An Editorial: Advent Of Disk Journalism • • • Decca Came On Strong In ’66 • • • Shelby Singleton Starts Indie Firm • • Mietus Exits BMI To Set-Up Publisher Agency • • • 2 Johnny Marks Video Specials Earn Top 10 Ratings From Nielson

January 7, 1967

Cash Box

FRONT COVER: ROGER WILLIAMS: REBORN ON CHARTS WITH ‘BORN FREE’

Int’l Section Begins Pg. 33
Arbor Day is here and now.

Because a new Arbors single is happening

"Just Let It Happen"
"Dreamer Girl"

 Produced by Richard E. Carney

Because a great Arbors album is happening

"A Symphony for Susan"

Produced by Richard E. Carney

Dates to remember.

OARTE' MARCA REG. MADE IN U.S.A
Mary Had A Little Lamb
Its Fleece Was White As Snow
And Everywhere That Mary Went,
Her Lamb Was Sure To Go

With this nursery rhyme, spoken into a low-fi, but wonderful machine by Thomas Edison almost a century ago, the phonograph record was born. Note, then, that the first recording was a spoken-word effort. The announcement of this miracle of the "modern age" was heralded, as a matter of fact, as a method of retaining forever the voices and beliefs of great men. This forecast was true to a large extent, so that today we can be witness to events long past. Yet, it was a foregone conclusion after the introduction of music on records that this artform was to vastly dominate the repertory of disks.

Not to suggest that the wheel has turned, we may well be entering a new phase of recording ventures that will again cast the spotlight on non-musical interest in disks. It can be termed, in a great measure, recorded journalism. This does not simply mean that events of importance are to receive greater coverage.

In recent months, increasing numbers of dramatic news developments or social problems have been transformed into recordings of a special project nature. This may well entail recordings which may present the issues pro-and-con, leaving the listener to judge for himself what position he should hold. The heart of this recorded journalism, of course, is controversy, rather than mere repetitions of events that can be of value as a historical reference in the future. These recordings, as exemplified by Capitol's new, aptly tagged "Probe" series, appeal to people who, in a sense, are part of the events themselves.

Like any form of journalism, from newspaper, magazine to radio and TV, the record industry in embarking on this exciting new area is faced with a responsibility to present its case or the case of others with fairness and taste. And certainly not to be neglected are presentations that maintain interest as they inform.

It is somewhat ironic that the oldest of the scientific audio-visual channels of communication has happened on the journalism scene so late in the game. Nevertheless, it may soon be treated with the same measure of respect long earned by the other media.
Some people turn over a new leaf. She just turns out a new gold record!

Another year...
Another hit...

Another Page
Connie Francis

Produced by Charles Koppelman and Don Rubin  A Product of Koppelman-Rubin Associates, Inc.  MGM Records is a division of Metro-Goldwyn-Mayer Inc.
JIM REEVES
"I WON'T COME IN WHILE HE'S THERE"

c/w "Maureen" #9057

Two soft ballads, sung in Jim's warm and mellow style, will create a strong consumer response in the pop and country markets.

RCA Victor
© The most trusted name in sound
A new pop product from the company consists of Jan Garber and His Orchestra with a set of Broadway, Hollywood and standard melodies titled "The Shadow Of Your Smile. The Quartette Tres Bien in a brand new "The Song Of The South." New hits abound, including unique piano and rhythm interpretations of a collection of new and all-time favorites. Mimi Hines, is represented in the new Decca release with a set titled "Mini Hines Is A Happening." In this, her second release for the Decca label, the last presents a vocal collection of Broadway, television and pop melodies, pianist George Petrow, with an original tribute to the legendary Lerner and Loewe classic, "Sky Far Lady," in a collection titled "Echoes Of My Fair Lady." The album is another in a series of Decca "Young People's Concerts" in recordings being released by the pianist.

A special highlight of the Jan, release schedule is two country packages. The Wilburn Brothers' latest, "The Wilburn Brothers With Their New Band," with 22 boys, showcases a collection of a dozen country favorites, including their own "A Million Miles In Heaven." The new volume will be titled "Hillbilly Girl." Many of the big names from Western Band, including a roster of country stars, are included in a new set, honoring the "1966 Country And Western Award Winners." This collection of 1966's popular hits, including "Gonna Be A Showman," "Smilin' Jack," "I'll Never Find Another You," "Lambeth Walk," "Voice Of Love," "She's The One," "Old MacDonald Had A Farm," "Best Celluloid," "Putting On The Ritz," "Boll Weevil," "I Only Have Eyes For You," "Hello, Dolly!" and Johnny Wright, all performing their own award-winning recordings.

Roger Williams, a big catalog factor at Kapp Records since 1955, has made further inroads into the marketplace thanks to his big recording of "Born Free," the flick title tune. Both as a single and a same-title album, the long shots, have also 10 Top status. The single, in fact, has had a long stay on the Top 100, completing this week its 20th week on the chart. Roger, who just completed an engagement at the Caribbe Hilton in Puerto Rico, will start the New Year off with a new single.

NASHVILLE—A major new drive has been launched by the Acuff-Rose music complex in Nashville to establish a new and varied program of promotions for the various firms within the company. The first sides will be released for Acuff-Rose Publications, Hickory Records, and Acuff-Rose Artists. A promotion campaign is being prepared to move into an elaborate new $50,000 building in the spring of the year.

Acuff-Rose president Wesley Rose, in a publishing division has already been set in motion, in which the aims include broader use of Acuff-Rose material by diskjockeys here and abroad, and development of new writing talent as well as continuing exploitation of the entire catalog. The promotion is being geared to the competition in the professional area for sales and to the general record industry. The president's activities will be complemented by those of John C. B. Donnan and Don Grant, who will work with specific writers, acquire major label usages of Acuff-Rose songs, and seek to develop new writing talent. An example of the ferment of recent activity lies in the fact that Sam the Sham has had such hits on MGM with three consecutive Acuff-Rose numbers: "Teenage Dilly Red Riding Hood," "By The Hairs of My Chin-Chin,' and "How Do You Wash Your Nose." The Acuff-Rose publishing wing has enjoyed a large popularity with hits, in fact, with these three major hits, and has driven a batch to other big chart firms. (Continued on page 28)
1. Wedding Bell Blues (Columbia—BMI)
2. Sweetest One (Pacific, Arista—BMI)
3. That's The Tune (Tulumba)
4. I'm Gonna Make You Love Me (ABC—BMI)
5. There's Something On Your Mind (Vanguard—BMI)
6. The Tramp (Vanguard—BMI)
7. Since I Don't Have You (Brunswick—BMI)
8. Sit Down, I Think I Love You (Renzo, Columbia—BMI)
9. It Takes Two (United, Fontana—BMI)
10. Dominique (Capitol—BMI)
11. All (ABC, Milky Way—BMI)
12. Skate Now (Tribal—BMI)
13. Oh Baby (ABC, Music—BMI)

Hard Lovin' Loser
Judy Collins (Elektra 45610)

What Is Soul
Sharon, Tammi—BMI

Hurry Sundown
Bruce, Myles—ASCAP

I'm Your Bread Maker Baby
Don't—BMI

What Makes It Happen
Chappell, American—BMI

I'm Gonna Sit Right Down & Write Myself A Letter
Tom Waits (Vanguard—BMI)

Walk Tall
Hank Snow (Columbia 49254)

Danger She's A Stranger
Shelton—BMI

I've Lost My Heart Again
Gonza (BMI)

96 Tears
Cosmo Portnoy (BMI)

Fortune Teller
Henderson (World Pacific 79531)

A Good Love
Kapoor (Sutra, Business—BMI)

Back In The Same Old Bag Again
(Decca—BMI)

Full Measure
Fairall, Vivian—BMI

I'm Gonna Make You Love Me
Stevie, Sam Glen (Columbia—BMI)

Your Ever Changing Mind
(Columbia—BMI)

Ain't No Soul In These Ole Shoes
(Top—BMI)

I Can't Please You
Gershon, Harry—BMI

Catch Me In The Meadow
Kaye (Sativa—BMI)

Grown Up Games
Sorna (Sutra, Business—BMI)

Midnight Hour
(Fast, Checker—BMI)

Girls Are Out To Get You
(Conino—BMI)

You Don't Have To Say You Love Me
(Billboard—BMI)

What Would You Do
(Parrot—BMI)

Children Of St. Monica
(Take It Happen—BMI)

Blues Theme
(Stoan—BMI)

Nasty
(Saturday Night—BMI)

Love You So Much
New Colony Six

Soul Sister
(Charnelle—BMI)

The Bears
(Green—BMI)

Spooky
(Low—BMI)

Go Where You Wanna Go
(Trouble—BMI)

New England's largest & most progressive distributor of:
Records/Tapes/Tape Cartridges
Lear Stereo 8 Players

Dick Godlewski & Staff
Wish You All
(Suppliers & Customers)

Very Healthy-Happy-Prosperous New Year
THE GREAT

OTIS REDDING

has his biggest hit ever

TRY A LITTLE TENDERNESST

Published by Campbell-Connelly-Robbins, ASCAP

from his biggest album ever

THE OTIS REDDING DICTIONARY OF SOUL
Volt 415/SD415

Distributed by ATCO

Cash Box—January 7, 1967
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 DECEMBER 28, 1966)

<table>
<thead>
<tr>
<th>% OF STATIONS ADDING TITLES TO PROG. SCHED. THIS WEEK</th>
<th>TITLE</th>
<th>ARTIST</th>
<th>LABEL</th>
<th>TOTAL % OF STATIONS TO HAVE ADDED TITLES TO PROG. SCHED. TO DATE</th>
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<tbody>
<tr>
<td>48%</td>
<td>Knight In Rusty Armour—Peter &amp; Gordon—Capitol</td>
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<td>96%</td>
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<td>47%</td>
<td>Music To Watch Girls By—Bob Crewe Generation—DynoVoice</td>
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<td>91%</td>
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<td>44%</td>
<td>Full Measure—Lovin’ Spoonful—Kama Sutra</td>
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<td>72%</td>
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<td>43%</td>
<td>I Got To Go Back—McCoys—Bang</td>
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<td>96%</td>
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<td>42%</td>
<td>Love Me—Bobby Hebb—Philips</td>
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<td>72%</td>
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<td>41%</td>
<td>I’ve Got To Have A Reason—Dave Clark Five—Epic</td>
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<td>39%</td>
<td>Grizzly Bear—Youngbloods—RCA</td>
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<td>86%</td>
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<td>35%</td>
<td>Dead End Street—Kinks—Reprise</td>
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<td>34%</td>
<td>It’s Now Winter’s Day—Tommy Roe—ABC</td>
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<td>93%</td>
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<td>33%</td>
<td>Gimme Some Lovin’—Spencer Davis Group—U.A.</td>
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<td>87%</td>
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<td>32%</td>
<td>Pretty Ballerina—Left Banke—Smash</td>
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<td>93%</td>
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<td>31%</td>
<td>Communications Breakdown—Roy Orbison—MG M</td>
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<td>97%</td>
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<td>30%</td>
<td>Then You Can Tell Me Goodbye—Casinos—Fraternity</td>
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<td>57%</td>
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<td>29%</td>
<td>Wack Wack—Young Holt Trio—Brunswick</td>
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<td>28%</td>
<td>Bittersweet—Robbs—Mercury</td>
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<td>27%</td>
<td>It May Be Winter Outside—Felice Taylor—Mustang</td>
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<td>26%</td>
<td>Bring It Up—James Brown—King</td>
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<td>25%</td>
<td>Hard Lovin’ Loser—Judy Collins—Elektra</td>
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<td>70%</td>
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<td>24%</td>
<td>Little Black Egg—Nightcrawlers—Kapp</td>
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<td>23%</td>
<td>That’s The Tune—Vogues—Co &amp; Co</td>
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<td>22%</td>
<td>Hey Leroy, Your Mama’s Calling You—Jimmy Castor—Smash</td>
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<td>21%</td>
<td>There Goes My Everything—Don Cherry—Monument</td>
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<td>20%</td>
<td>Catch Me In The Meadow—Tradewinds—Kama Sutra</td>
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<td>19%</td>
<td>Constant Rain—Sergio Mendes—A&amp;M</td>
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<td>18%</td>
<td>Just One Smile—Gene Pitney—Musicor</td>
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<td>17%</td>
<td>I’m A Boy—The Who—Decca</td>
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<td>16%</td>
<td>Stand By Me—Spyder Turner—MG M</td>
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<td>15%</td>
<td>You’ll Be Needing Me Baby—Nino Tempo &amp; April Stevens—White Whale</td>
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<td>15%</td>
<td>Love Is After Me—Charlie Rich—Hi</td>
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<td>15%</td>
<td>Walk Tall—2 Of Clubs—Fraternity</td>
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<td>14%</td>
<td>Our Winter Love—Letttermen—Capitol</td>
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<td>13%</td>
<td>Wild Thing—Senator Bobby—Parkway</td>
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<td>12%</td>
<td>Snow Queen—Roger Nichols Trio—A&amp;M</td>
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<td>11%</td>
<td>The Witch—Sonnics—Jordon</td>
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<td>11%</td>
<td>My Cup Runneth Over—Ed Ames—RCA</td>
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<td>11%</td>
<td>Go Where You Wanna Go—5th Dimension—Soul City</td>
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<td>10%</td>
<td>Niki Hockey—P. H. Proby—Liberty</td>
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<td>10%</td>
<td>At The Party—Hector Rivera—Barry</td>
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LESS THAN 10% BUT MORE THAN 5% Total % To Date

| Harry Sundown—Peter, Paul & Mary (Warner Bros.) | 15% | Smashed, Blacked—Charlie Rich—Hi | 8% | Oh Yeah—Joc Coba Sextet (Tica) | 6% |
| Shes Comin’ In Color—Love (Elektra) | 21% | John’s Children (White Whale) | 8% | June James—Crosby (Crosby) | 6% |
| Mercy, Mercy, Mercy—Cannibal Addy (Capitol) | 9% | Kim Weston & Marvin Gaye (Tamla) | 8% | Bend It—Davy Dee, Dazy, Beaky, Mick & Tich (Fontana) | 5% |
| Don’t Go Out Into The Rain—Seapulls (Columbia) | 17% | Barn Free—Capitol | 7% | Children Of St. Monica—Don Grey (Columbia) | 5% |
| Midnight Hours—Kit & Outlaws (Philips) | 15% | Danger She’s A Stranger—Tempo (Windy C) | 7% | Sweetest One—Metros (RCA) | 5% |
| Hard To Get Thing Called Love—Tony Brax (U.A.) | 13% | Nasty—Richard & Young Lions (Philips) | 6% | I’m A Man—Mighty Sam (Amy) | 5% |
The San Francisco sound flies East
with a new single by

JEFFERSON AIRPLANE
"MY BEST FRIEND"

c/w "How Do You Feel" #9063

Jefferson Airplane—Newsweek's nominee for most
popular of the San Francisco groups—follow their
hit album with 2 melodic folk-rock numbers from
their up-coming album "Surrealistic Pillow" LPM/
LSP-3766. They start a coast-to-coast promotion tour
tomorrow, January 3!

rcaVictor

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RECORD RAMBLINGS

NEW YORK:
Jerry Ross over at Mer- cer Dis- tributing says that "Marked Down To Bones," the Stephen Foster Cavalcade of Romance, is being well received by the trade. The Soprath Camel is still sailing high with April Fool and the Tuffas, Kar Fen- tri and "Lucky Lindy" is still up there by Stutz Bearcat on Warner:
Roy Black's first U.S. release is on the new Lyric label. The tune is "You Are Not Alone." Black discovered a little over a year ago by Polydor producer, Hans Bar- trum.

Last week's Ramblings erroneously listed a Tony Pilittere as having been signed to New York as a solo artist. He is really Terry Pilittere and his debut deck for the label will be re- leased next month.

The Buffalo Springfield opened at Ondine New Year's Eve and will play there for 3 weeks. At the close of their Ondine gig, the group will head back to their studio and record their first "Hollywood Palace" TV'ers. They are currently starting to make a lot of noise with their Atlantic outing of "For What It's Worth."

Jazman Roland Kirk stirred up all kinds of excitement on his recent European tour. Phillips of Holland re- released Kirk's white back big seller selling LP, "We Free Kings." A brand new Kirk LP on Atlantic is sched- uled to be released in the U.S. in mid- January.

The Herald Traveler Corp of Boston has announced that it will underwrite and sponsor its first American Fes- tival of Motion Pictures, scheduled for the 39th and run for 4 days in a large Boston auditorium. The festival will be produced by George Papadopoulos. Its 4 evening programs will be devoted to the following subjects: Music of the Americana, The Living Blues, The Frontier Tradition, and the Mountains and Plains. Each program and afternoon concerts will deal with folk rock and children's ventures. Workshops in specialized subjects are currently being planned. The Herald Traveler will underwrite all expenses for these concerts in order to maintain 2 "extremely low" admission fees.

The Classes, a "white haired" singing and instrumental group from Canada, has been signed to a recording contract by Tony Cotab, who is A&R head for Mainline Records of Cleveland. The group's Canadian re- cording ventures have been on the Trashman label.

