shows that the appellants obtained a license to operate a pocket billiard table pursuant to the provisions of Section 5-665 of the Code, which provides:

"Every person owning or maintaining any place of business or other place wherein or in connection with which is operated or located any billiard or pocket billiard table measuring not more than three and one-half feet wide and seven feet long, whether operated by a slot or otherwise, shall apply for and procure from the Commission a license for the privilege of operating such billiard or pocket billiard table and shall pay for such license a tax of ten dollars for each billiard or pocket billiard table owned or operated except that every person operating billiard or pocket billiard tables measuring more than three and one-half feet wide and seven feet long, whether operated by slot or otherwise, shall be taxed under the provisions of Chapter 6 of this Title."

The statutory regulations applicable to billiard rooms and pocket billiard rooms are set forth in Section 5-501, et seq., of the Code. Section 5-501 (1) defines a "billiard room" and "pocket billiard room" as "Any room, hall, building or place kept for the purpose of playing billiard or pocket billiard tables for the purpose of permitting games to be played thereon for profit."

It is stipulated here that "the pool tables involved are operated in serv-

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Robert L. Richards
Elected Chief Of NCA;
To Take Office Soon

CHICAGO—Robert L. Richards has been elected president of the National Confectioners Association. It was announced last week by Burr Siffra, the association's board chairman.

Action on Richards' election took place at the Association's mid-year board meeting, December 7-8. He will assume his new duties soon.

For the past six years, Richards has been executive administrator of the Illinois State Medical Society. Previously, he was executive director of the American Society of Internal Medicine, San Francisco, which has 46 component state societies, and for 12 years before that Richards was associated with the Pennsylvania Medical Society.

Richards is chairman of the Association Committee of the U.S. Chamber of Commerce and has a considerable background in all phases of business and trade association programs as well as organizational problems.

Long active in civic and business activities, Richards is a member of the executive committee of the Association Executives Forum of Chicago. He is a member of the American Society of Association Executives, the American Management Association and the Medical Society Executives Association.

Richards will make his office at the association's headquarters, 36 South Wabash Avenue, Chicago.

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Cash Box—December 31, 1966
NOTICE TO ALL ADVERTISERS

BECAUSE OF A PRINTER'S HOLIDAY
THIS FRIDAY, CASH BOX URGES ALL ADVERTISERS TO PLAN ON DELIVERING ALL COPY AND PLATES ON OR BEFORE WEDNESDAY, DECEMBER 28 TO THE CASH BOX NEW YORK OFFICE. FINAL DEADLINE IS THURSDAY, DECEMBER 29, AT 11:30 AM.

THE ANEAL MOAN 'N' GROAN—Big city as well as country operators are going through the year-end squeeze these days, known by many as the Holiday Giveaway Bonanza. The crux of the matter is that little holiday the donors to location owners, their wives, kids, cats, dogs etc. which most ops feel an obligation for, on one reason or another, to do. We'd like to see the location owner your appreciation by putting a little honey in his beard once a year. After all, guys, it is only once a year. So with tongue in check, here are a few last minute gift suggestions for well intentioned operators who like the spots they operate in and feel the same way about the guy who owns the location: an adding machine for the location's bookkeeper to keep an "accurate" count on the coins they deposited "shilling" the machine; the coins in the phone "grabbed" with returning any music; a custom-made cutoff switch that'll plug the place into total blackness each time the bartender pulls the plug on the juke to turn on the TV; a year's supply of hard cover books and a copy of "Hearts And Flowers" which doesn't think his cut of your collections is high enough; and a set of folding chairs which the location might break out when the customers start sitting on your shuffle alley.

DO IT AND DO IT RIGHT—MONY's able attorney Teddy Blatt advised last week it's quite possible that many location contracts have been signed but have not been filled out fully especially the special terms of the arbitration clause. "This contract took us a long time to put together," Blatt said, "and it's as foolproof as they come. However, we've had several instances where an operator comes in with an arbitration matter between him and one of his location only to learn he made inadequate provision when the contract was originally signed. If you're going to use a contract, use it right," the counsel advised. This is the season for giving; as we all know, so please don't forget the Barnay Ross Fund. For details, call Lou Wolberg down at Rayvo Sales, Bronx and Manhattan up Sam Morrison Shilling Christmas decorating—decorating the machines with Christmas records, that it. The holiday disks rake in their fair share of coins and it's just a shame the season doesn't come once a month. Rentals on oldies also a source of extra income during this time with lots of folks looking for something different to liven up a party.