Walt Levinsky, president of M.B. Records has added Steve Cazan to the dis- covery's A&R department... The Two Reasons Band signed for an appear- ance on the Jan. 11th "Today" TV'er.

Adam, whose latest release on Any-Mala is "Eve" and who is ap- pearing at the Coney Island Pub for a month's gig, is the featured rock band at opening night party for the "Star Spangled Girl" musical. The show stars Connie Stevens and An- thony Newley.

Harry James and Robert Merrill signed with Ann Wright Representatives for TV commercials. — Neva Small's debut MGM release is scheduled for Feb. 12 and will have been held over an additional 4 weeks.

Elektra's Tom Rush will make his New York concert debut Jan. 6th at Town Hall. Tom, who has had two singles ("Who Do You Love" and "Urge For Going") and one album released by Elektra, is on the Ver- sus roster and will be her insur- ance.

MGM's Errol Garner is set to guest the Radio City Music Hall "Starlight Spectacular," and is sked to appear in a pop con- cent at Carnegie Hall on Feb. 18th. This latter date will also be the anni- versary of Garner's 40th year in the music.

HOLLYWOOD:
Undoubtedly you can name last year's Academy award winning song ("Shadow of Your Smile") but can you recall the conquering hero in 64? Answer: "Chim Chim Cherrie."

Once again the annual Oscar der- by is on and running with the eligibility list of 174 titles (this without a single title from a major film studio) is due to the music branch this week. The ten selected will eventually be re- duced to the five finalists for the awards show in April.

Glancing in our cloudy crystal ball we've chosen ten which strike us as most probable entries. If we're fortunate to predict just five correctly we'll consider ourselves clairvoyant.

Alphabetically, we first come across "Allie" from the film of the same name with "Any Wednesday," also a title tune, in the second slot. "Born Free," at the moment a favorite in the race, is third with "Brother John" from "The Sining Nun" listed fourth.

Disney's entry for 66 should be "Follow Me, Boys." Gewgaw Girl," also a title song, is our sixth possibili- ty. Hank Mannico has two tunes which strike us as plausible and po- tential—the title songs composed to "Moment" and "In The Arms of Love" from "What Did You Do in the War, Daddy?". Our final two are songs from "A Kind of a Blue" and "For Love" from the nightmarish "An American Dream" and "Wha Me a Rainbow" from "This Property is Condemned." As soon as we have

Amadeus Mozart, preferring "Daisy Miller" to the Daisy, has not yet had the final selection of his abilities. Hopefully, you'll be hearing more about a few titles on the horizon soon. She now plays Hollywood her home—the reason, we're sure, why the studio she's gone on for over a year has been taken for fair weather.

The Columbia record promo exec, Mike Shepherd, shepherding Fran Jeffries around town to spread the news that "This Is Fran Jeffries." Gary Stewart has posted an "exclud- ement" for Los Angeles which is a first for the group that re- ceived substantial offers from at least five west coast offices. They're the Peanut Butter Conspiracy and their single's "It's A Happening Thing." Woody Herman, currently at the Chez on Santa Monica, follows a tour of Britain Jan. 21-30... Battle of the sexes developing between Jane Morgan and Lainie Kanan for chart position with their singles of "Kiss Tomorrow Goodbye"—both getting heavy action today. Jane infers, "I've been on the road when it was released—was work- ing at the Shamrock in Houston and the record went top 40 while I was there—now it appears to be spreading. One of the kicks of being in this business."

Several teen mags (16, Teen Set, Tiger Beat, Teen Life) giving major feature coverage to Don and the Good- times, now regulars on "Where The Action Is."... Paul Peterson signed on to join the Righteous Bros. for their guest spot on MGM-TV's "Please Don't Eat The Daisies."... Mrs. Jimmy Bowen (Keely Smith) makes her first night club appearance in two years this week at the Westside Room of the Century Plaza. ... Bill Graham's Fillmore auditorium in S.F., opened its doors to Elektra's free- wheeling the Doors on Jan. 5, 7, 13 and 14. Initial single titled "Break On Through To The Other Side," will be out soon. ... The Chocolate Watch Band three of the groups signed to appear in Sam Katz- man's "Riot On Sunset Strip" quickie, have taken the studio home again after an SRO two week stint at the New Frontier in Manila. ... Norm Malkin has signed the Slippery Rock String Band to a per- sonal management contract—group currently at the Buddh in Oklahoma City. The moun- tain's offices are now located at 6200 Sunset Blvd. next single by the Jolly Bandits, currently at the Haunt- ed House on Hollywood Blvd., is titled "I'll Take Care Of My Eyes (ABC), "A Man And A Woman" by Ferrante & Teicher (UA) and "Carolyn" by Gary Turner (Tangerine). We might add a note of congratulations to prexy Lennie Garviss who welcomed a new granddaughter during the holidays.

CHICAGO:
USA-Destination Records, which

Cash Box—January 7, 1967
NEW FOR JANUARY

AMERICA'S BIGGEST ENTERTAINMENT VALUE

IMPORTANT PRICE REDUCTION: Stereo albums now available at same price as monaural

Arthur Godfrey
Our Country 'Tis of Thee


Ray Peterson
Goodnight My Love, Pleasant Dreams


Porter Wagoner
I'm Day Dreamin' Tonight

Top Country artist sings "I'm Day Dreamin' Tonight," "Takein' Chances," "Be Glad You Ain't Me," "That's It," "Your Kind of People," "Dig That Crazy Moon!" CAL/CAS-2116 (e)

Ed McMahon
What Do You Want to Be When You Grow Up?

A sure child-pleaser! Original songs, realistic sound effects and excellent script, plus lots of exposure on The Tonight Show will make this one a most sought-after album. CAL/CAS-1083

The Blackwood Brothers Quartet
With a Song on My Lips

Sings great gospel selections in their fabulous style! "With a Song on My Lips (And a Prayer in My Heart)," "God Is Alive," "Heaven Came Down and Glory Filled My Soul." CAL/CAS-2115

Cash Box—January 7, 1967
Just to show that they're not chicken, WIBG-Philadelphia recently held a Chicken Delight Cook-in Contest, whereby twenty-five Chicken Delight dinners were awarded to the student nurses at the Germantown Hospital. Frank X. Feller went on the air for the outlet and asked the audience to send in their reason why they would like to have him personally officiate their Chicken Delight Cook-in. The junior class of student nurses at the Germantown Hospital requested the presence of Chicken Delight and Frank X. because “our appetites are in dire need of a change.” The management of Chicken Delight and WIBG expressed great satisfaction with the results.

WYK-TV 3—Cleveland presented its annual “Christmas Gift Concert” on Christmas Eve, Dec. 24. Associate conductor Robert Shaw directed the Cleveland Orchestra, the Cleveland Orchestra Chorus, and the Coventry Bell Ringers in the 90-minute Yuletide program. TV 3 videotaped the concert at Severance Hall during the Orchestra’s regular performance on Dec. 18. The program featured selections from Handel’s “Messiah,” the Bach Mass in B Minor, and Britten’s “Ceremony Of Carols.” Solos for the program were Cleveland Orchestra principals Ann Applebaum and Jill Weller. The host was Paul Bedford. Televized Cleveland Orchestra concerts are featured on TV 3 since 1960.

The first contacted, WFUN-Miami, Fla., was in the midst of a major radio contest give-away called the “Christmas Computer Contest.” The game is played twice per hour during the week, and three times per hour on Saturdays and Sundays. The content is played by phone, and the outlet reports that its phone lines have been swamped since the contest began. Over 1,000 prizes will be given away by WFUN during the three week give-away. Every person who plays the game wins a prize from WFUN, simply by saying “Merry Christmas.” The person’s voice is fed into the “FUN Christmas Computer,” and the computer determines whether the contestant has been “good” or “bad” this past year, and then accordingly, what prize he will receive. Good luck, good guys.

Where is Suzie the Soldier? Gary Owens and Pete Smith, KMPC-Los Angeles deejays are determined to find out Suzie, or rather, the two Suzies, (one for each of the deejays) will represent the unheralded women in the electronic and micro-electronic industries who aid in the working of these industries. These female tailors, by the thousands, are doing the delicate work of connecting thinner than hair wires with spots of solder smaller than a pin head. The two Suzies will be selected by computer as winners of the contest staged by KMPC. Each will be presented with a trophy, depicting both the field of her endeavor and broadcasting, suitably inscribed. The two will also receive a princess soldering pen with rhinestone handle and a princess soldering pen bracelet with proper engraving. A banquet will be held in honor of the winners at the Pavillon Restaurant. Two Suzies, Monica, with representatives of the Electronics Industries and KMPC attending.

Things were jumping at D.C. Village on Dec. 22 when WWDC-Washington, D.C., and entertainers from all over the Washington area brought a big Christmas Show to the 800 plus old folks there. The entire production, staged by WWDC honored Jimmy Lake, formerly man about town and “mayor” of Washington’s Ninth Street. Lake is now one of the old folks at D.C. Village. A second show, also produced by WWDC, was staged at Children’s Hospital on Dec. 22. A

PLATTER SPINNER PATTERN

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Where the action is. On COLUMBIA RECORDS®
**Pick of the Week**

THE BEAT GOES ON (3:18) [Chris Marc, Cotillion, BMI—Bono]

LOVE DON'T COME (3:00) [Chris Marc, Cotillion, BMI—Bono]

SONNY & CHER (Atco 6461)

"The Beat Goes On" should have no trouble beating a rhythmic, semi-chant-like path to the top of the charts for Sonny and Cher. "Love Don't Come" is a moving, driving message ditty that should please the duo's many fans.

GREEN PLANT (2:11)

[Bright Tunes, BMI—Margo, Margo, Medred, Siegel]

SALOOGY (1:56) [Bright Tunes, BMI—Margo, Margo, Medred, Siegel]

THE TOKENS (B.T. Puppy 525)

The Tokens should easily score again with this wild outing in the group's usual fine style tabbed "Green Plant." The groovy, multi-paced outing is a showcase for some top notch sounds both vocally and instrumentally. "Saloogy" is a wild tune based on the kids' game.

RIDE, RIDE, RIDE [Yomah-Anderson]

LONELY PEOPLE DO FOOLISH THINGS (3:01)

[Valencia, ASCAP—Ahlert, Snyder]

BRENDA LEE (Decca 32079)

Brenda Lee just smashed back into the chart picture with "Coming On Strong" and should quickly regain best-seller status with her pop cover of Lynn Anderson's country hit, "Ride, Ride, Ride." Swinging, medium-paced rocker has excellent sales potential. "Lonely People Do Foolish Things" is a tender undercut.

LOVIN' YOU (2:10) [Faithful Virtue, BMI—Sebastian]

AMY (2:21) [Champion, BMI—Darin]

BOBBY DARIN (Atlantic 2376)

The songster should be on top of his form with this John Sebastian- penned ditty, entitled "Lovin' You." Side has a strong Vaudevillean flavor. Darin's flip side has a smooth reflective quality about it. Could be another winner.

DANGER! SHE'S A STRANGER (2:45)

[Camad, BMI—Burke, Fowler, Mayfield]

BEHIND CURTAINS (2:46) [Camad, BMI—Mayfield]

THE FIVE STAIRSTEPS (Windy C 604)

This singing family should have an easy climb up the charts with "Danger! She's A Stranger." Side is a methodic, shuffling venture. Flip could see a lot of action with its reflective, blues-oriented tones.

LADY (2:12) [Roosevelt, BMI—Kaeppfert, Rehbin, Singleton, Kusik]

AFRAID TO LOVE (2:59) [Caber, ASCAP—Jones, Florence]

JACK JONES (Kapp 800)

No doubt Jack Jones will add another link to his long hit chain with this sweeping, entrancing romancer titled "Lady." The lushly oiled tune gives Jones a full range to sing of the joys of true love. Ideal for many formats. "Afraid To Love" is another moving romancer.

I WISH YOU COULD BE HERE (2:45)

[Charing, Cross, BMI—Simon, Woodley]

THE VISIT (SHE WAS THERE) (2:11)

[Sherman-Je-Vonson, BMI—Chandler, Michamry]

THE CYRKLE (Columbia 42965)

Watch for a quick, solid and exciting reaction to the latest from the Cyrkle titled "I Wish You Could Be Here." The haunting, medium-paced rocker is warm and tremendously appealing. The backers is a pretty ditty called "The Visit (She Was There)."

**Pick of the Week**

JUST LET IT HAPPEN (2:25) [Blackwood, BMI—Taylor, Martin]

DREAMER GIRL (2:22) [Kati Kris, ASCAP—Carmyn]

THE ARBORS (Date 1546)

With "Symphony For Susan" having made their name known the Arbors should have no difficulty and in spins and sales aplenty with this newie titled "Just Let It Happen." The potently orchestrated romancer tells a love story. The Arbors hit solidly home in the teen market. "Dreamer Girl" is another pretty tune.

LOVE YOU SO MUCH (1:55)

[New Colony, BMI—Kollenburg, McBride, Graffia]

LET ME LOVE YOU (2:11)

[New Colony, BMI—Kollenburg, McBride, Graffia]

NEW COLONY SIX (Santar 1285)

The New Colony Six should score heavily with their previously earned fans with this light rhythmic, fast-stepping romper entitled "Love You So Much." "Let Me Love You" holds more of the same and might also prove a fast moving vehicle for the group.

FOR WHAT IT'S WORTH (2:37)

[Ten East-Springfield-Cotillion, BMI—Stills]

DO I HAVE TO COME RIGHT OUT AND SAY IT (3:00)

[Ten East-Springfield-Cotillion, BMI—Young]

BUFFALO SPRINGFIELD (Atco 6459)

The Buffalo Springfield should score heavily with this throbbing, infectious protestor circling round the current happenings in Cal. The tune, entitled "For What It's Worth" should come in for loads of attention from any number of interested people. The flip is a strong rock ballad.

THEME FROM THE SAND PEBBLES (2:55)

[Hastings, BMI—Goldsmith, Bricusse]

ENOCH LIGHT & LIGHT BRIGADE (Project 3 1365)

Many spinners from many different formats should find this lovely, lyrical sweeping tune fine play material. The theme is from the currently in release flick and Light and his men give the tender, yet building melody a letter perfect reading. B side information was not available at press time.

**Newcomer Picks**

DAMELO BABY (2:05) [Flomar, Inca, BMI—Sheller, Ross]

THE AZTEC THEME (1:55) [Flomar, Inca, BMI—Sheller]

THE AZTECS (Scooter 12183)

This deck could be a fast rising vehicle for the Aztecs. Watch for plenty of spins on the medium-paced "Damello Baby" rock effort. Flip is an up-beat Latin-flavored ditty that also stands a good chance of making it.

LAY DOWN YOUR ARMS (2:02) [Lowery, BMI—Cason, Moon]

I HAVE SOME WEEPING TO DO (1:50) [Lindsey-Torres, BMI—Fritts, Stafford]

GRADY LLOYD (Smash 2976)

Here's a blue ribbon effort by Grady Lloyd that certainly bears watching, and hearing. Side to watch, "Lay Down Your Arms," is a steady mover with a cute military theme and a highly contagious sound. "I Have Some Weeping To Do" is a pleasant woeer.

**Best Bets**

CARL DOUGLAS AND THE BIG STAMPEDES (Okeh 23689)

• CRAZY FEELING (2:48)

[Blackwood, BMI — Tubbs, Douglas] Shouting, stomping, blues-oriented rock offering. The lid may develop into a crowd-pleaser. (B+) KEEP IT TO MYSELF (2:38) [Millwick-USA, BMI—Tubbs] Slow, shuffling, bluesy rock effort.

LINDA CARR (Bell 558)

• EVERYTIME (2:24) [Fame, BMI — Oldham, Penn] Detroit sound here. Bouncy, zestful r&b offering might click. Watch this one. (B+) TRYING TO BE GOOD FOR YOU (2:30) [Rustland, BMI—Duncan] Same over here.
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THE MOUNTAIN (B.I.P. 10509)
• SINCE I LOST YOU GIRL (2:30) [Jobete, BMI—Fulga, Bristol, Harris, Street] The lead singer may have lost his girl, but the monitors should win a lot of fans with this sad but brisk-moving ode. Eye it.
(B-+) DON'T PUT OFF TIL TOMORROW WHAT YOU CAN DO TODAY (2:35) [Jobete, BMI—Fulga, Bristol] Some good advice over here.

THE TEMPOS (Canterbury 504)
• (COUNCETOWN) HERE I COME (2:32) [Lenoir, BMI—Peters, Sanders, Flanagan] Gusty singing and big band beat should add up to spins aplenty for this latest offering by the Tempos. Big sales action is indicated. No information on the flip at this available.

EYDIE GORME (Columbia 4-39751)
• SOFTLY AND AS I LEAVE YOU (2:23) [Miller & Biem, ASCAP—Shaper, Calabrese, DeVita] Lush orchestration and the warm voice of Eydie Gorme should mark this deck as a winner. Might prove to be a fast chart-climber.
(B-+) WHAT'S GOOD ABOUT GOODBYE (3:54) [Harwin, ASCAP—Robin, Arlen] Same over here.

WAYNE CARSON (MGM 13614)
• ME AND MY LITTLE NOISE MAKER (2:15) [Earl thumping, horn-oriented soft rock ballad could make a lot of noise for Wayne Carson. Watch closely.
(B-+) JULIE ANNA'S GONE (2:25) [Earl Barton, BMI—Thompson, Son] Soft, shuffling ballad over here.

NOBODY'S CHILDREN (United Artists 50690)
• JUNQ PARTNER (A WORTHLESS CAJUN) (2:36) [Frederick, BMI—Shad, Ellen] Solid hard-driving rock-roller should catch a quick foothold on the charts. Steady beat rate and keeps attention.
(B-+) LET HER GO (2:10) [Chart-buster, BMI—Moore, Temple] Spatial arrangement on the flip.

BUNNY SIGLER (Parkway 123)
• GIRL DON'T MAKE ME WAH (2:16) [Double De- mond, BMI—Huff] Fast, rousing melody-rocker with soulful touch could be a quick seller. Interesting bell-like effect in the background.
(B-+) ALWAYS IN THE WRONG PLACE (3:50) [Double Diamond, BMI—Madaras, White, Gilmore] Mournful, wailing ballad on this side.

JIMMY HUGHES (Fame 1011)
• WHY NOT TONIGHT (2:55) [Gane, BMI—Gilreath, Craver] Moving love song about a guy whose girl keeps him waiting. Should be popular with anyone whose had the same experience.
(B-+) I'M A MAN OF ACTION (2:14) [Fame, BMI—Hughes] Medium-paced, throbbing lament over here.

DINO, DESI & BILLY (Criteria 3480)
• IF YOU'RE THINKIN' WHAT I'M THINKIN' (2:45) [Screen Gems-Columbia, BMI—Boyce, Hart] Fast-moving folk-rocker should get lots of attention. Harmony and guitar work add to appeal.
(B-+) PRETTY FLAMINGO (2:30) [Ponderosa, BMI—Barkans] Mellow ballad about a colorful "bird.

THE MYSTIC MOODS ORCHESTRA (Philips 42541)
• THEME FROM "THE SAND Pebbles" (2:40) [Hastings, BMI—Goldsmith] Sweeping, panoramic orchestral arrangement of theme from the flick. Could make it big.
(B+) WEDNESDAY'S CHILD (2:55) [MGM—Bar- ry, David] Strumming, lush-sounding number from the movie, "The Quiller Memorandum."

TEDDY RANDAZZO & ALL 6 (MGM 13648)
• TRICK OR TREAT (2:35) [Razzle Dazzle, BMI—Randazzo, Pike] Tingly, string-plucking background to bright vocal. Attractive rendition may go bounding onto the charts.
(B-+) I'VE GOT YOUR LITTLE BABY (TURNS ME ON) (2:21) [Hunter, ASCAP—Karle It] Bouncy, bouncy rock item.

CINDY COLE (Tower 302)
• LONELINESS BLUE (2:26) [C. Connelly—Jenner, Dewey, Perky] Pulsing rock vocal. Attractive rendition may go bounding onto the charts.

LESLEY GORE (Mercury 72649)
• CALL ME BERNIE NIGHTS (2:42) [Genesis and Enchanted ASCAP—Hamlisch, Lifshing] Soft harmony and a perky beat could prove to be a winning combination for Lesley Goren and "California Nights." Might catch it carefully.
(B-+) I'M GOING OUT (THE SAME WAY I CAME IN) (2:17) [Saturday, BMI—Crewe, Wright] Medium-paced rocker on this side.

THE STRINGS OF FORTUNE (Columbia 1011)
• I'LL HEAR MUSIC (2:20) [John Sands, BMI—Sands] Smooth, gentle ballad of music and love could be successful with a wide audience.orama.
(B+) I'LL HEAR MUSIC (2:19) [John Sands, BMI—Sands] Full ork instrumental of the same tune.

THE YOUNG FOLK (Mercury 72654)
• MARKED DOWN TO A TIME (2:20) [Greenlight, BMI—Allen, Dante, Feldman] Bright, lifting song about a leftover Christmas doll could score high on the charts. Deserves close attention.
(B+) THE ABSENCE OF LISA (2:43) [Greenlight, BMI—Allen, Dante] Tender, haunting ballad over here.

REMO CAPRA (Columbia)
• AFTER ALL (2:42) [Central Park South, ASCAP—Losotche, Minucci] Continental-flavored love ode could make many fans for Remo Capra. Should be especially popular with the ladies.
(B+) HOW DEEP IS THE OCEAN (2:14) [Irving Berlin, ASCAP—Berlin] More of the same on the flip.

DICK WHITTINGTON'S CATS (Round Records 1063)
• IN THE MIDNIGHT HOUR (East and Collins, BMI) Swinging tribute to night life should get a lot of cheers for the cats. Watch for it on the charts.
(B-) I SHALL FIND YOU IN MY HOME (Macavelli, BMI—Gregg] More good sounds on the flip.
FROM THE SINGLE THAT SWEPT THE COUNTRY
NOW... THE ALBUM

THE ROYAL GUARDSMEN

LIL RED RIDING HOOD • THE BATTLE OF NEW ORLEANS
ALLEY OOP • BO DIDDLEY
PEANUT BUTTER • THE JOLLY GREEN GIANT • AND OTHERS

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WARNER BROS. AND ANRO IN PROD. PACT

BURBANK—Negotiations have been completed between Warner Bros. Records and Anro Productions for an exclusive independent production pact. The principals of Anro Production, Anita Kerr and Rod McKuen, will be responsible for producing the San Sebastian Strings. An album containing their interpretation of European hits of the last year is being scheduled for an early spring release.

In another development involving Anita Kerr, the Smothers Brothers Show, on the CBS Network, has assigned her as choral director and arranger. In addition, the Warner Bros. recording artists, the Anita Kerr singers, will be a regular part of the show. The show is expected to be aired in Feb.

67 Music Show To Stress Hard Sell

CHICAGO — "Hard Sell in a Soft Economy" will be the keynote theme of the 67th annual Hollywood Show.

"Anticipating future sales is, of course, a critical phase of marketing. With many economic indicators pointing to an easing off of business levels, it seems quite prudent and precautionary for the music industry not only to size up future business but also to set a strategy for tomorrow to assure that it will continue to capture a major segment of the leisure-time and educational income," noted William R. Gard, executive vice president of the National Association of Music Merchants, sponsor of the big industry event which begins July 25 to 29.

The 1967 Music Show will stress sales saturation of the music market through every conceivable channel from studios and schools to every type of retail outlet in the nation.

"Despite slipping business indices," said Gard, the industry can and must continue to grow in excess of the averages for other businesses and it is the purpose of the Music Show to set the direction for such growth. The theme of the 1967 show will be hard selling to compensate for any general economic declines. "We are on the threshold of becoming a billion-dollar annual business," declared Gard. "There is no reason why the musical instrument industry shouldn't pass that mark in annual retail sales very soon if we set our minds on aggressive, alert selling which has marked the past decade when we enjoyed a bonanza boom economy."

"Hard Sell in a Soft Economy" can assure that there will be no slowdown in the music industry because the potential market will exist regardless of any general business decline. The NAMM executive vice president stated. The 1967 Music Show will aim to focus on the best marketing tactics to capitalize on that sales potential, Gard concluded.

CHI Expansion For USA, Destination

CHICAGO—Climaxing a rise in record producing which started three years ago with a national hit tagged "California Sun," Jim Golden, president of USA Records and Destination Records has announced this past week that he has moved his companies into "considerably" larger quarters at 2131 South Michigan Avenue, in the heart of record row in Windy City.

Other subsidiary companies under the same roof include K.I. Productions and Independent Productions. The companies produced such single hits as "Sugar N Spice" and "I Want To Meet You" by The Cryan Shames. Also, "Can't You See That I Really Love Her" by The Flock.

The combined operations under Golden's direction are celebrating with a new smash single titled "Kind Of A Drag" by The Buckingham, which has hit the Cash Box Top 100.

The firm now has its own recording studio on the premises. This new facility will enable Golden and Robert Monaco, national sales and promotion manager, to experiment with new recording techniques and to develop new ideas coming out of the Chicago area.

TAP Moves To New HQ

HOLLYWOOD—Don Blocker, former member of Liberty Records and currently head of his own Holly- wood recorded record promotion firm, T.A.P., has moved to larger offices.

Although T.A.P. has only been in existence since December 1961, Blocker reports that because of the firm's success in building record promotions fields, expanding interest in other activities connected with the recording industry, and an enlarged T.A.P. staff of five or six, the firm's new offices were not adequate to handle the firm's expansion. New quarters are located in the former Reprise Records offices at 1347 Cahuenga Boulevard in Hollywood.

2 SMASHingles!

I'M YOUR BREAD MAKER BABY

SLIM HARPO

EXCELLO 2282

THERE GOES A GIRL

LITTLE JOHNNY TRUITT

A-BET 9416

HOLLYWOOD — The rep from Record World has reported that Aragon to New Posts.

HOLLYWOOD — H. L. Henston, president of Tap Records, Inc., has organized west coast label, has announced the appointment of James A. Ware to the newly created position of San Francisco, and John Aragon, who has been with the label since its formation in November, as its general manager.

Label, with 40 distributors, is currently dedicating its efforts to two LP's, "Spanish Spy" and "Heaven's Door."
WARM—The Lettermen—Capitol—ST 2633
A mixed bag of pop goodies including recent rockers and standards. The Lettermen sing the title track, "Warm," "Symphony For Susan," and "Here, There And Everywhere." The group creates a romantic atmosphere as they mold each song in their own special style. The album is likely to achieve a strong foothold on the charts.

CARRYIN' ON—Lou Rawls—Capitol—ST 2632
Lou Rawls' third Capitol album is another power-packed R & B offering. Included among the hits are "The Devil In Your Eyes," "Something's Stirrin' In My Soul," and "Trouble Down Here Below." The artist is at the top of his form on the LP and his blues interpretations stamp him as a major figure in the pop field. The package shapes up as a real crowd-pleaser.

PORGY AND BESS—Robert Farnon/London Festival Orchestra—Philips 10018
The oft-recorded "Porgy and Bess" receives a symphonic treatment on this album. Robert Farnon arranged the Gershwin folk opera and conducts the London Festival Orchestra in such favorites as "Summertime," "Bess, You Is My Woman," and "It Ain't Necessarily So." Should be a big one with Gershwin lovers.

After the Fox—Original Soundtrack—United Artists UAS 5118
Everyone who enjoyed seeing "After The Fox" should welcome this album of songs taken from the movie. The Hollies and Peter Sellers join forces in a delightfully zany rendition of the title song, and Curt Barchasz and Hal David have written a series of numbers which are highly enjoyable.

BIG MAYBELLE GOT A BRAND NEW BAG—Rojac—Rojac 1000
Big Maybelle exhibits talent, style and true blues feel on this set. She serves up such outers as "Love Is A Hurtin' Thing," "Eggplant That Ain't Chicago," and "I Turned The World Around The Other Way." Big Maybelle cooks with gas on the album, and she should enlarge the group of fans she already has.

THE WHEEL OF HURT—Margaret Whiting—London LL-3147/F8-976
A power-packed offering of song by Margaret Whiting. This set is sure to please all of the lady's many fans. Package features her recent single, "The Wheel Of Hurt," "Winchester Cathedral," "It Hurts To Say Goodbye," and "Nothing Lasts Forever" are among the better tracks.

J. J. JACKSON—Call C/CS-1101
All of J. J.'s many fans should sit up and take notice of this power packed R&B package. The set includes his white-back hit "But It's Alright" and "I Dig Girls," his current noise maker. "A Change Is Gonna Come," "Try Me," and "Bongo Baby" are other blue-ribbon tracks. Should be a fast moving item, saleswise.

I'M GONNA MISS YOU—The Artistics—Brunswick—BL 74123
The Artistics present a batch of rock outtings. Among the more outstanding offerings are the title track, "I'm Gonna Miss You," "I'll Always Love You," and "You're Wonderful." The group displays fine musicianship on the set which is likely to find favor with a wide ranging audience.

FOLLOW ME, BOYS—Various Artists—Disney—CRL 1329
An album featuring campfire songs and including among its finer tracks the title song from the Walt Disney "Follow Me, Boys!" Hck, "Down By The River-Side," and "I've Been Working On The Railroad." The LP should appeal to campers young and old, and the package should establish itself as a popular sales item.

MOOD FOR LOVE—Mr. Acker Bilk—ATCO M/S 33-197
The smooth clarinet of Mr. Acker Bilk is at its best in this package. Among the more outstanding tracks are such tunes as: "La Playa," "I'm In The Mood For Love," "When Your Lover Has Gone," and "Theme From Madame X." All of Mr. Acker Bilk's many fans should go for this one.

BLUE PYRAMID—Johnny Hodges and Wild Bill Davis—Verve VJV-6635
A powerhouse jazz offering featuring the Blues colorations of Johnny Hodges as played against the organ of Wild Bill Davis. "Blues For Mordern," "Pyramid," "The Brown-Skin Gal In The Calico Gown," and "Stormy Weather" are blue ribbon efforts. Set is sure to please the most discriminating jazzophile.

SMETANA: MA VLAST / SARKA / TABOR / BLANIK—Czech. Phil. Orch.—Crossroads 22-26-10001
"Ma Vlast," which means "My Country," is one of the two or three works for which Smetana is best remembered. The lovely symphonic poem includes the famous "Moldau," a musical depiction of a journey down the Vltava river, and "Vyseshrad," a tale about an ancient castle. Classical fans should welcome this new recording of a time-honored favorite.
Kama Sutra On The Move

NEW YORK—Hy Mirrari, president of Kama Sutra, is currently in Hollywood, discussing with the west coast offices of the firm. Bob Kranow, has been hired to run the office. Mirrari is looking for television, film, and music producers, writers, and artists. The office is located at 7212 Sunset Blvd., Hollywood, Area Code 213-460-1101.

While in Hollywood, Mirrari is also contacting independent film producers and indie television production companies, and is negotiating to offer the services of Kama Sutra Productions and Kama Sutra Music to film television production companies. The KS production corporation, with its president Art Davis, employs thirteen writers active publishing, and hires producers. It originates TV and film that feature materials, songs for K.S. artists and songs for other labels. Mirrari, has also appointed Eddie Levine director of national promotion for Kama Sutra Product. These include records, productions and music. Levine is currently on a national tour contacting distributors and artists, and performing on radio stations.

The company's future plans also call for the imminent release of a "Best Of The Lovin' Spoonful" LP and a country and western EP by the same group.

Silverman Appointed
Bruno-New York Veeep

NEW YORK — Bruno-New York, local RCA distributor, has announced the appointment of Phil Silverman as vice-president and RCA Victor record and tape division.

Silverman has been associated with Bruno-New York for over 45 years, beginning his career there as a record sales specialist in 1928. For ten years prior to that period he worked in the record retail circles of Great Britain and Europe as well as in America.

Victor Ups Hendrickson,
Mulligan To New Posts

NEW YORK—J. W. Hendrickson and W. A. Mulligan have been promoted to new positions in the custom records marketing organization of RCA Victor Records. H. C. Williams, manager of custom records marketing, said the appointments are effective immediately.

Hendrickson, formerly manager of personnel in New York, assumes the position of manager of direct sales, administration and planning; Mulligan, formerly manager of custom sales, planning and service, becomes manager of special custom projects.

In anticipation of continued growth of the Custom Records market, we have created these new positions to assure RCA Victor's position in this important field," William C. Williams, manager of custom records marketing, said in his appointment letter.

Hendrickson will be responsible for administration and planning functions, including short and long-range marketing plans and programs and for liaison with recording studio and manufacturing facilities regarding customer service, sales commitments and production schedules. He also will work with sales managers in development of special programs and campaigns.

Hendrickson joined RCA in the Radiomarine Division in 1941 as assistant personnel manager. Following service in World War II during which he was a Sergeant Major in the Army and was decorated with a Bronze Star for meritorious action at Anzio Beachhead, he returned to that position. In 1951, he was transferred to the RCA exec offices as a personnel manager. In 1955, he became manager of personnel, New York, for the label.

Mulligan, who will manage special custom recording projects, joined RCA Victor in Indianapolis in 1949 as an order analyst. The next year, he was promoted to leader of order service group, and in 1958 became manager of custom sales and production scheduling, and thereafter was elevated to his present position of manager of custom sales and service and technical manager, Indianapolis plant production and material control. In 1968, he transferred from Indianapolis to New York as manager, custom sales, planning and service in the Custom Records organization.

Pickwick To Release LP Of Old Vallee Hits

NEW YORK—The original Rudy Vallee recordings of "Up the Ship Of Time, ""I'm Just a Yagashod Lover," "Maine Stein Song," "Betty Co-Ed," "Let's Do It," "Mad Dogs and Englishmen," "Vieni, Vieni" and "The Fig Got Up and Slowly Walked Away" are being re-issued in a new Pickwick/LP. The sing is being rushed out titled "The Great-De-Oh-Doh Of All Time." Rudy Vallee.