ARTS INTO SOMETHIN' GOOD—United Billiards' proxy Art Daddis is so proud of his table's he's offering an unconditional guarantee on all his local parts (with the exception of the coin relay). "I've spent a long time in this business of table operation," Daddis said last week, "and I've found that mechanical simplicity founded on structural durability is the secret to continued, trouble-free operation. Therefore, I am able to guarantee the mechanical workmanship of these United tables and any Kirkpatrick, president of a firm called Kirk Electronics Mfg. Co. (located in Orlando, Fla.) has pioneered a pinning tool and has succeeded in a kick and hideaway combination. He calls the unit the Kirk-O-Matic Miniature Music System and advises that results on test locations after two years have established "almost phenomenal increase in comparison to older machines and in similar locations." The increased collections are due, he says, to the fact that the Kirk-O-Matic Miniature Music Vending Machine will have at least three from standard jukes. "We are making arrangements with national chain drug stores and restaurants for operator-owned installations on a national basis, we are convinced that in securing local trade, operators will have no trouble in installing the equipment as fast as the arrangement are made by us." (Johnny, incidentally, is the owner of the Florida Music Company, a juke and games route in central Florida.)

HERE AND THERE—Picks o' the week from the lad at Taratelli Enterprises (Syracuse one-stop) cite Ray Conniff's rendition of 'Rumble' on Columbia and 'Easy Street's A Boulevard' on the great Frank Sinatra's Paramount. Tommy's 'Watch This One' for operators is Debbie Moll's 'Forever Yours' on RCA Victor. ... The lad at Musical Moments operation say two tunes o' the week are 'Say It Again' for his city juke and 'I'm Lookin' For You' by Jimmy Castor on Smash and 'Oh Yeah' by the Joe Cuba Sextet on Teisco Records.

A WORD TO THE WISE—The Cash Box Classified Section has served as an additional valuable marking of used machines as well as phonograph and phone records for many years. Providing the trade with firm names and lists of equipment to sell or trade is another plus. Therefore, we must urge all of our readers to notify us immediately of any complaints they might have after doing business with one of our classified advertisers. It is a complaint that came in last week and it is obviously not in our interest to be a tool for any charlatan business. ... Harold Kaufman's reconditioning Dept. (out at Musical Distributors in Bklyn.) doing first-class work, say some customers we ran into last week. They process one of the largest volumes of used machines in the city. Add these to the Wurlitzer and Chicoon lines and it's easy to understand why it's so hard to get Harold on the phone. ... Old buddy Nate Sugerman building a solid business in mutual funds and securities sales out of his home in Maplewood, N.J. The former "Nathan" Sales comptroller calls his firm Nathan Andrew Associates and numbers many members of this trade among his customers. ... Wometco Enterprises, one of the nation's largest vending operations, has diversified some of its funds into the mutual fund business. We can call to see promo direct on the silver screen. ... Rowe's own silver screen, the Phono-Vue, due to hit heavy on the distributor network round about February, will be sporting many of the most colorful new films on the audio-viz scene today. Marketing chief Fred Pollak's been directing some of his attention to the Theory of Amusement's Joe Ash patiently waiting for Gottlieb's spinning new King Of Diamonds single-player pin, due in his showrooms by Jan. 10th. Joe's already taken a deck of orders for the new pin and looks forward to biggest year yet with the line. New Year's wishes go out to Philly ops and all the operators each from the Active party, sales execs Marty Brownstein and Frank Ash and parts specialist Morris Schin. ... Tommy Greco's back from a few days' stay in Birmingham, Ala., visiting with old friend Johnny Rowell. Tom did it the hard way, working his way back by car. A great group of Chester Operators Guild, their employees and wives enjoyed their annual Christmas party at the Tappan Hill Restaurant in Tarrytown, N.Y., on Wed. Dec. 14th. "Needless to say, a gala evening was enjoyed by all," says associa...
SO another year goes by the boards. It was a good year in all phases of commerce. This fact was not lost on the more discerning of the young audio-visual machines typified by Scopitone—its hefty invades in the coin machine business during '66; the actual re-birth of the electronics machinery machine; Rowes in the introduction of the audio-visual adaptor premiered jointly with the “Music Merchant” phonograph and records, the Denville acceptor; and Dave Rowe’s “Cinquefoles,” and its great resuscitation this year. Obviously, we haven’t heard the last from the audio-visual area where other announcements are concerned during the coming months. We offered these expressed confidence that 1967 shows great promise of being another banner year in all phases of coin op.