Moving in with the wave of nostalgia that has swept the music business with the phenomenal success of such chorister Cathedral," the vintage Vallee is already a contender for best-sellerdom based on York's advance. The advance Pickwick first announced that the LP was forthcoming.

"Joyful Noise" Closes

NEW YORK—"A Joyful Noise," a new musical starring John Raitt, ended its run on Broadway on Saturday, Dec. 24, after its debut on Dec. 15. Its cast was to be recorded by Liberty Records later this month.

Bolsom Exits Cash Box;
Jöins Goldstein Setup

NEW YORK—Cash Box editorial staffer Rick Bolsom has resigned his position here this week (5) to underwrite duties with the New York-based publicity firm of Michael F. Goldstein, Inc. Bolsom joined Cash Box in 1965. In his new role, he will head Goldstein's pop music department, concentrating on the office's promotion of two popular groups from East and West respectively, the Rascals and the Mothers of Invention.

In addition to Bolsom, the firm is expanding with two other publicity and public relations specialists, Ruth Cage, formerly of Howard Adles Associates, and Joseph Viggiano, formerly of Ashley-Famous.

Miss Cage will be associated with Goldstein staff member Robert Ganwalt in the "legit" department, and is the account executive for Act I, Stouffer's theatrical restaurant in the Allied Chemical Tower, Ganwalt is charged with promotion of Evergreen Records, singer Chad Mitchell and Bud Friedman's Improvisation Café. Viggiano is account executive for Cheetah, New York, as well as sister Cheetah operations in Chicago and Union, N.J., the latter to be unveiled Jan. 13.

Other recent staff additions to the two-year-old firm are Marti Holdaway and Pamela Schad, who are primarily involved an associates to long-time Goldstein staffer Paula Weinstein in women's features and fashion promotions for the Cheetah boutiques.

UPCOMING EVENTS

A Schedule of Major Industry Events in the Coming Months

<table>
<thead>
<tr>
<th>EVENT</th>
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<th>PLACE</th>
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<td>San Remo Festival</td>
<td>Jan. 26-28</td>
<td>San Remo, Italy</td>
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<tr>
<td>MIDEM (INT'L RECORD &amp; MUSIC PUBLISHING CONVENTION)</td>
<td>Jan. 30-Feb. 4</td>
<td>Cannes, France</td>
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<tr>
<td>NARM (RACK JOBBER) CONVENTION</td>
<td>Mar. 5-10</td>
<td>Century Plaza Hotel, Los Angeles</td>
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<td>Naras Grammy Awards</td>
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<td>Friends of Bob Burton Mar 21 Dinner-Dance</td>
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<td>NAB (BROADCASTERS) CONVENTION</td>
<td>April 2-5</td>
<td>Conrad Hilton Hotel, Chicago</td>
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COMPILLED BY CASH BOX FROM LEADING RETAIL OUTLETS  ● Indicates Strong Upward Move
BEST-SELLING ALBUMS!

WINCHESTER CATHEDRAL
Lawrence Welk
DLP 3774

ALFIE
Billy Vaughn
DLP 3751

Liberace - New Sounds
DLP 3755

The Surfaris
Wipe Out
DLP 3555

Rhapsodies for Young Lovers
Midnight String Quartet
V 5001

Hi Ho Everybody
Rudy Vallee
V 6005

DISTRIBUTED EXCLUSIVELY BY DOT RECORDS!

SINGLES!

SWEET MARIA
THERE GOES EVERYTHING
BILLY VAUGHN SINGERS
16985

WINCHESTER CATHEDRAL
BORN FREE
LAWRENCE WELK
16983

AFTER THE HURT IS GONE
SORRY ABOUT THAT
ROMY SPAIN
16989

ME AND MY GUN
SONG FROM "SLEEP WALK"
THE CHUCK CASSEY SINGERS
16988

SILVER SPOON, LONELY ME
ONE MAN'S KEEPIN'
JIMMIE GRACE
16983

ON FRIDAY
FLOATING DOWNSTREAM ON AN
INFLATABLE RUBBER RAFT
THE SECOND HELPINGS
V 605

YOU DON'T HAVE TO SAY YOU LOVE ME
THE LONELY BULL
MIDNIGHT STRING QUARTET
V 606

JANUARY NEW RELEASES!

LOVE ME, PLEASE LOVE ME
Jimmie Rodgers
DLP 3780

LAWRENCE WELK
Hymns We Love
DLP 3779

THE ANDREWS
DLP 3787

Takin' Care of Business
The Gene Russell Trio
DLP 3775

What's Happening!
The Mind Expanders
DLP 3773

A Trip Down the Sunset Strip
The Leather-Coated Minds
V 6003

THE GREATEST TALENT ON RECORDS!
Lou Rawls January Promo From Capitol

HOLLYWOOD—Capitol Records kicks off 1967 with a Jan. "Lou Rawls Month" and by releasing the artist's ninth album, "Carryin' On." This is the first time that Rawls has been named "Artist of the Month" by the label. He currently has two LP's, "Soul Christmas" and "Lou Rawls," on the charts, as well as his latest single, "You Can Bring Me All Your Heartaches."

Rawls started the New Year with an appearance at the annual \"Jan. 1\" celebration in Miami. He will then take off on a month long concert and promo tour for the LP, including a solo appearance at Carnegie Hall, Jan. 17.

Supporting the 'Jan. 1' month and the new album will be an extensive merchandising program that includes a Lou Rawls counter merc

Campaign Address For VITA Is Corrected

NEW YORK—A full-page ad by CBS International on behalf of Volunteers for Italian Aid (VITA) in the year-end issue contained an incorrect address. The ad made it appear as if the board could be made to aid artisans and businessmen from the Italian wool district in Florence. The right address is Volunteers for Italian Aid (VITA), 760 5th Ave., New York, N.Y. 10017. The ad noted that while many art objects are being sold by the tragedy, many artisans and businessmen, referred to as "Angelo the Small," in comparison to the great works of art, "Michelangelo the Great," needed aid to resume their livelihoods.

WANTED
NATIONAL PROMOTION MANAGER

WELL ESTABLISHED, STABLE, LARGE Vinyl RECORD COMPANY
NEDS NATIONAL PROMO
MOTION MAN.

MUST BE A MOTIVATOR OF MEN WITH EXECUTIVE ADMINISTRATIVE TALENT.

ALL REFERENCES CONFIDENTIAL. SEND COMPLETE RESUME TO: BOX 772, C/o CASH BOX 1780 BROADWAY, N.Y., N.Y. 10019

Decca Expands Family Roster

NEW YORK — Cash Box editorial staffer Allan Dale became a father for the second time when his wife, Andee, presented him with a daughter, Lisa Elin, on Dec. 17 at the New York Hospital. She weighed in at 6 lbs. 13 oz.

Criterion Music Hit Charts With 9 Songs In '66: Five By Lee Hazlewood

HOLLYWOOD — According to Michael H. Golden, President, Criterion Records, the company is off to a strong start in '66 with 9 songs on the charts with one hitting number one worldwide, \"You Don't Know Me\" by Lee Hazlewood and \"Walkin'.\"

Among the hits, these were by contract writer, Lee Hazlewood, who also produced them for Reprise's Nyack Studios: \"Boots,\" \"How Does That Grab You, Darlin'?\" \"Friday's Child,\" \"Knee Deep in the Blues,\" \"Runnin' Walkin'.\"

A special note, these tunes were by contract writer, Lee Hazlewood, who also produced them for Reprise's Nyack Studios: \"Boots,\" \"How Does That Grab You, Darlin'?\" \"Friday's Child,\" \"Knee Deep in the Blues,\" \"Runnin' Walkin'.\"

The Shindogs' Joey Cooper and David Root, who recently published a book of \"Who Do You Think You Are?,\" the first winner for that group, \"Look In My Eyes\" was a repeat winner for The Chantells. Don Ho broke into national prominence with Leon Pober's \"Tiny Bubbles.\" This is the special with a special LP, \"Hawaii.\"

Red West penned a holiday hit, \"If Ever I Feel the West Winds Blow,\" a tune which Elvis Presley landed on the charts in short order with his RCA cutting.

1967 will begin with two songs in the Top 10 by The Searchers. \"Sugar Town\" tops the top 10 and \"Tiny Bubbles\" moves into the top 10. Joe Goldfinger, New York manager for Criterion, reports.

The label has done extremely well during the year with several good music LPs and with Donovan. Three VIVA BEEBOEHNN—Brud Engel, classical merchandising manager of Capitol Records Distributing Corporation, Los Angeles, has been named to the new post of "Manager of New Product Development." Engel will be responsible for overseeing all new products developed by the company, including music, printed materials, etc., and for development of an extensive merchandising program to be undertaken.

The entire Acuff-Rose L.P.'s, the "Spanish Piano," "Leonard Pennario Plays—Just For Fun!" and "From France—With Love."
Project 3 Completes Network Of Distsrib

NEW YORK — Project 3 label, coed by Enoch Light & Associates, with the Singer Co., has completed its distribs in association with Andy Miele, national sales manager.

Bringing the company's distribs appro-

Southland Distributing Company, Atlanta; P & P Enterprise, Charlotte, N.C.; B & K Distributing Company, Dallas, Houston and Oklahoma City; Slagle and Company, Denver and Salt Lake City; Music Craft, Honolulu; Main Line, Cincinnati; Royal Diс Distributors, Indianapolis; Pep Record Sales Company, Los Angeles; Southern Distributing Company, Memphis; Main Line Record Service, Miami; Volume Record Sales, Mil-

JEWEL-PAULA-WHIT

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

LITTLE DARLIN'

Special 2 for 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 dis-

counted 10%, all other classical albums discounted 20%. No expiration date announced.

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

ROULETTE
15% discount in free merchandise. Expiration date indefinite.

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

SAMS-FONTANA
Special discounts available through distributors. Expiration date not announced.

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

DIAMOND

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

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

GATEWAY
Two for every 10 albums purchased on entire catalog. Expiration date in-

GNP CRESCENDO
One album to 50% purchase of 100 LP's $3.79 and $4.79 retail, indefinitely.

JEWEL-PAULA-WHIT

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

Voting For Grammy Awards Underway

NEW YORK — The first round of vot-

for the annual Grammy Awards, the recording industry's most coveted prize, gets under way this week when members of the Record Academy will be receiving their ballots along with a list of the year's eligible selec-

tions.

More than 4,200 nominees will be repre-

sented in the lists, which cover 42 categories, ranging from classical to rock and roll, from jazz to country and western and from children's to rhythm and blues preferences.

A round of members will be asked to vote for five nominees in the various categories, but, according to national presidio of the George Avakian, they will be requested most urgently to limit their votes to those categories with which they are thoroughly familiar.

Each year our members have been paying greater heed to our request for stronger self-discipline in their voting habits so that the Gram-

mys will go to those most worthy of awards based solely on artistic achievement. While the Academy does recognize the interest in other polls that emphasize popularity and sales, it continues to remain dedicated to bringing to public attention that well-reward outstanding artistic creativity throughout the entire field of record-

ing.

Signed, Sealed, and Deliv-

ered — Jimmy Rodgers (center) has reason to look happy after signing an exclusive long-term contract with A&M Records. Rodgers completed his five-year tenure with Dot Records last month as both singer and A&R chief of the folk music department, during which he scored with "No One Will Ever Know," "Two-Ten, Six-Eighteen," "The World I Used To Know," "Strangers," "It's Over," and "Morning Means Tomorrow." Prior to his association with Dot, Rodgers recorded for Roulette for which he had five powerhouse singles in a row, namely "Honeymoon," "Kisses Sweeter Than Wine," "Oh, Oh, I'm Falling In Love Again," "Are You Really Mine," and "Secretly." Under his new A&M pact, Rodgers will not only record for the label but will continue his song writing and arranging chores for himself as well as for other A&M artists.

Flanking Rodgers are (left) Jerry Moss, A&M president, and Herb Alpert (right). Rodgers' first A&M single will be released later this month.

Decca To Direct MGM's National Album Promo

NEW YORK — Mike Bece has joined MGM Records as national album promo manager. He'll handle all phases of album promo for the company and its subid labs. He reports to Frank Marconi, director of artist relations and promo.

Bece's background in the radio and record business goes back 12 years. He joined Ideal Records as promo manager in 1956. MGM was one of the distro's accounts. In June, 1960, he went into indie promo in New York, handling the Smash, ABC and Aus labels. He joined Jet Distributors in 1963 as promo & sales man for the New York City area. He came to ABC Records, his last post before joining MGM, as director of promo in 1965.

Correction

NEW YORK — The Cash Box Top 100 songs of the year listing, which ap-

peared in the issue of Dec. 24, incor-

rectly listed Bobby Hebb's smash out-

"Sunny" as having appeared on the Fontana label. The million-seller was a Philips release.
I WON'T COME IN WHILE HE'S THERE (2:05) [Metric, BMI—Davis]
MAUREEN (2:26) [Acclaim, BMI—Walker]
JIM REEVES (RCA Victor 9057)

Here's another contender for chart-topping honors from the late Jim Reeves. The perennial pop-country favorite comes across with a real pretty thing called "I Won't Come In While He's There," which is an odds-on favorite to score dual-market success. "Maureen" is another pretty offering.

GET WHILE THE GETTIN'S GOOD (2:32) [Stallion, BMI—Anderson]
SOMETHING TO BELIEVE IN (2:57) [Stallion, BMI—Anderson]
BILL ANDERSON (Decca 32077)

Multi-talented Bill Anderson digs into his bag of goodies and comes up with another excellent self-penned coupling here. Top side, "Get While The Gettin's Good," is a thinkin', sorrow-filled stanza due for a pre-paid ticket to chartville. "Something To Believe In" is a sentiment-filled ballad.

URGE FOR GOING (3:07) [Gandalf, BMI—Mitchell]
CHANGES (2:43) [Barricade, ASCAP—Ochs]
GEORGE HAMILTON IV (RCA Victor 9059)

Just coming off his winning "Early Morning Rain" offering, George Hamilton IV should be back in the race right away as a result of "Urge For Going." The easy-going Hamilton style makes this a wiser sure-shot for chart action. Songer goes folky on the flip with "Changes."

STAMP OUT LONELINESS (2:35)
[Four Star Sales, BMI—Bolov, Givens]
ROAD TO RECOVERY (2:35) [Turb Tunes, BMI—Jackson]
STONEWALL JACKSON (Jackson 43966)

After his "Bless Plus Booze" charter Stonewall Jackson springs right back with "Stamp Out Loneliness," which should follow the same money-making path. This one is a contagious, wafts-temper ditty with a very attractive sound. "Road To Recovery" is tear-stained heartbreaker.

FALLING BACK TO YOU (2:36) [Cedarwood, BMI—Phillips]
THE WORDS I'M GONNA HAVE TO EAT (2:03)
[Star, BMI—Anderson]
BILL PHILLIPS (Decca 32074)

After scoring with his recent "The Company You Keep" effort, Bill Phillips aims for the Top 50 scene once again, this time with "Falling Back To You." Songster can't seem to shake his faithless gal on this self-penned side. "The Words I'm Gonna Have To Eat" is a cute loper.

FUEL TO THE FLAME (2:39) [Combine, BMI—Parton, Owens]
YOU CALL THIS LOVE (2:25) [Moss Rose, Crestmoor, BMI—Davis]
SKEETER DAVIS (RCA Victor 9058)

Right behind her recent outing of "Goin' Down The Road" Skeeter Davis aims for twin-market sales with this movie called "Fuel To The Flame." A tender romance item, the tune could do it both in the pop and country fields. "You Call This Love" is a stomping tale of a one-sided romance.

HARDLY ANYMORE (2:03) [Acuff-Rose, BMI—Kershaw]
FREEDOM OF LIVING (1:57) [Ly-Rann, BMI—Morris, Coulter]
BOB LUMAN (Hickory 1430)

Bob Luman has been a long time between real big ones, but this one, called "Hardly Anymore," may make sizeable noises for the songster. Bob offers an emotion-packed reading of this blues-branched weeper. "Freedom Of Living" is a galloping hit that could also garner lots of action.

LONESOME 7-7203 (2:42) [Cedarwood, BMI—Tubb]
HOLLOW WORDS (Empty Phrases) (2:12) [Acuff-Rose, BMI—Bryant]
BURL IVEY (Decca 32078)

Burrl Ivey made another comeback, country-wise, with his recent stanza of "Evil Of My Mind," and stands to prolong his popularity with C&W fans via "Lonesome 7-7203." Typical Ivey smoothness is the keynote of this tear-jerking ditty. Nice listening. "Hollow Words (Empty Phrases)" is another tale of woe.

Newcomer Picks

WALKER'S WOODS (2:38) [Combine, BMI—Arnold]
LONESOME IS ME (2:21) [Window, BMI—Bruce]
ED BRUCE (RCA Victor 9044)

Ed Bruce stands an excellent chance to score in both pop and country markets with his offering of "Walker's Woods." Bruce tells a pulsing, tragic tale of bad deeds and their just rewards. A good outing. "Lonesome Is Me" is a plaintive ballad.

BILLY (CRASH) CRADDOCK (Chart 1415)
(8+) THERE OUGHT TO BE A LAW (2:49) [Peach, SESAC—Gibson]
COUNTRY HONESTY (2:39) [Heart—Barnes]
CHANCE (2:48) [Heart—Barnes]

JOHN CRAWFORD (RCA Victor 9053)

TRUBERT BROTHERS (Sashey 501)
(8+) WHEN YOU WALKED OUT ON ME (2:48) [Sirius I, BMI—Trux, Dobson] This Trubert Broth- ers are further victims of the heartbreak scene on this outing. Might stir up some action.

NATION OF GOD (2:29) [Sirius I, BMI—Trux, Dobson] Strong rock flavor on this instrumental outing.

GLEN THOMPSON (Tornado 143)

BILLY EDD WYNN (Champion 9059)
(8+) TACOS FOR TWO (1:58) [Heart of the Hills, BMI—Hancock]
SOMETHING'S ALIVE (2:28) [Heart of the Hills, BMI—Hancock]
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TOMMY HANCOCK (Banner 116)
(8+) LONG HILL (2:39) [Heart of the Hills, BMI—Hancock]

PICKUP TOWN (2:46) [Heart of the Hills, BMI—Hancock]

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For the rest of this week it would be greatly appreciated if everyone would walk on tiptoes and speak in whispers. The house doors, blast any radio or rattle any typewriters. And, by all means, try to keep from bumping. Everyone helped—

ZIP good.

WJRZ—THE LIVING A MUSICAL 10.

CARNEGIE IF 12

Feb. 16.

Roosevelt 27

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Nashville is coming to expect the unlikely from Jack Clement and what could be more unorthodox than engaging a law school graduate as business manager for a Country Music publishing firm. However, Clement has announced the addition to his staff of M. M. Cavender due to physical and administrative expansion of Jack Clement Publishing Co. In regards to his new business manager, Clement joyously explains that the legal term for “buyer beware” is caveat emptor, not cavender.

Little Jimmy Dickens knew that his benefit appearance at Oxnard AFB would occur on his birthday Dec. 29 and he also knew that his daughter were flying out to meet him for the occasion in California. However, he did not know about the rousing party planned in his honor at the Club on the base. Off the surprise was a huge birthday cake from which leapt a beautiful girl. The girl was easily recognized: daughter Pam, age 10.

CHECKIN’ THE LIST—Little Darlin’s top gun, Johnny Paycheck takes time out during a recent trip to New York to discuss the offer from Music Music Inc. to review material for his upcoming album, to be cut next month. However, everyone stops for a while when the charts come out, says Paycheck.

According to M.M. veep, Phyllis Fairbanks, the songster across the CB Top 50 to check on the progress of his latest hit single, “Motel Time Again,” which is currently inside our top 20.

In the station news is WRJZ-Newark spinner Bob Lockwood who’s doing some activity with his “Avenue of Tears” outing on Countrypolitan. With his fame spreading far and wide, old Bob saw how the other half lives recently when he appeared as a special guest on the Joe Franklin TV in New York. He implored, in between his songs, to the assembled audience how the station also claims to have pulled in top ratings in the market according to a recent Pulse survey... Chicago’s nighttime voice of country music, WCPQ-Oak Park will soon increase its FM power to 50,000 watts. The station follows a Top 40 or 50 format, according to deejay Bernie Harville, and all labels and the artists, big or small, are welcome.

Charlie Grant Down at WGRV-Greenville, Tenn. reports that the station came up with a novel gimmick to help push country music during the Christmas season. Spots were run during the day with messages like This station gives a gift of music... give country music records. A lot of stores in Greenville sell country records, pick out several today. According to the merchants, the spots went over extremely well.

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According to M.M. veep, Phyllis Fairbanks, the songster across the CB Top 50 to check on the progress of his latest hit single, “Motel Time Again,” which is currently inside our top 20.

In the station news is WRJZ-Newark spinner Bob Lockwood who’s doing some activity with his “Avenue of Tears” outing on Countrypolitan. With his fame spreading far and wide, old Bob saw how the other half lives recently when he appeared as a special guest on the Joe Franklin TV in New York. He implored, in between his songs, to the assembled audience how the station also claims to have pulled in top ratings in the market according to a recent Pulse survey... Chicago’s nighttime voice of country music, WCPQ-Oak Park will soon increase its FM power to 50,000 watts. The station follows a Top 40 or 50 format, according to deejay Bernie Harville, and all labels and the artists, big or small, are welcome.

Charlie Grant Down at WGRV-Greenville, Tenn. reports that the station came up with a novel gimmick to help push country music during the Christmas season. Spots were run during the day with messages like This station gives a gift of music... give country music records. A lot of stores in Greenville sell country records, pick out several today. According to the merchants, the spots went over extremely well.

Nashville is coming to expect the unlikely from Jack Clement and what could be more unorthodox than engaging a law school graduate as business manager for a Country Music publishing firm. However, Clement has announced the addition to his staff of M. M. Cavender due to physical and administrative expansion of Jack Clement Publishing Co. In regards to his new business manager, Clement joyously explains that the legal term for “buyer beware” is caveat emptor, not cavender.
Acuff-Rose Sets Opry Package For Reno Stint

NASHVILLE—Acuff-Rose Artists Corporation has pulled off a solid booking coup in a deal which will bring a troupe of major stars of WSM's Grand Ole Opry into the main room of the renowned Harrah's Club in Reno. The package opens a three-week engagement at Harrah's Reno Theatre Restaurant on 13 Feb.

The Opry troupe is comprised of Roy Acuff and the Smokey Mountain Boys (now on a Christmas tour of Armed Forces bases), "Cousin" Minnie Pearl, George Hamilton IV, Marion Worth, Lonzie and Oscar, Bob Luman, and the famed Opry dance group, the Stoney Mountain Cloggers.

Although a number of clubs on the Vegas-Reno-Tahoe circuit have featured country attractions, these have usually been limited to a single featured act and his (or her) own coterie of performers. Such appearances, in addition, have for the most part been limited to lounges. The Opry troupe is by far the biggest star package ever to appear on the Reno scene. The deal, which was negotiated by Acuff-Rose's Bob Dawes, is regarded as the start of bigger things, which would incorporate continuing engagements in all three of the Nevada entertainment centers.

WWVA Holds Second Christmas Jamboree

WHEELING—Nearly 1500 orphans and underprivileged children from the tri-state area were guest of the Wheeling Junior Chamber of Commerce and WWVA radio during the second annual Christmas Jamboree Party on Christmas Eve.

Staged at Wheeling Island, the event was staged through the cooperation of the Salvation Army Wheeling unit, under the supervision of Mayor George Woods, and a special program was arranged with emphasis on appeal to the younger set.

Members of the jaycees, under the guidance of president Jerry Davis and committee co-chairman Joe Holmes and Harvey Rutter, were on hand to assist in the festivities and to pass out gift bags to youngsters.

Wilburns Finish Color Shows

NASHVILLE—The Wilburn Brothers TV show has just concluded its first series of color shows with a lineup of guest stars that includes Tex Ritter, Webb, Del Reeves, Wilma Burgess, Johnny Russell, Warner Mack, Stan Hitchcock and Nat Stuckey.

The show is directed by Ed Stein and produced and Show-Biz, Inc. by Mrs. Janice Linsert. Regulars include Janice Lynn, Harold Morrison and band.

Ben's An OMAC Now

Big Ben Cole (would you believe S h e b Woolsey), who has lately grown much warmer, recently joined the OMAC stable where he was greeted by a pact-signing ceremony with General Jack Hughes. [left], who runs the show along with partner Buck Owens. Ben, or Sheb as the case may be, recently signed an exclusive booking and personal appearance contract with the OMAC setup.

Faster Than "SWEET THANG" PICKED BY ALL THE TRADES

NAT STUCKEY

SINGS

"OH! WOMAN!"

Paula 257

DJ'S WRITE FOR SAMPLES
Georgie Fame, who recently signed a new five-year contract with CBS is no newcomer to the record scene. He has been in showbusiness since 1959 and his big break came in 1962 with the formation of his own group The Blue Flames, and regular engagements at London's Flamingo Club. This was followed by a recording contract and his first LP, "Rhythm And Blues At The Flamingo." He broke into the singles chart in 1964 with the quarter million selling "Yeh Yeh" followed by "Get Away" and "Sunny." Georgie Fame is now cutting his first single for release by CBS later this month. In America he'll be heard on the Epic label.
The LP build-up which dominated 1966 reached a climax in the weeks immediately preceding Christmas and all companies, large and small, reported the biggest album Yuletide of all time. E.M.I., benefit of a new Beatles album on a single, was the clear winner, followed by the Seekers and the Beach Boys. The fact that both groups had high-ranking singles in the December charts, "Michelle" and "Good Vibrations," boosted their album sales considerably. The success of the Music for Pleasure series of budget line albums in no way affected sales of the middle and high-priced LPs. As a grand finish to a year of growing popularity and mounting sales for Tamla Motown artists, E.M.I. were particularly happy to have a single smash with "You Keep Me Hangin' On" by the Supremes and "What Becomes of The Brokenhearted" by Jimmy Ruffin.

For Decca it was a singles and an LP Christmas. Topping the charts and the biggest seller of all was "Green Grass" by the New Seekers. While Christmas Day had sold over three quarters of a million copies. Tremendously successful, too, was Val Doonican with his smash single "What Would We Do Without Love" which sparked the even bigger success of Val Doonican; "More Shades ..." and "Gentle Shades." Another, fast rising single for Decca and second only to "Green Grass" was "Baby Love Your Eye." In the album field "The Sound of Music" continued to hit the hit-holodes and all the leading record companies found their way into countless homes all over the country. The Rolling Stones, like the Beatles, had no new releases but Decca reports that after a slow start their album "Big Hits" gathered momentum if not mass. Other Decca hits includes discs by the Bachelors, the Alan Price Set, Elvis Presley, Julie Andrews and Los Escudos.

Rye Records reported excellent Christmas sales with the accent on albums and their budget line Marble Arch series well in the lead. However, an unexpected best seller turned out to be the full-priced debut LP by Geno Washington and the Greg Clapps, "Foot Stompin', Poutin', But Livin' the Pleadedly label. In the singles field it was "Dead End Street" by the Kinke and "Sunshine Superman" by Donovan which netted the biggest sales for the label. Phillips also glimpsed a bumper Christmas both with singles and LPs. Albums had a slight edge particularly the hat off to "Gold Christmas" by the new London Sound, that has shot up to the local best seller with his "Christmas Cheer" LP as did the Walker Brothers with "Portrait" and "Take It Easy With The Walker Brothers." Britain's No. 1 single this year was "Big Hits" by the Rolling Stones which over their single, and Dave Dee, Dozy, Beaky, Mick and Tich were in the singles chart with "Save Me," and their new album "If Music Be The Food Of Love, Sing On." The latest album by the Dave Davies band had "Gimmie Some Loving" and Manfred Mann celebrated two months in the charts with "The Sound of Silence." And Mr. James." The group's big classical hit of the season was "The Messiah." CBS reported top sales for their Super Stereo albums, particularly those by Frank Sinatra, although no tapes of his Capitol album charters such as "West Side Story" and "My Fair Lady," CBS did well with Rodgers and Hammerstein's "Carousel," "South Pacific," "The Sound of Music" and "The Telephone." Williams and Doris Day and Tony Bennett's "A Time For Love." Following his British tour in November, Dave Brubeck's "Time In" album also enjoyed good sales, and Bernstein's two-record set of Mahler's "Eighth Symphony" turned out to be the company's best selling classical disc of the year.

Besides the discs which were released or re-released, Christmas and New Year's items, including entries by the Who with "Happy Jack" on Reaction; the Barron Knights Under New Management on Columbia, and the Easybeats "Friday on My Mind" on United Artists, and Cliff Richard "In The Country" on Columbia.

### Great Britain's Best Sellers

<table>
<thead>
<tr>
<th>Last Week's Chart</th>
<th>This Week's Chart</th>
<th>Change</th>
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### Top Ten LPs

<table>
<thead>
<tr>
<th>Title</th>
<th>Artist</th>
<th>Label</th>
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</thead>
<tbody>
<tr>
<td>1</td>
<td>The Sound of Music</td>
<td>Columbia</td>
</tr>
<tr>
<td>2</td>
<td>A &amp; M</td>
<td>Atlantic</td>
</tr>
<tr>
<td>3</td>
<td>Aficionado</td>
<td>Capitol</td>
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<tr>
<td>4</td>
<td>A 75</td>
<td>Liberty</td>
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<tr>
<td>5</td>
<td>B &amp; M</td>
<td>London</td>
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<tr>
<td>6</td>
<td>C &amp; W</td>
<td>Lucky Eleven</td>
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<td>7</td>
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<td>Malo</td>
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<td>8</td>
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<td>9</td>
<td>F</td>
<td>MGM</td>
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<td>10</td>
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<td>Monument</td>
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### Top Ten Singles

<table>
<thead>
<tr>
<th>Title</th>
<th>Artist</th>
<th>Label</th>
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</thead>
<tbody>
<tr>
<td>1</td>
<td>Save Me</td>
<td>Dave Dee, Dozy, Beaky, Mick &amp; Tich (Fontana)</td>
</tr>
<tr>
<td>2</td>
<td>Happy Jack</td>
<td>The Who (Reaction)</td>
</tr>
<tr>
<td>3</td>
<td>A Time For Love</td>
<td>Tony Bennett</td>
</tr>
<tr>
<td>4</td>
<td>Save Me</td>
<td>Dave Dee, Dozy, Beaky, Mick &amp; Tich (Fontana)</td>
</tr>
<tr>
<td>5</td>
<td>The Sound of Silence</td>
<td>Simon &amp; Garfunkel (Grapevine)</td>
</tr>
</tbody>
</table>

### Interesting Facts

- The Beatles experimental song "The Long and Winding Road" was released in December.
- The Rolling Stones' "Big Hits" included hits by Little Richard and Elvis Presley.
- Frank Sinatra's "Sings For Only The Lonely" was a big hit.
- The Easybeats' "Friday on My Mind" became a classic.

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**Cash Box**—January 7, 1967—International Section
35 San Remo Nominees Selected

MILAN—The San Remo selection committee, composed of a group of newspaper critics, has selected 35 songs as nominees for presentation at the San Remo Festival to be held later this month (26-28).

The committee now open to the organizers to pick 26 of these tunes as finalists in the contest. The organizers reserve the right to substitute the final selection in order to match songs with suitable artists, the labels of whom are submitted in their various categories.

Many songs are assured of being performed by suitable artists who will perform them as definitely set for the event. Other songs do not have one or both of the artists who will be singing them.

Among the foreign artists set for the event, although their songs are yet to be chosen, are Frankie Avalon, the Troggs and Japan's Yoko Kishi. A group of others is also expected to be announced.

The following is a list of the 35 nominees, along with their publishers and artists already named to perform them:

"Un Cose Noi" published by RMI, to be performed by I Corvi (Ariston), and Los Bravos (Tiffany). "Dove Credli" published by RMI (RCA). "Più Vero Me" published by Sugar, shall be performed by Tony Del Monte (Cgd) and Betty Curtis (Cgd). "C'E' C'era Purpura" published by Sugar, shall be performed by Dieter Reith, and Anna Germani (CDI). "Quando Vivo" published by C. & A. Roscicil (Cgd). "La Cenere" published by Giorgio Gaber (Rfl). "L'immensita" published by Clanel, to be performed by Iva Zanicchi and Bruno Lauzi (Ariston). "Non Pensare A Saar" published by Scapino, to be performed by Iva Vazichi (Kfl). "Canta Me" published by Scapino, to be performed by Johnny Dorelli (Cgd). "E' Allora" published by Scapino, to be performed by Pieretti (Maiocchi). "Una Ragazza" published by Ricordi, will be performed by Renzo Germani (Ariston). The other interpreter is not yet selected. "Canta Ragazza" published by Ricordi, will be performed by Renzo Germani (Mgm) and Connie Francis (Mgm). "Una Stretta Di Mano" published by Ricordi, will be performed by Anna Germani (Ariston) and Audrey (Ariston). "Per Vedere Quan- do" published by Ricordi, will be performed by Wilma Goich (Ricordi) and The Nettipants. "La Nuvola Del Ra La La" published by Bellarive, will be performed by The Nettipants (EMI Italia). The other interpreter is not yet announced. "Ciao Amore" published by Ricordi, will be performed by Luigi Tenco (Rca), the other interpreter being not yet indicated. "Gira Gira" published by Meazzi, will be performed by Anna Marcelli (Meazzi). The other interpreter has not yet been fixed.