Last Tuesday morning, December 20, we dashed out to the Flying Carpet Motel just near O’Hare Field where Rowe AC Mfg. Corp. executives conduct training operations and present the exciting new (Rowe) coffee vending machine. The fine presentation was made by Joe Barth, director of Sales, and Tom Fink, Training-Development Dept., of which Martin is manager. Also representing the factory were Rowe AC Prexy Jack Harper, Dick Mueller, Paul Huesch, Bill Phillips, Joe Lax, and Jerry Winfield. Among the district salesmen was For Atlas Music Co., Chicago, Eddie Ginsburg, Sam Gersh, Bill Phillips, Rob Fabian, Chuck Stein, and John Levin. From Milwaukee and Pioneer Sales & Services: Joe Kleiman, Dan Karolzik, and Jerry Groll. Harry Silverberg, of W. B. Music in Kansas City, came in with general manager Jerry Beeler (better late than excess weight, Jerry!) and Jim Jackson. Pete Entinger’s Advanced Distributing group from St. Louis, Mo., included: Hank Shafer, Elmer Hansen, and Roger Price. K. Glenn, of C. Sales & Services in St. Paul, Minnesota, came in for the season. —All on hand was A. E. (Art) Frey, of Everpure, Inc., who provides water treatment equipment to Rowe AC Mfg. Corp. for their coffee machines. —As usual, the irrepressible photographer, Joe P. Gino, was on hand to record the day’s activities. Dandy Coney, ex-Seebee vice president, and presently manager of distributor relations for RCA-Victor, Division, extends best season’s greetings to his host of friends from his new position. Bob Hards was in all appropriately tinselled and illustrated Christmas card. —Williams Electronic Mfg. Corp. is the scene, Friday, December 23, for the annual gain Christmas party, traditional every year, which is easily the largest and most delectable in coin op in Wey City. Most of us are anxious to greeting and meeting old friends during this heavily attended bash. Among the group of old timers was on the so-called receiving line (the long bar!) are: Pretty and general manager Sam Stern, Herb Gattering, Buddy Lurie, Jack Mittel, Billy Desch, Hank Debek, my favorite telephone and LaVerne, and so many, many more. —Many of us expect to encounter Jerry Winfield in coin biz executives as Louie Nieskens, William (Bill) Adair, Frank (Santa) Lupino, Edward Clayfe, Steve Kirchhofer, Joe Hardin among others. —Also on hand for this season’s greetings to Dvnaball Company’s Sam and Frances Berger and Dusty Hobehin. —Ditto to Paul and Rosemary Huesch and all the little Huesches. —Not only way Weind and family —Sorry we had to miss the exciting Christmas party at Fischer Mfg. Co., where hosts were Ewald and Margaret Frey, Junior Hedrick, Mary Ann Schroeder, and Mr. & Mrs. Marve Mertes, and the staff of employees. —Lest we forget: DuKane Corp.’s Joe Lyons and Jim Davis. —Heartiest best wishes for the New Year to Harry and Rose Sorenson, Fred Conover, Mr. & Mrs. Jerry Becker, of W. H. Mace in Kansas City, Mo. —The heartiest returnee from Viet Nam, where he headed a USO tour conducting the Army Band, were: Joe Starnes and his family. —We received our season’s greetings from the gang at Kay Musical Instrument Co., and extend sincerest Christmas and New Year greetings to Robert Keyworth, Joe Scheel, Sy Teitel, Bob Lyle and Larry Eder. —Another year of the wonderful presence of the Wonderful Leverone —Mr. & Mrs. Nathanial Leverone, friends of Pigg (

### Milwaukee Mentions

A worthwhile resolution for the New Year from the Wisconsin operators should certainly be to concentrate heavily (we should say more heavily) on a resuscitation of association activity in the statewide Wisconsin Music Merchants Association, and in the Milwaukee Coin Machine Operators Association. A handful of dedicated operators is, as always, striving mightily towards this end. We extend our congratulations to the members of this group and wish them all success in this vital endeavor. We URGEE all Wisconsin and Milwaukee coin men (and that includes the distributor personnel) to climb aboard the bandwagon at the earliest moment. —Dan Karolzik, Mr. & Jerry Groll with the Flying Carpet Motel, near O’Hare Field, for the Rowe AC Mfg. presen-

### JUKE BOX OPS' RECORD GUIDE

**PICKS for PROGRAMMING**

The following records, selected from the CASH BOX Top 100, represent tunes and performances which appear to be especially suitable to the juke box or location. Ops should check with their record reps for availability.

**GALLANT MEN**
Sonatir Dörksön (Capitol 5085)

**98-6**
(Mercury 72699)

**SNOPPY VS. THE RED BARON**
Rudi Gernreich (Laurie 3366)

**LET THE GOOD TIMES ROLL**
Dean Martin (Reprise 538)

**GOODNIGHT MY LOVE**
(M. P. & P. 529)

**LET'S GROOVE**
Frank Sinatra (Reprise 531)

**BLUE AUTUMN**
Bobby G耵sh (UA 50087)

**MAME**
Herb Alpert & T. M. 823)

**TIME AFTER TIME**
Chris Montez (A. & M 822)

**THE SOLDIER**
Bobby Vinton (Epic 10096)

**SUGAR TOWN**
Dennis Sinclaire (Reprise 527)

### SPECIAL CHRISTMAS PICKS

**THE FIRST CHRISTMAS CAROL**
(Budget 5-10099)

**YOU'RE ALL I WANT FOR CHRISTMAS**
Al Martino (Capitol 3311)

**BLUE AUTUMN**
Bobby Vinton (Epic 10096)

**SANTA LOOKED A LOT LIKE DADDY**
(RCA 47937)

**THE BEST WORD**
Eddy Arnold (RCA 47927)

**GOODWILL WITH SANTA CLAUS**
Loretta Lynn (RCA 32043)

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### CASH BOX RECORD GUIDE

**COLOR YOUR WORLD**
Pdric Klark (Warner Bros. 5882)

**WISH YOU WERE HERE**
Peter Brown (Del 1633)

**THE WHEEL OF HURT**
Al Martino (Capitol 15741)

**BANG BANG**
Joe Cobo (Tico 475)

**WACK WACK**
Young Soul Trio (Brunswick 53305)

**WORDS OF LOVE**
Memphis & Paper (Davlin 857)

**EGGPLANT THAT ATE CHEESE**
Dr. West’s Junk Band (Genie 100)

**I AM A BELIEVER**
Monkees (Colgems 1001)

**MAMA**
Char (Imperial 64325)

**SHADOW OF YOUR SMILE**
Beats Randolph (Monument 976)

**LOOK WHAT YOU'VE DONE**
Pats Dee Singers (Columbia 45927)

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**Cash Box—December 31, 1966**

57
Would You Believe?

Rudd-Melikian: Sales Up 531%

WARMINSTER, Pa. — Rudd-Melikian, Inc., reports for the week a sharp increase in fiscal 1966 net income and sales.

A major importer and roaster of coffee and prime manufacturer of automatic coffee brewing equipment, the firm had net sales of $7,019,251 for the fiscal year ending May 27, 1966. This is an increase of $1,546,813 or 28% over the previous year's total of $5,472,438.

Net income was $146,055 for a 53% increase over the 1965 fiscal year total of $27,594. Outstanding shares for both years were 659,961. Earnings per share for this past year were 21¢ up from 4¢ for the prior year.

Net income reported is after a provision for deferred Federal income taxes of $115,000.

In a letter to shareholders, management reports that “this improvement reflects the results of our efforts, particularly during the past three years, on the product lines—coffee and coffee brewing equipment—which have brought to the company the best return on its investment and efforts. "In coffee equipment, in addition to our unique portion package of ground coffee in filter-tape, we are now preparing our "Old Mill" brand in bulk packages to facilitate our move into this business further into the vending and institutional fields."

“Coffee equipment we are now manufacturing four different size units to fill the major needs of the on-the-job coffee-break market, from the small office to the large industrial plant."