LONDON—With less than a month to go to the organizers of MIDEM have announced that interest in the International Record and Music Publishing Market, scheduled to take place in Cannes from January 28 to February 4th, has "surpassed all expectations." Record companies, music publishers, artists, agents and managers from 17 countries will be making their way to the French Riviera to attend what may be a major international event for the music industry in 1967. Following is a list of companies which have already agreed to participate:

AFRICA
BURUNDI MUSIC
GAMBIA MUSIC
AFRICA MUSIC
BELGIUM
PALEET RECORDS
BELGIAN WORLD MUSIC COMPANY
BRAZIL
FERMATA DO BRASIL
DISCOMS EIRE
DISCOMS DO MAOIR
BRITISH MUSIC
BURLINGTON MUSIC OF CANADA LTD
AND FELSTED MUSIC OF CANADA LTD
CANADIAN MUSIC SALES
DENMARK
DANSK GRAMMOFON PLADEFORLAG
FINLAND
MUSIC FAIZER
SCANDIA MUSIC AB
FRANCE
ADES
M. E. GERARD TOURNIER
JACK AREL
ARTECO
BARCELONETE
BARCLAY C.P.E.
CARPENTRAS
CARAVIILE
CARNABY
CAUSE CARRERE
CARNOTTES
CELINE
CITIZEN
FESTIVAL
FREWRAR MUSIC
FRANCE ETOILE PRODUCTIONS
FRANCE
E: TEQUILA
GIMMICK
HARMONICA INDO
IMPO
IMRAC
EDITIONS LABORAD
LOUIS—ALAIN BARRIERE
MONTAIGNE
ERIKA
PASTORALE ET MUSIQUE
EDITIONS PATHE MARCONI
PAUL BRUSCHER
AGENCES JACQUES PLANTE
F.I.A.C.
R.C.A. FRANCE
RAVIEREA C.QD.
ANDIE SALYET
ANDRE SAVARA
SIANKA
SOGA MUSIC
STAGE RECORDS TUTTI
UNIDISC
VAGEL
GERMANY
BURLINGTON MUSICVERLAG GMBH
RIEKHOUND PRODUCTIONS INT. GMBH
HANSA MUSICVERLAG
FONATANA
NERO MUSICVERLAG
PER MUSIKVERLAG GMBH
SWITZERLAND
FERMATA INTERNATIONAL MELODY
FONO GESCHICHTE
GOODMAN MUSIC A.G.
MONDOGAL MUSIC S.A.
MUSEXPORT
EDITIONS SIDE M.D.
STATES OF AMERICA
UNITED STATES OF AMERICA
AL GALUCO MUSIC CORPORATION
B-2-BAG RECORDS
BONY RECORDS
BONNE
BRUGOON ENTERPRISES INC
COLUMBIA RECORDS
DYNAGROOVE
GO GO RECORDS
GRIFF GARRICK MANAGEMENT
JEWISH MUSIC CORPORATION
MIRA PRODUCTIONS
HAGEN MUSIC CORPORATION
SCHROEDER MUSIC CORPORATION
SPECTACULAR MUSIC CORPORATION
TOUCHBOXX RECORDS
TOUQUE MUSIC PUBL.
YUGOSLAVIA
PRODUKCIJA GRAMOFONSKIH PLOCA
INTERNATIONAL
PAPIL MUSIC
CHAPPELL
DEUTSCHE GRAMMOPHON
POLYDOR
TULSA
TURNER MUSIC ARTISTS
Vogue F.I.P.
EDITIONS VOGUE INTERNATIONAL
R.E.FELICE PUBLISHING
cashbox@1717 JM 1967
INTERATIONAL SECTION
Mezzo-soprano Caroline Kaart was contacted by Phonogram and recorded for Philips “Christmas with Caroline Kaart” with children’s choir, organ (Feike Ams) and large orchestra. Mrs. Kaart, widow of Dutch operatic tenor Hans Kaart, is of Scottish birth but has mastered a perfect control of the Dutch language. She ranks here among the best-sold singers of folk ballads and religious-type songs.

A very lively Christmas party was celebrated in one of the pubs of Amsterdam’s old “Jordan” quarter where singer Willi Alberti (49, many Golden Records and Awards) was the center of interest of a large circle of personal friends, family, musicians, press officials, music publishers and Phonogram staff. The Philips LP “Zo Zingt De Jordaan” was introduced, a production by Willy Alberti featuring himself and a number of singers who are popular in this famous working-class district of Holland’s capital. The Jordaan, where Rembrandt used to live and work, has a history of over 350 years and this now completely worn-out district is doomed to disappear very soon. At the party, Phonogram managing director Jack Haslinghuis and deputy manager Rein Klassen were present. Rolf Ten Kate and Willy Alberti were speakers and toastmasters.

The Troegs, holding hit parade top positions in Holland with “Anyway That You Want Me” and “I Can’t Control Myself” visited Holland for a weekend tour in December, promoted by impresario Paul Acket of The Hague. The leader, Reg Presley, announced to the press their soon-to-be-expected new LP entitled “Troggly Dotted line.”

Phonogram reported fine successes in 1966 with English pop recordings. In December, topper in Holland was “Green Green Grass Of Home” by Tom Jones (Decca). Both Decca and Fontana guaranteed top sales with recordings by such groups like Spencer Davis, Dave Dee, The Small Faces, Manfred Mann (LP “P.A.S. Is”), Alan Price, and The Walker Brothers. From American sources, Bobby Hebb (Philips) and especially Ike & Tina Turner made promising entries on the Dutch pop market. A most remarkable success was booked by Dutch singer Rames Shaffy, Philips artist. His LP “Shaffy Chantatt” was a hit, and so are his 45 rpm recordings, among them the December topper “Sanny”.

Holiday sales were good for CNR. The sales were better than last year considerably. The most successful star is Rembrandt van de Burght. Her début in the “Cert Timmerman Show” resulted at once in a hit: “Teddybeer.” Klaus Wunderlich, Telefunken won organ player and dis tributor of hundreds of thousands of records is coming to visit the Netherlands for a TV-recording. That cabaret is not only committed these days for the “happy will” week, but also together with another Telefunken organist Courtois, whose organist also is Rembrandt van de Burght.

Byrd’s and Sage, Burght. Rembrandt “happy will” week. Last accordion LP, issue of the DOTTED LINE — Billy Fury was caught in this pie signing his new five-year recording contract with E.M.I. His first release “Hurtin’ Is Loving” will be out in Jan. on Columbia. Flanking Fury are (left) Larry Parne (Billy’s manager), John Oxfield, general manager of the Licensed Repertoire Division of E.M.I.

Holland’s Best Sellers
This Week
1. Friday On My Mind (Easybeats/U.A.) (U.A. Music-Altona-Amsterdam)
2. Green Green Grass Of Home (Tom Jones/Decca) (Altona/Amsterdam)
3. Gimme Some Lovin’ (Spencer Davis Group/Fontana) (Fontex-Americas N.V./Amsterdam)
4. Dead End Street (Kinks/Pye) (Belinda/Amsterdam)
5. It’s Just Like Stratospheric (Rames Shaffy/Philips) (Basart/Amsterdam)
6. No Milk Today (Rames Shaffy/Philips) (Basart/Amsterdam)
7. It’s The Same Old Song (Movements/Havoc) (Belinda/Amsterdam)
8. It’s The Same Old Song (Movements/Havoc) (Belinda/Amsterdam)
9. Stop Stop Stop (Hollies/Pearlphone)
10. The Bizarre Mr. Finder (Shoes/Polydor) (Impala-Basart/Amsterdam)

Italy’s Best Sellers
This Week
1. Bang Bang — Equipe 64/Ricordi, Cher/E.M.I. Italiana Dalida
2.RCARoma Milena Canti, I Corvi/Ariston published by Ariston
3. The Beatles — Adamo EMi Italiana Published by E.M.I. Basart
4. suma
5. Strangers In The Night — Frank Sinatra
6. Cittin Cattin — Canez i Saarr
7. Una Ragazza In Due — I Giganti Rifi Published by La Cigogna
8. Love Me Tender — Bob Mitchell Rifi, Alvin Kirtin/Connie Francis Published by CPG
9. Una Ragazza In Due — I Giganti Rifi Published by La Cigogna
10. El Campionario del Nettuno
11. La Rondine
12. Un Uomo E Una Donna — Francesco Cili Camerolos
13. Il Bacio Unico
14. Non Si Puo’ Resistere — I Giganti Rifi, Alvin Kirtin/Connie Francis Published by CPG
15. E M I

The special low-priced series released by E.M.I. Italiana entitled “Invito Alla Musica” (Invitation to the Music) received extraordinary sales reaction. As a result of this success, E.M.I. Italiana has just released a package of 10 LP’s, containing works of Vivaldi, Bach, Mozart, Beethoven, Brahms, Chopin, Tchaikovsky, Grieg, and two anthologies devoted to some Russian composers, to some of the most renowned conductors.

The package of 10 LP’s is sold at a price of 15,000 Italian Liras ($25) and, of course, it received wonderful comments. Among the 10 LP’s, the title disc recorded by E.M.I. Italiana is the new disc of Richard Anthony containing “Sunny” b/w “Che Shaglio Fai.” “Sunny” has been also released by E.M.I. Italiana.

We also have to mention a new single by the successful English duo David & Jonathan containing, “Lovers Of The World” and Unity, “Innamorati Unifici,” and “Sancta Sanctorum” b/w “Il Nome.”

A new Italian group has been recently patched by Phonogram. The group “Darleve” made a series of hits in the market among the top talent of Gianni Morandi and has just recorded their first single: “Vi Sembra Giusto” and “Incontro Al Sole.”

RCA Italiana has started a strong promotional campaign on a new English group: the Motown. The first single contains two Italian titles “Prenzi La Camera” and “Viva Vic” c/w “Traccia Che Il Provvi (“As Many Times I Will Try”).”

An Italian group is introduced by Ariston Records called “I Razzeggi Del 72” b/w “So Tu Non Credi” (Italian version of “Something You Got Baby”).

Ariston is strongly promoting this disc which is already obtaining quite good reaction on the market.

On the publishing side, Ariston is really enjoying the great success of “Bang Bang.” There is presently a total of 15 Italian recordings, four of them listed among the first 15 best-selling discs.

Among the top Italian moment in Italy, we have to mention the new LP of the Rolling Stones just issued by Decca and including all the top hits of the group from “Satisfaction!” to “Have You Seen Your Mother Baby Standing In The Street?”

Decca’s best selling record is the Rolling Stones’ “High Tide And Green Grass.”

Adamo is always one of the best-selling artists of E.M.I. Italiana. His latest single containing “Se Ma”—after 15 days from the date of release—is already among the top 10 of the list.

Fonit-Cetra is strongly promoting two new young talents. First one of them is the group “El Clasico” whose second single has been recorded at the famous recording of “Bandiera Giullia” (“Yellow Flag”) published by Curci. He has just recorded his second single including “Il Superuomo” (“Sunshine Superman”) and “Poi Sento Spell On You”.

The second young discovery is Marisa Sannina. The songstress has just recorded her second single including “Una Cartolina.”

The title of the show in which Marisa Sannina took part was “Ciao Nenzi.” Stage manager of the show was Enzo Trapani. Star guest was Françoise Hardy of the S.A.A.R. group, together with their band all originaly grooving for Vogue in Paro. Marisa Sannina presented the new single on the show “Ah Bene”.

The Gurus will be introduced in Italy by Cemed Carosello. The first single of the group, originally grooving for United Artists, has been released this week by the record association of the Italian band. The titles chosen are “Blue Snow Night” and “Come Girl.”

The name of Mina still remains among the top protagonists on the Italian music scene. The latest success of the songstress is “Come Tu Vuoi,” named by Bruno Canfora and published by Curci. The recording released by RiFi is also the winning title of the pop radio program entitled “Girotondo.”

“Dommage Hommage”—whose Italian translation is “Pecato” is the “A” side of the new single recorded by songstress Gliorla Quinetti which is strong and compering with those two. The song has been introduced by Gliorla via the top TV show “Scallo Reale.”

In Italy, “Winchester Cathedral” is a success under the original version of the New Vaudeville Band, released by Phonogram under the Fontana label. There is also a new hit on the best sellers list. The song has been recorded by E.M.I. Italiana at second place. As a consequence, Gianna Rava, San Remo Festival organizer, has invited the group to perform at San Remo. The group will appear on Italian TV this month.

The track to be propagated to appear in San Remo are Orietta Berti, Herve’ Vilard, the Four Seasons, and Roy Black.
The Argentine Institute of Public Opinion has just considered Ferranta's "Fourteen Million" her "hit of the season". Watch out for the Tournament ofbulls, along with the press comment from this label. Ben Molnar's project has been widely discussed by music critics and radio and TV. Reaction of the public has been very favorable up to now.

CBS organized a party at the Embassy Club celebrating the end of the year and inviting all the musical world's people. Among the guests were some who managed the company 'til 1965 and is currently working for CBS in Cen.-and South America. Claude Quiliz will spend some days in Buenos Aires, returning afterwards to Mexico.

Discord, the label managed by Julio Korn Publishers, is planning a big expansion with the acquisition of Can Tach, a classical label in Canada and other types of records. The label has prepared an album recorded at a kindergarden, and the actual voices of the boys and girls attending is it and working on further projects of this sort.

RCA is releasing the two songs recorded recently by Palito Ortega in Italian. One of the two songs is the ballad cut by Juan Ramon in Rome, both in Spanish and Italian, and another EP by this artist with versions of "Mi Tierra" "Un Nuevo Rumbo" and "Te Veo". The new album by Palito, "Un Muchacho Como Yo", is also available, as well as an album by hit duet Barbara & Dick with some of the latest International hits.

Incidentally with Virgilio Casell's visit, Music Hall released an album by this artist, under the "Casco De Oro" title. The deck contains Cervinata's latest hits like "Paint It Black" and "I'Uomo D'Oro" and, of course, her "Nessuno Me Pui Giudicare". Also coming from MI is a Mustart album by Chilo Moran, cut in Mexico, "Jamaica Sk a" and a folk album cut locally by Rodolfo Zapata, and still one more by melodic trio Los Norteros.

H R Records report the outing of new records by Chicolet Magiliano, devoted to regional music (Andes). Wilma Grotto, CBS group is also releasing a record by Bolivian artists Raúl Quiroga and the Oruro Boys. There are also two Brazilian albums, under the Equipe series, recorded by Juarez Santana and several artists from Song Tres Picos (Microfon) are also releasing their first LP. Microfon has added a new version of Chilean hit "Soñolito," this time by folk artist Julio Martin Ortega, recently invited by Kanylon's label. There is an album by Jorge Closeas, public relations man of Iberia Airlines in this area, is strongly engaged in the production of records with Spanish and pop music carrying of his name. Closeas, together with the composer Rector, is working on an album called "Flying Around the World" with a nice view of Iberia's jets, and now there will be an album with a collection of Spanish songs arranged by Horacio Malvicino which is expected with interest.

Surco is releasing a series of Vox albums carrying classical music at budget prices. These albums brought a sudden increase in sales to the young and stored artists. The album "Great American Pops" is available, and also an album by Enrico Caruso, and a third LP by Brazilian artists. This last LP has released an album by Bobby Solo with evergreen songs, reported with good results. There are also LPs by Chicolet Magiliano, Rodolfo Zapata, and the new singles by the Cuarteto Imperial, Leo Dan, Pancho Purrell, the Cyrkle and others.

**Argentina's Best Sellers**

This Last Week Week

1. *Furrial Del Labrador* Barbara & Dick (RCA); Odette Lara (Trova)
2. *Une Femme Et Une Femme* (Ferranta) Soundtrack (CBS-United Artists); Eddie Barlay, Mireille Mathieu (Disc Jockey); Frank Pourel (Odeon)
3. *Soñolito* (Microfon) Edami (CBS); Cesare Scardelli, Gabriele, Mozart, Chopin, Haydn and others.
4. *Strangers In The Night* Frank Sinatra (Reprise); Jose Feliciano, Living Brass (Vicky); Bert Kaempfert, Elia Roca (CBS); Luis Montana; Luigi Milena (Disc Jockey); Bud Shank (Trova); Andre (Philips)
5. *Rollin' Smokin'* The Ventures (CBS); Gerig (Modern Int.)
6. *La Buena Gente* (Philips); Los Claudios (Polydor); Johnny Allyn (Microfon)
8. *Lara's Theme* (Neumann) Soundtrack, Singing Strings (MGM); Roger Williams (Kapp); Frank Pourel (CBS); Al Kervin (Parity)
10. *Mediterraneo* Enrique Esposito (CBS); Juan Ramon (RCA)
11. *Micron* (Decca) Vanessa Williams (CBS); Al Kervin (Parity)
12. *Siempre Te Recordare* (Korn) Yaco Monti (Odeon Pops)
13. *La Banda* (Ferranta) Chico Buarque (Ferranta); Los Carolos (CBS); Juan Ramon (RCA)
14. *Very Sunny* Bobbi (CBS); Kapp (CBS); Al Kervin (Parity)
15. *La Banda Borracha* (Korn) Los Wawancos (Odeon Pops); Tito (CBS); Juan Ramon (RCA)
16. *Amar Pasion* (Korn) Los Wawancos (Odeon Pops); Cino del Ritmo (Microfon); Leo Dan (CBS)
17. *Miglior* (Korn) Los Wawancos (Odeon Pops); Cino del Ritmo (Microfon); Leo Dan (CBS)

**GermANY—BEST SELLERS OVER THE LAST 8 WEEKS** (Courtesy "Music")

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**GermANY—JUKE BOX-RADIO SALES FAVORITES** (Courtesy "Automatenmarkt")

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**Della Reese Sets**

P.A.'s Abroad

NEW YORK—Contracts have been signed with Della Reese (The Voice) for her availability at The Olympia Theatre in Paris, France and to do a concert tour of The English provinces beginning at Royal Albert Hall in London. Reese, the New York Times reviewer's "ruling Today" is now under management of Lee Magid, is currently negotiating with promoters Harold Davidson of London and Claude Wolf of Paris to follow up her spring appearance at the Royal Albert Hall and her appearance on the tour that might see Della packaged with Errol Garner.
RETURNS...

a very unpopular word in the record industry . . .

an equally unpopular term in the magazine field . . .

but the word isn't all bad, it has its good points . . .

especially so when our daily mail shows continually increasing returns of the familiar coupon seen below . . .

we consider such returns
Love Letters . . .
Among the January releases, the following are highly recommended by music critics of papers and music magazines here:

Among the vocal discs, "Belforte/Calypso In Brass" on Victor, "Perry Como Evergreen" also on Victor, Best Of Barbra Streisand on CBS, "Sammy Davis, Jr. Buddy Rich /The Sounds Of 60" on Reprise, "Johnny Mathis" on Odeon, and "Red Rubber Ball" on ABC are the few that come to mind.

Among the new disc releases, Andre Kostelanetz' "New Hit Mood" on CBS, "Glen Miller In Tokyo" (the actual recording from his last performance in Tokyo), Latin Trumpet Delux on Capitol, and "Strangers In The Night" by Billy Vaughn on Dot.

Original cast "Name" on CBS has been greeted with high praise. This is partly because NBC released almost simultaneously as in the U.S.A. Moreover, the musical is reportedly scheduled to be performed in Osaka and Tokyo this April with lark Fabuki Kohji (Yoshida) as of Madison's World Group will continue putting stress on releases of rhythm and blues, while Philips puts special weight on both local and classic pops and also on development of exporting Japanese original pops overseas. Victor aims to go it strong on releases of folk and country. King Records' New Year hopes lie in a release of European hit songs, while Toshiba Records is riding on the popularity of Ventures, Beattles, Yuso Kayama, and Adamo. Teichiku Records will be strengthened with the release of the Monkees label. Victor Columbia will keep releasing Andy Williams and other popular CBS artists.


**Japan's Best Sellers**

This Week

1 Yubi Ga Naiteru (Sad Sunset)—The Spiders (Philips) 14 Ume No Hana—Emiko (CBS)
2 Oitrella 'Notte—Sound Track (Fontana) Sub-Publisher/Suisel
3 Goin The Rainbow—Peter, Paul & Mary (Warner Bros) Sub-Publisher/Nichi-On
4 Kenkyu-Utra-Ni Aio—The Savages (Philips) Publisher/Shinko
5 Last Train To Clarksville—The Monkees (RCA Victor) Sub-Publisher—
6 Omoide No Nagisa—The Wild Ones (Capitol) Publisher/Wataha
7 In My Room—Walker Brothers (Philips) Sub-Publisher/EMP
8 Honeymooner, Baby, Standing In The Shadow—The Rolling Stones (London) Sub-Publisher/Shinco
9 Bus Stop—The Hollies (Odeon) Sub-Publisher/Friend-Ship
10 Managua Sound Track (Seven) Sub-Publisher/
11 Moscow—The Spotnicks (Polydor) Sub-Publisher/Fujii
12 Del Palacio—Quasquar in Pig—Sound Track (RCA Victor)
13 Just Freddie-Faced Soldier—Coleen Lovett (Dot) Sub-Publisher/
14 You Don't Have To Say You Love Me—Dusty Springfield (Philips) Sub-Publisher/Seven Seas
15 Licensed To Kill—Sound Track (Seven Seas) Sub-Publisher/
16 LOCAL

1 Yozora-O Aoi De—Yuso Kayama (Toshiba)
2 Mibyura—Yuko Hasegawa (Victor)
3 Kobore-Bana—Yuijro Ishihara (Teichiku)
4 Tsume Wa Yoru Hikare—Mari Sono (Polydor)
5 Utsuya Wa Ondora—Ichiro Araki (Victor)
6 Koibito Julie—Akiro Mita (Victor)
7 Yuki To Kaze—Yuso Kayama (Toshiba)
8 Hatsukoi Ni Yoroshiku—Tsubujiro Saigo (Crown)
9 Blue Trumpet—Kazu Funaki (Columbia)
10 Anthology: Yuso Funaki (Columbia)

**ALBUMS**

1 Andy Williams Deluxe—Andy Williams (CBS)
2 All About Alfred House—Alfred House (Polydor)
3 Brothers Four Deluxe Album—The Brothers Four (CBS)
4 San Francisco—Rosemary Clooney (CBS)
5 Rest Of Peter, Paul & Mary—Peter, Paul & Mary (Warner Bros)

**Mexico's Best Sellers**

1 Guantameras—Digno Garcia (Veltro)—Sandpipers (Tlazo)—Enrique Guzmán (Mexican)
2 Winchester Cathedral—John Smith (Gamma)—New Vaudeville Band (Philips)—Marco Liza (Capitol)—The New Happiness (CBS)—Los Rockin Devils (Orfeon)—Los Aragon (April)—Abre (Peerslee)
3 Mexico—Tony Mottola (Gamma)—Herb Alpert (Tlazo)—Los Aragon (Musart)—Chuck Anderson (CBS)—Polo (Peerslee)
4 Dicharros Dulces (Sweet Pea)—Los Rockin Devils (Orfeon)—Tommy Roe
5 The Devil In Your Heart (El Diablo En Tu Corazon)—The Beatles (Capitol)—Los Americans (Orfeon)
6 Strangers In The Night (Extranos En La Noche)—Frank Sinatra (Reprise)—Marco Antonio Muñiz (RCA)—Alberto Vázquez (Musart)—Archibald y Tim (Tlazo)—Los Dominic (Polydor)—Perry Salinas (Capito)—Irma Durantes (Orfeon)—Los Aragon (Musart)—Hass Aguilar (Columbia)—Félix dicharros (CBS)—Chuck Anderson (CBS)—Orquesta Toscante (CBS)
7 Malvada—Trio Sensación (Tlazo)
8 Dama En El Bosque (Tlazo)
9 Teresa—Los Yaki (Capito)—Gianni Ales (RVV)—Enrique Guzmán (Mexican)
10 Semis—Los Yaki (Capito)—Manolo Muñoz (Musart)—Marty Manning (CBS)

In the past First Festival of the Latin American Song, (Dec. 11 at Bayfory Park, Miami) seven of the 12 winning songs went to Mexican artists and composers and all artists of Musart Records.


All the songs sung by Gloria Laso, Alberto Vázquez, Olga Guillot and Angelles Maria are being recorded and will be released by Musart Records soon.

Latest releases from Capitol records are the following extended plays: "Dino And Dina," "Andrik," and "Nancy Wilson." The singles include "Ug Hiwagra Theme" and "Besu, Besu, Besa" with Los Hermanez Zavala. "AAA" and "Amor Amargo" with the Spanish singers Duo Dinamico, "Winchester Cathedral" and "Wipe Out" with the orchestra of Marcos Lizama, "Don't Run And Hide" and "Bus Stop" with the Hollies, and "El Pecador" and "La Guantamera" with Los de las Condes.

From DUSA we received an extended play containing "Sunny" with Bobby Debb, "I've Got You Under My Skin" with the Four Seasons, "Winchester Cathedral" with the New Vaudeville Band and "Hold Tight" with Duke Dee, Beesy, Mick and Tich.

Among the latest RCA releases are: "Monday" and "Little Man" with Sonny and Cher, on Atlantic: "If I Were A Carpenter" and "Rainin'" on the same label with Bobby Darin, on Dot the Surfaris' "Wild Weekend" and "Wipe Out," and on the RCA domestic label we received "La Zampa" and "Uno En El Freeway" with the ormarion Marcora, Those Magnificent Men In Their Flying Machines" and "Blue Boy" with Los Tres Con Ella.

Gamero Records released the latest Sinatra album, recorded live at The Sands on Reprise. Other new albums are "Golden Record Of Johnny Rivers and "Strangers In The Night" with Santo and Johnny.

**ALL SMILES—** Georgie Fame is seen signing a new five-year recording contract with CBS Records Great Britain. Looking are the company's marketing manager Ken Clancy (left) and Fame's manager Rick Gunnel. The contract in dollars runs to six figures and is the highest fee CBS Great Britain has ever paid for an artist.
Picture the tension of a Sunday afternoon as two professional football teams, having fought long and hard all afternoon to a tie, face off in the last few minutes of the last quarter. The ball is hiked, the quarterback is blitzed, the ball is loose, hands open and close greedily to recover the fumble. Out of the midst of a heaving, grunting mountain of humanity emerges the offensive linebacker—ball cramped to his chest and running like mad for the uprights. The crowd's going wild . . . he's across! Across the wrong goal line.

What might this analogy have to do with location contracts? Simple. Of recent weeks, MONY's Teddy Blatt (New York City's operator association attorney) has cited several instances where operators have gone into court to settle an arbitration matter with a location owner, only to learn the contract was originally signed by the location’s bartender or some other party totally disconnected with legal title to the particular tavern or luncheonette. The outcome is obvious—the operator loses.

Says Blatt: "MONY's Installation Contract is the evolution of years of court battles, arbitration hassles and all other kinds of legal nit-picking. The contract we now offer our members is as perfect as possible for protecting the operator's interests. The horror comes after the arduous loan-bonus gambit is finally solved, the parties get down to signing and instead of securing the signature of the actual location owner, the operator unwittingly signs up the bartender or some other paid employee. If the real owner or owners ever desire to terminate the agreement, it wouldn't take long before their lawyers spotted the wrong signature on the contract and go to work."

To make a location contract valid, the operator must secure the signature of the owner of record or an officer of the location's corporation. "There are very few blanks to be filled in," Blatt declares, "in order to make the contract as simple and error-free as possible. If the operator doesn't know the real owner's name for one reason or another, he need only look at the liquor license hanging in the window and he'll learn it in a second."

The lesson here is principally directed at MONY members but obviously applies to all operators who utilize a location contract. To use one is to use one correctly or not at all. The principle behind the contract is sound but to drop the ball in the last quarter is to destroy time and dollars spent which today's operator can ill afford.
ROCHESTER—Never one to let an opportunity pass, John Bilotta, Wurlitzer distributor from Newark, New York, presented twelve-year-old Debbie Moll, from Canada, to Rochester, Newark and Syracuse operators at a most impromptu Christmas party at Zappia’s Restaurant in Newark.

Debbie’s RCA Victor recording of “Forever Yours” b/w “Wake Up Heaven,” is doing very well in Rochester and Syracuse.

The occasion also gave Bilotta an added opportunity to show the new Wurlitzer “American-phonograph” and companion “Satellite” remote selective speaker. Approximately thirty-five guests, including operators and their wives and friends of the Bilotta family, accepted John’s hurried telephone invitation and “a wonderful evening was enjoyed by all.”

Ron de France (left) of Channel 13 in Rochester and Johnny Bilotta, Wurlitzer distributor, have 12-year-old song-striker Debbie Moll, whose record of “Forever Years” is spinning on the new Wurlitzer “Americana” jukebox.

Ron de France
Johnny Bilotta
Debbie Moll

Deutsch, Childers, Ostendorp

Patterson Dubs 3 Regional Sales Managers

CINCINNATI — Patterson International Corporation has named three men to fill positions as regional sales managers, according to L. T. Patterson, son, president.

Patterson International, with home offices in Cincinnati, presents European-designed and manufactured coin-operated games and convenience devices, including the manually controlled “Football Match” machine, with distribution throughout the United States.

Eugene J. Deutsch will direct sales in the west central and southern states, including the southern portion of California. Deutsch is a native of Hungary who moved to England where he attended high school and came to the United States, where he was graduated from New York University with a B.S. degree. He also served in the United States Army and was discharged in 1953. He was formerly district sales manager in Cincinnati for Albee Homes.

Robert M. Childers, 1140 Goschen Pike, Milford, has charge of the northwest territory comprising Washington, Oregon, Northern California, Idaho, Montana, Wyoming, North and South Dakota, Nebraska, Iowa, Minnesota, Wisconsin, Michigan and Ohio.

He has a B.S. degree in Sales and Marketing from Southern University and was formerly sales manager for Prentice Hall, Inc. for nine years and Childers Corp. until recently.

James A. Ostendorp will manage sales in all eastern and southeastern seaboard states including, New England, Pennsylvania and West Virginia. He attended Miami University at Oxford and served with the U.S. Air Force as a navigator.

LONDON—Jack D. Rose, organizer of the Amusement Equipment and Coin-operated Machine Exhibition which has taken place at the Winter Gardens, Blackpool, in November and December for the past five years, will be staging the 1967 show at the same venue from 24th January thru 25th January.

Thus the Northern show will be taking over the dates previously chosen by the A.T.A. for their London exhibition. Rose reports a record response from manufacturers, distributors and operators and already the list of exhibitors numbers over 70. This includes a large number of 'swag' merchants who, owing to the pre-Xmas rush of business were absent from the recent London A.T.A. Rose also reports that many major British manufacturers will be exhibiting at Blackpool for the first time. He predicts that there will be a considerable amount of new equipment on show which was not ready in time for the London exhibition in November and December.

With the announcement that as from 1968 the A.T.A. plans to revert to the January timing at Alexandra Palace everything points to a battle developing between the North and the South in the years ahead.

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CHICAGO—If you see a bright red glow this evening on the horizon in Chicago’s Near North Side, it’s not a fire. It’s just the new sign that spells out S-E-E-B-U-R-G on top of that corporation’s new $6,000,000 plant at 1500 North Dayton Street.

The sign, just placed in operation, faces in a southeastern direction toward Chicago’s downtown loop area, and can be seen for 34 miles, according to the White Way Sign Company, erectors of the sign.

They report the letter “S” in the sign is the largest single letter in any sign in the city of Chicago. It is 28 feet high. The entire display is 186 feet in length and is formed to the logotype of The Seeburg Corporation.

The new building, under the sign contains over 360,000 square feet on three floors and some 2,000 people are employed in the plant turning out a variety of vending machines, background music systems and coin-operated phonographs. The sign weighs 11 tons and contains 3,000 feet of neon tubing.

The building, the first new multi-story plant to be built in Chicago in over 15 years, also houses the firm’s corporate headquarters and staff as well as its International Division from which its international activities are directed. The firm was founded in 1902 and made parts for pianos. This led to the development of pianos and organs and then automatic pianos that led the firm into the manufacture of coin-operated phonographs. Since the firm became a public corporation in 1958, it has diversified greatly. It has facilities in Tennessee and Connecticut that make vending machines.


Cash Box—January 7, 1967

Fisher Reports Sales Continue Growth: Work On March Orders Progresses

TIPTON, MO.—The business outlook for 1967 casts a rosy glow at Fisher Manufacturing Company, in this city, producers of coin-operated pocket pool tables and accessories, according to Ewald Fisher, president. He explained at year’s end that he, sales director, Frank Schroeder, and vice president Marvin Mertes have happily enjoyed tremendous growth in this enterprise over the past five or six years, and he envisions greater advances in sales in this new year.

Schroeder asserted that the firm is now working on orders for March delivery, and striving mightily to catch up in production with the sales department.

“There is no doubt,” Schroeder added, “that we are diligently attempting to expand our production and shipping facilities to keep in step with our ever burgeoning sales accomplishment. We certainly expect to accomplish this feat in 1967.”

CHICAGO—Longtime coinvend and Arlington Park operator Andy Hesch and his family, of A. H. Entertainers, hosted the annual company Christmas Party for employees and their wives, December 12, in a north suburban steak house.

The happy occasion is shown here in pictures: (1) (Seated) Mr. & Mrs. Andy Hesch. (Standing—at left) Mr. & Mrs. Don Hesch, and Mr. & Mrs. Wayne Hesch. (2) A candid shot of the festivities.
C-S CHIEF SETS US STRAIGHT—Hank Schwartz, Color-Sonics chief exec, called us to point out a faux pas we committed in our Three Men On A Horse audio-six piece carried in the Dec. 24th Year End Funnies. He quoted Hank as offering C-S ops a free phone mechanism to convert their model 2600 film-only units into a combination phono-film studio when they buy a Combi-150 pm piece (to be released a few months from now). Hank says he'd like to be benevolent and give one away for each Combi-150 purchase but the ever-present economic and requisite economic cutout is $375.00. At any rate, the C-S film production arm, Official Films, are adding to their already impressive film catalogue this week with the completion of two new shorts of Mickey. Both stars—loved even Jeffrey Lionel's Paramount Studios and are titled respectively: 'Show Me The Way to Havana' and 'Squeeze Me'.

THROW ANOTHER LOG ON THE FIRE—The cold winds blowing off the Great Lakes can't chill the heart of Eir. Pa. Distrib Mickey Anderson—he's got his Wurlitzer Americana juke to keep him warm. "Movin' very well for us," says Mick. Last saw Mickey himself movin' very well on the dance floor out at the MOA Show. . . . Royal's Clint Shekoff offerin' his holiday best in the royal style with year end holiday specials on equipment. Big inventory constant now and with machines for export making up a sizable chunk. Plenty of TV gifts also shufflin' along.