In keeping with our market and profit objectives, it’s significant to note that a recently published authoritative study in demonstrating the popularity of coffee today in the United States, points out that our national consumption has increased three times more coffee than soft drinks."

“In addition to our primary and proprietary products—coffee and coffee brewing equipment—we are concentrating on evaluating the ever changing market so that we may maintain our position in the forefront of this business."

We believe that the men and women who work for this company will continue to contribute their very best work towards increasing sales. During that period, our Management has been further strengthened with the election of two new officers, Frank X. McCoy and John A. O’Hea, who both have had exemplary careers in marketing and sales management, were elected vice presidents.”

With the company entering its 15th decade of service and growth, Rudd-Melikian gratefully acknowledges the vital role played during the past 20 years by all of our employees, customers, suppliers, directors and shareholders. "We will continue to require careful and constant appraisal of our cooperative relationships and the maintenance of a firmness of purpose that our recent achievements will provide a basis for a productive future."

186 New Vending Firms
Joined NAMA in 1966

CHICAGO — A total of 186 companies joined the National Automatic Merchandising Association during a nationwide 35th anniversary year campaign — one in 1966, according to W. J. Manning, Jr., president. A drive, which continues until the end of the year, has already increased the total membership of NAMA to 1,675, 45% over that at the beginning of 1966. The totals do not include some 530 local branch operations, national and regional firms.

During the current appeal for new members, 167 operating companies, 16 suppliers and 3 machine manufacturer firms became members of the association, Manning said.

As of December 1, the association had 1,245 operating company members, 201 supplier members and 50 machine manufacturer members.

“We are indebted to the team of volunteers working under membership chairman J. Richard Howard for this substantial increase," Manning said. "Many operator members, and especially the sales representatives of our manufacturers and suppliers, have made the contacts with new members which made this good showing possible."

“I now appeal to all vending operators who have thought about joining NAMA, but haven’t been contacted, to let us know they’re interested. The entire industry is looking for stronger national association, but so does each and every operator with vending equipment," Manning stressed.

He said the 1966 appeal brought several of the largest nonmember operating firms into NAMA.

California repatriates the largest increase in members (21), followed by Illinois, Indiana, Michigan, New York, Ohio, and Wisconsin.

Two Down, and One More to Go. . .

With Thanksgiving and Christmas still in view, there are two more months for drive, in preparation for the final siege — New Years! We are not knocking these great institutions, it’s just that we have already gained pounds, and we need to drop some calories. All our machines have been handling the fiscal drop last year, things have not gone too badly. If during the year things have been a little too slow, we assume it’s due to the other one. We are looking forward, as we hope everyone else is, to the coming new year being bigger and better than ever. We are in the spirit of it!

Nate Hockman Joins Forces with Wurziler. . .

Not, formerly with Strauss Distributing, and of late, Advance Automatic, has joined the Wurziler family as their New England representative. We are very sorry to see him leave, but we wish him well in his new position. Glad to hear that Clayton Ballard’s daughter and son-in-law, Lt. & Mrs. William Hofman, managed to get here for the holidays, despite some car trouble. Bob Colyer is entertaining us with the story of his visit here last year, a visit we hope he will make again soon.

Open House for One and All. . .

The “holiday spirit” is very much in evidence at C. A. Robinson Co. The open house will last thru the rest of the week. There’s something for everyone at that affair for that matter. Al Betteman is proving to be an affable bartender and dispenser of light refreshments, and we hear that the crowd for that purpose, besides the obvious one of getting people into the store. By the time you read this he hopes to have a brand new model pool table on the showroom floor. Hank wouldn’t disclose the name of that pool table yet. Don like everyone else on Pico Blvd., would have to come in and see for ourselves. We hear that Alan Armstrong and the Monarch salesmen are doing a swell job of selling pool tables, and that purpose, besides the obvious one of getting people into the store. By the time you read this he hopes to have a brand new model pool table on the showroom floor. Hank wouldn’t disclose the name of that pool table yet. Don like everyone else on Pico Blvd., would have to come in and see for ourselves. We hear that Alan Armstrong and the Monarch salesmen are doing a swell job of selling pool tables, and that purpose, besides the obvious one of getting people into the store. By the time you read this he hopes to have a brand new model pool table on the showroom floor. Hank wouldn’t disclose the name of that pool table yet. Don like everyone else on Pico Blvd., would have to come in and see for ourselves. We hear that Alan Armstrong and the Monarch salesmen are doing a swell job of selling pool tables, and that purpose, besides the obvious one of getting people into the store. By the time you read this he hopes to have a brand new model pool table on the showroom floor. Hank wouldn’t disclose the name of that pool table yet. Don like everyone else on Pico Blvd., would have to come in and see for ourselves.

FROM THE RECORD RACKS . . .

The Soile sisters at Luenahgen tell us that they received a call from Cal. who was interested in finding out the complete story as that soon as he finishes recording, he will bring the record in for girls. The "monster" of the week over there seems to be "Tell It Like It Is," with LaVern and Neil Young. We hear from Fed. Sales that the Rowe AMI "Music Merchant." . . . "Sorry to hear that Bob Portale of Advance Automatic was a bit under the weather for a few days. While he was out of the office, we learned that Ray Gray of San Diego’s Gray-Away Service was promoted to Branch Manager of the San Diego office. We were very pleased to report that Coin Machine Service just received their first shipment of the new Federal line of machines and that the reception was good. For the man that has everything—ivory gus balls. Marvin says that he sold some of these to a friend of Joey Bishop’s for a birthday present for Joe. We have also told that they received a huge shipment of the new AltTech pool tables.

Cap Kestler, in town for the day making the rounds and buying records and parts for the firm, was going thru all operators, and vending parts and records. . . Lawrence Siegel, Eau Claire, in the city on a buying trip. . .GROUND SHOT, stoolworth, is saying that the open house is still to put "Got Live If You Want It" by the Rolling Stones on London, is moving up fast.

Here and There . . .

Out of Circle International we get the word that the boys of San Antonio were represented at the recent meeting in Chicago by Don Edwards was touring Las Vegas. At present Ken Smith is in Long Beach California. We heard that Alan Armstrong of San Diego had made some trips over the Rowe AMI "Music Merchant." . . . "Sorry to hear that Bob Portale of Advance Automatic was a bit under the weather for a few days. While he was out of the office, we learned that Ray Gray of San Diego’s Gray-Away Service was promoted to Branch Manager of the San Diego office. We were very pleased to report that Coin Machine Service just received their first shipment of the new Federal line of machines and that the reception was good. For the man that has everything—ivory gus balls. Marvin says that he sold some of these to a friend of Joey Bishop’s for a birthday present for Joe. We have also told that they received a huge shipment of the new AltTech pool tables.

Upper Mid-West Musings

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UMC: Forty Years In The Vending Line

ST. LOUIS—UMC Industries, Inc. (formerly Universal Match Corporation) has been closely identified with the automatic merchandising industry since the mid-1920s.

At that time, UMC—a small company producing only match books—saw the important part matches could play in the tale of cigarettes from machines, which at the time was itself a small field. In close association with operators of the machines, UMC worked to make match books an effective part of machine merchandising of cigarettes. Through the years, the company has pioneered in many improvements in match book design and packaging, for more efficient and effective use in vending.

In the mid-1960s, when UMC was ready to undertake a major expansion program, vending was regarded as a natural area to explore. The firm began looking for manufacturers with strong records of leadership.

In 1966, UMC bought its St. Louis neighbor, National Vendors, the world's largest manufacturer of cigarette and candy machines, and an important producer of other vending machines—which then set and continue to set industry standards for quality and performance.

The same year, UMC acquired a substantial interest in another St. Louis firm, National Rejectors, Inc. This company is the world's largest producer of money validating and handling equipment for the vending industry. NRI became a wholly owned subsidiary in 1969.

In 1960, UMC bought Glasco Corporation, the pioneers in the pre-mix soft-drink machine field. Glasco, now a division of UMC Industries, has its plant and headquarters at Barnhart, Mo.

In July, 1961, UMC acquired exclusive North American distribution and assembly rights for the versatile vending machine line of Wittenborg, Denmark. The Danish firm is a leading producer of hot and cold food and general merchandise vending machines.

The acquisition of Lennox Manufacturing Company, of Chicago, in the spring of 1964, gave UMC added strength in the beverage vending field. Lennox, which now is a UMC division, is an outstanding producer of beverage vending equipment. Its products include National Vendors' cold drink and hot beverage merchandise.

As UMC Industries has expanded in the field of automatic merchandising, it has held to these goals: to unite proven leaders, thus giving them greater strengths to serve the vending industry, and to advance the development of automatic merchandising.

ARA Announces Record Earnings For 1966: Up 21%


Dave J. Davidson, chairman, reported preliminary figures showed revenues rose to $308,524,000 vs. $260,004,000 for 1965. Pre-tax income rose to $12,351,000—a 21 per cent gain over last year. Net income increased to $7,738,000 from $6,536,000—an increase of 19 per cent. Earnings per share in the recent period were $2.86—an increase of 15 per cent. This earnings per share figure is after the retirement of convertible securities into common stock during the second half of the year.

Davidson noted that pre-tax profits rose more rapidly than revenues, reflecting company efficiency programs further strengthened.

In May and June all convertible debt and preferred stock were retired. The company's capitalization, and increased financial strength. Earnings per share before conversion would have been $2.35.

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NEW SUPER-SCOPE RIFLE GALLERY

WE'RE No. 1
Thank You for the Wonderful Reception!

Operators Everywhere State: "This is a real Money-Maker . . . with great Player Appeal!"

STILL GOING STRONG!

"The Flying Wedge Four"

Johnson, Ross, Gregg and Peete Whiz Into Houston

HOUSTON—L. C. Butler, President of Gulf Coast Distributing Company, was host in November to a visiting team of Wurlitzer field service engineers—the "Flying Wedge Four" of Karel Johnson, Harry Gregg and C. B. Ross—conducting the first factory service school ever held in the area. Subject was the Wurlitzer "Americanas" coin-operated phonograph.

Butler treated many of the attendees to seats in the Houston Astrodome for a look at the Clay-Williams boxing match, then back to the new Ramada Inn for the classes. Butler said the attendance "was outstanding—everybody got what they came for." Then the Flying Wedge Four moved on.

Taking a break between seminars at Gulf Coast, Wurlitzer service manager C. B. Ross, left, strikes a proud pose with L. C. Butler, head of Gulf Coast. Classes were held in the new Ramada Inn in Houston—first time ever for a factory school in the area.

The Flying Wedge Four left to right: Ross, Karel Johnson, Harry Gregg and Walt Petet, sans parachute. Minutes later they packed their bags and disappeared into the sunset.
Lenzer Upped At Interstate United

LINCOLNWOOD, ILL.—Lester R. Lenzer has been promoted to assistant to the vice president of operations, Lorrin G. Cary, for Interstate United, it was announced today by Lorrin G. Cary, vice president, operations, Interstate United.

In his new capacity he will assist the vice president of operations in all administrative and operational areas. Prior to this promotion, Lenzer was Western Division vending director for Interstate United in Los Angeles.

Lenzer joined the Chicago-based food and vending company nine years ago. Before that he was the Western Division Sales Supervisor at Cantrell and Cochrane, Los Angeles.

Walker Reports On American Tobacco’s Profits For 1966

NEW YORK — Robert B. Walker, president and chairman of the board of The American Tobacco Company, termed 1966 “an eventful year for the Company—not only in sales and earnings progress, but in changes designed to broaden our capacity for growth.”

“Despite rising costs, we are heading for a successful year, judged by third-quarter results and projections for the remainder of 1966,” Mr. Walker said. Dollar sales and net income for the first nine months were $1,085,000,000 and $65,000,000, respectively.

The Company’s volume of filter cigarette sales showed a noticeable increase for the year while the volume of nonfilter cigarettes followed a general industry decline. In sharp contrast to a downward trend of the cigar industry, American Tobacco’s Cigar Division, the nation’s third largest cigar manufacturer, scored impressive gains throughout 1966.

Sunshine Biscuits’ operations, according to Walker, “are beginning to show a favorable trend. We expect to achieve record earnings in 1967.”

The man with the glass of cheer in his right hand and the glowing Rowe AMI “Music Merchant” under his left is Chuck Nye of Tri-City Music, California. Chuck was the first phonograph operator on the West Coast to have a “Music Merchant” on location, complete with the dollar bill acceptor.
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Sparrow, honest, reliable, Car. tools, will work evenings. Box 2517, Mountain Road, Pawsoa, Monrov.

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Games, also 14 Counter Davis, Spark, Mer-
cury, 25¢. PLYMOUTH, 25¢. All in good 
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