FROM OUR NEIGHBORG UP NORTH—Laniel Automatiques' chief Romeo Laniel scored exceptionally well in 1966 with Gottlieb pin sales, says the word from this Montreal op-distrib. This well-respected coinvert's machines can be seen in countless spots throughout the greater Provinval area. Personal note: How do you like your Rangers this year, Romeo? . . . The Gilchrist lads continue to do a bangup job with the American Shuffleboard line, say the factory execs down here in Union City, N.J. Even with the international duty required on each unit, the Gilchrist's more a mighty fine share of American products . . . . Progress on Montreal's EXPO 67 movin' right along as the show for the big international fair is a plenty exciting. Already seems they're really starting to get up to some of the areas of the city. It's the best yet," he advises.

ASSOCIATION DOINGS—AMOA's Jimmy Mullins (Mullins Amusement) looking confidently forward to a prosperous 1967, drops a few thoughts along to the Florida trade and indeed the rest of coinland, sayin' they've had a good year in the coin machine industry but it is more necessary than ever that we continue to build up our association(s) in order that we may be healthy and progressive. We must always strive to improve our business conditions and public relations and there is no better way than to support your associations. Jim also passes along special thanks to AMOA's Keith Nelson and Jim Bonne for their work in 1966 and for their untiring efforts in arranging the great association weekend at the Flamingo Hotel last Dec. 1st thru 4th . . . Related New Year wishes go out to the NY trade from Al Denver, Ben Chichosky and gal frippie Sophie Selinger. (I did spell it right, didn't I, Soph?) . . . Mike Mahuqueskar of Jan. 18th at the Nelson House in Poughkeepsie. The bell rings at 7:30 P.M. so be on time. . . . Millie McCarthy, Jack DeHart and their NYSMA boys send on their wishes for a prosperous one in '67. . . . Tommy Tarantelli (Tarantelli Pen-Stop) citing Dean Martin's 'Lonely People Do Follow Things' and 'Snoopy vs The Red Baron' as sure-to-be hits on jukebox. Come on and get 'em, says Tom.

BETTI AT HIS BEST IN '67—Between munchings and quaffings of a deadline day lunch we checked in good friend Bert Beti to wish him and his Mrs. a Happy New Year. Bert beat us to it by wishing us the same when he picked up the phone. And how, we inspired are his General Billiard accessory line, Fischer pool tables, Chi Coin amusement games and Rock-ola phones? Terrific, said Bert. What's more, 1967 will be the thirtieth anniversary of the Betti business complex, begun in 1932 by the senior Bert. (Way back in the eighties Bert was the first to place a fortune at the movies on a yellow juggle. Because we were more than anything a pleasure meeting him at the MOA convention)." We plan to celebrate in the full sense of the word—with bells and banjos and more business." He passed on greetings from John Rafer, Jerry Gordon and the rest of the gang at Stern-Betson-Betti (We hope Bert throws another of his amiable toasts—we remember the last one and it was well worth sipping the jungle rainstorm to get to the showroom); besides, he had the Beatles singing Kansas City on the Rock-ola juke, and we think both articles are Extremo-istic). Bert had to duck off the phone to talk to a long distance customer so we rang up the dynamic Dave Stern of Savannah (You can't get off video, we're sure Bert would want to get the latest. Dave info'd he's clearing the deck for plenty o' action with big bargain on new equipment inventory. Dave wants to give his many customers the big news in person—so all come on in . . . Oscar Parkoff, chief o' the Atlantic New York office in Elizabeth, reports that a proverbial horde of ops are stompin' in to see and buy the big new Williams moneymaker "Casanova" two player flipper pin amusement game.
The calendar reads “January, 1967” and this, of course, means that coinop opened a whole new book for what promises to be an interesting, exciting, and profitable new year in all phases of the coin machine and vending business—and, that certainly includes the industrous, hard working operator. Theoperators are greedy, at this particular time, with a greater variety of coinoperated equipment and, of equal importance, a fantastic mushrooming of new types of locations; such as, motels, expanded airport installations, etc. We have observed steady progression over the past several years. And, we will never forget the lean years in coinops which are not too far off into the past. Certainly, the operators are cognizant of the fact that the profit margins are way out from under us with shocking suddenness. But, with the proper business acumen and development all of us can hold the line pretty well. We trust this hardy and industrious group to continue its steady progression to ever greater success and an ever improving New Year.

A happy holiday season has its sad, sorrowful moments, and this first item is the most tragic to cross this desk now. Sincere condolences to Bob Richey and his unhappy family, of Automatic Music Co., in Knox, Indiana, who lost their home and all of their valuable coin machines, equipment and supplies in a spectacular fire on January 1st.

This year is the first year that Chicago Christmas will circulate a special Christmas Edition. This edition will feature a special 32-page holiday supplement. Chicago Christmas will be published in a Color edition and in a Special Holiday Edition.

**Midway's Premier Shuffle Alley**

Simplified, motorized coring units
Rugged pin mechanism
Circuit designs...fewer, easier to maintain

5 WAYS TO PLAY

Regulation
Regulation plus Bonus
Bonus* + Flash + Dual Flash

*Separate Bonus System for each player

Midway's Manufacturing Company
3750 River Road • Schiller Park, Ill.
(A Suburb of Chicago)

**Midway Premium Shuffle Alley**

**Simplified, motorized coring units**
**Rugged pin mechanism**
**Circuit designs...fewer, easier to maintain**

5 WAYS TO PLAY

Regulation
Regulation plus Bonus
Bonus* + Flash + Dual Flash

Watch your profits soar!

**Milwaukee Mentions**

The favorite pastime at this eleventh hour in the tired, old year is prognosticating over the possibilities in the bright, cheery new year. Milwaukee Mentions generally queries the trade in Cream City annually as we approach the new year, and here are some of the happy reports:... Two very optimistic champs are Harry Jacobs, president of United, Inc., and the firm's new sales champion Russ Townsend. There is no doubt in their minds that the year 1967 offers many rewards for the local distrib, especially with the Wurlitzer “Americans” coin-operated phonograph and its companion “Satellite” airblown speakers. They extend their very best wishes for the New Year to all their friends in coinops. ... Nate Victor, of S. L. London Music Co., anticipates many sales increases in although we feel that this trend will continue unabated. ... One of the most exciting innovations in 1966 was ChiCohn's finger ball in the “Flair” big ball bowler, which also had other outstanding features. M.D. Secor, sales chief, indicates that this kind of pioneering type of engineering and designing will continue. ... We always look forward to the Milwaukee & Co. with delight, nostalgia and the feeling that happy new ideas will always come out of the enterprising shop there. And, from Dave Gottlieb, Alvin Gottlieb, Nate Gottlieb and Judi Weinberg we get the message it will continue.

American Electra & Classic

Either one is the perfect pool table for your location. The Electra features an electrically operated drop coin mechanism (used with either a battery or available current) while The Classic features a "feather touch" cheat-proof coin mechanism.

**American Shuffleboard Co.**

210 Paterson Plank Road, Union City, N. J. (201) 5-6633
(Redwood Office—1423 Southwesten Avenue)

Cash Box—January 7, 1967
California Clippings

HAPPY NEW YEAR. ... Being that this is the first issue of Cash Box for the year of 67, we want to wish everyone on phonowor a happy and successful New Year. ... The new year seems to be starting off with a bang for Automatic Sales, Bob Portale tells us that they are eagerly awaiting the arrival of their shipments. Last week he shipped 8 single player pin games to Chicago, and down 8 orders of sparerolls! So as not to let things get dull, they also split a bottle of champagne. They have good reason to celebrate over there, they just received their first shipment of Valley pool tables. We understand this event prompted "plee" (they said it, not us) and enthusiasm on the part of Charles Robinson, Al Beethoven and Hank Trouton. The beautiful new oval has been getting great response from operators, according to Hank. Midway's "Premier" shuffle ally and the "Captain Kid" rifle game are also moving briskly. On the East Coast, Jerry jug, the international president of the juke, is now back at work. Her trip was highlighted by visits to such places as Lake Tahoe, San Francisco and Las Vegas. Our Beethoven, son of Al, is helping his Dad with some extra work during the semester break at UCLA.

SOLD OUT PUT UP FOR PIN GAMES AT SIMON DISTRIBUTING. ... George Muraoka reports that due to the holiday rush, they sold out every pin game that they had in stock. By the time you read this, they hope to have some new shipments arriving at any moment. Joe Merll, from the parts department, just got back in town after spending the holidays in Oakland with his family. Joe helped to carry a heavy load of SRO records taken in to see how "Ski and Score" and "Grand Prix" were doing. He was also busy in December with George on a trip to Las Vegas in his new car. Joe got his license in June. It is called the "Dydo Slant." It is a coin operated embossed label vender. Just put a dime in and you can make up any label your little heart desires. We for one, can't wait until it is put on the market so we can try it out.

FROM THE RECORD RACKS. ... The Solle sisters at Luenahgen give us the news that long time favorite, Jimmy Wakely, was in for a visit along with Dol ponton of Phoenix. The girls tell us that they really like his new disc, entitled "Cowboy." Monster of the week looks like "Hello, hello", by the Statler Brothers. A long way from California. They feel that it is still a fight to the death between "Snoopy vs. the Red Baron" by the Royal Guardians and "I'm Not Your Stepping Stone" by none other then the Monkees. Even a look or a glance between the Monkees and "SRO" by Herb Alpert and the Tijuana Brass on A&M.

HERE AND THERE. ... Dean McMurdell of Circle International reports that he had a visit from Hanyu Shima, operator from Okinawa. ... Rumor of the week we hear thru the grapevine that Marshall American has already joined forces with Manny Glass at Wico Corp. ... Spoke with Bill Happ and told him we put a ball game out with the newest ball, the Juke Box, from the San Diego way, was in for a few days to purchase some new equipment. They now have their full line of 67 Fischer, and U.S. Billard pool tables. ... Stan Larsen of Struve Distributing says that they are preparing the introduction of Williams new single player pin game "Magic City" to arrive at any moment. Cliff Nugent is presently covering the Bokker and San Louis Olphson area, while Jim Lawless is taking the vending van around the San Diego territory. The other vending van twin, Tony Tripler is now working with Kent Larsen at the Struve office in Arizona.

Happy Birthday This Week To: ... Samuel A. Weisman, Baltimore, Maryland ... J. D. Cox, San Francisco, Calif. ... Ray Rieth, Chicago, Illinois ... Charles S. Lichtman, Newark, N. J. ... E. R. Cole, Tampa, Florida ... Harold N. Lieberman, Minneapolis, Minnesota ... Abe Chapman, Los Angeles, Calif. ... W. T. Biesche, Baton, New Mexico ... Carl Hamburger, Midland, Michigan ... Brian Smith, New York, N. Y. ... Peter S. Jackson, Chicago, Illinois ... Louis N. Jamial, San Antonio, Texas ... Stanley C. Woz- niat, Danville, Ill. ... C. E. Sharp, Seattle, Oklahoma ... Joseph E. Sprawik, Elmlia Heights, N. Y. ... J. I. Hudso, Jr., Mound City, Illinois ... Jack Wilson, Chicago, Illinois ... Robert H. Shube, Bluefield, West Virginia ... William R. Barbour, Danville, Virginia ... Charles W. Hughes, Loda, Indiana ... Edwin W. Ponder, Liberty, Missouri ... Romie M. Anderson, Austin, Texas ... C. C. Grift, Norfolk, Nebraska ... Israel Itzkovich, Shenandoah, Pennsylvania.

Mr. Jaeger Named Automatique Chief

MASEPHTH, N.Y.—Max Jaeger has been named President of Automatique New, Inc., with complete operating responsibility for the company's vending operations and the food services of the Brady Food Service Divi- sion. Automatique, New York is an operating division of Automatique, Inc., Kansas City, Mo., a national food and vending service organization whose stock is publicly-owned. The announcement of Jaeger's promotion was made by John D. Ward, Jr., the company's president.

Weaver M. Brady, Jr. was formerly president of Automatique, New York, becomes chairman of the board. Mr. Ward also is a vice-president of the parent organi-
Chasing the Stars With A Tape Recorder

Rowe AMI’s “Play-Me” — The 30-Second Jolt

NEW YORK—When Rowe AMI premiered its “Music Merchant” phonograph last fall, it simultaneously unleashed a three-pronged promotional program designed to persuade location customers themselves to play more music.

Based upon the theory that a juke box play is an “impulse purchase,” Rowe’s Fred Pollak and Joe Barton advised their distributors that any phonograph will earn additional coins for the operator if it’s made to “sit up, shine out and literally tell the customer to come on over and play the machine.”

According to Barton, this on-location merchandising program consists of: 1. the Change-A-Scene front panel to enable the operator to alter the appearance of the unit and give his juke box that “new look” as often as he wants; 2. the dollar bill acceptor, and 3. perhaps the most unique facet of the scheme—the “Play-Me” promotional record.

The “Play-Me” record is a seven inch disc, pressed on red plastic for quick identification, featuring the voice and song of prominent recording artists who “invite” the location customer to “come on over and play the juke.”

Usually two to a machine, the “Play-Me’s” are automatically triggered by the Music Merchant after an optional 15 to 30 minutes of “dead time.”

Buchen Advertising’s Charles Harrington, who is spearheading the “Play-Me” program for Rowe, told Cash Box last week: “Fred Pollak came up with the Play-Me idea. He had experience in merchandising and thought that direct appeals to the location customer by recording artists would punch up the plays and the coins. It’s a novel idea and it’s working. When we first went out to test locations and tried the Play-Me’s, we watched people looking around trying to find the voice, saw it coming from the juke box and went over to check it out. Once there, they put some coins in and played some music. In a great sense, the Play-Me persuaded the customer to make an “impulse purchase.”

“I think entertainment is as indispensable as soap and the process of selling it in mechanical form—the juke box—should be much the same, Our program is designed to sell two things at once—the music on the Music Merchant and of course, the Music Merchant itself. Nobody ever went after the man in the bar to this extent. You can talk about a machine’s advantages in style or performance or sound and of course that’s important; that’s the product. But to go after the audience itself is to nudge the man with the dollar bill in his pocket or a half full of dimes.

The average Play-Me opens with eight to sixteen bars of the particular artist’s current record or evergreen hit (Tony Bennett’s “The Shadow of your Smile”, Andy Williams’ “Moon River”) followed by a few words asking the customer to come over and play their latest tune or any of the other “great recordings” on the machine.

Chad (to the left) and Jeremy (standing, pensively) broke up their “Play-Me” session by improvising. “Come over here and play this wonderful...” said Chad. “Jukebox thingie...” cried Jeremy. “Yes, yes!” It plays music and other amazing things!”

It’s an all-around benefit,” says Harrington. “The Play-Me promotes juke box play, the artist, very often his current record and always his record company. I’ve written most of the scripts for these records and they all include reference to the singer’s label. It’s a mutual hand-shake.”

Harrington initially contacted the trade press to find out where performers could be located, read the newspapers to find out who was in town and then went after them with a script and a tape recorder.

“It must come as a shock to some (Continued on Cover 3)
CLASSIFIED AD RATE 20 CENTS PER WORD

Classified ads must be typewritten, double spaced.

CLASSIFIED AD

1. Every word including all words in feet must be counted.
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ATTENTION: We are the trade's largest suppliers of new and used jukeboxes, coin, etc. Best quality, lowest prices.

EASTERN: NOVELTY DISTRIBUTORS, 3726 E. 30th St., PHILADELPHIA, 3-6267.

SEBURG L.P.C. #480, ROCKOLA GRAND PIANO, 3020-3028, 6-200, 550, $25.00 each. Write or call.

KLOPP COIN COUNTERS WE MANUFACTURE and sell. Stable, automatic counting and coin sorting machine available.

POKERINO, POKERINO LF—call today for new prices.

WANT—RELAXATORS—JUST OFF LOCATION, almost new—$295 each.

Cash Box—January 7, 1967

46
Tony Bennett

Guy sitting at the bar sipping his beer to hear Boots Randolph yelling out of nowhere: Hey! Get over here and play this juke box. Boots is a wild one. We recorded him in a hotel room at the MOA Convention between rehearsals for the banquet show. We taped Lainie Kazan out there, too. She had broken her hand in an accident the day before but was very good about helping us. Matter of fact, most all the recording artists and labels we contact are extremely excited about the idea—the only difficulty comes in nailing the artist down when he’s in town for a few minutes time. Pet Clark was playing the Copa. We went over there and taped her between shows. She’d been doing eight a week but she’s a pro all the way. She read the script cold and it came out sounding like a love letter. She did two takes, both perfect.”

Dean Martin

After Harrington makes the tapes, he sends them to a sound studio for mixing and pressing. “We’re trying to cover all aspects of popular music, from Wilson Pickett to Sonny James, country to big band, rock and roll, ballads, the works. It’s a fun project and it’s an added push for the juke box,” he said.

Harrington recalls the taping of Chad and Jeremy. “We had a script prepared but they wanted to wing it. They’re both very sharp, very witty. We just let the tape run and let them cut up. They did several takes and we all cracked up when the tapes were played back. I think they are one of the most successful Play-Me’s—relaxed, campy, surprising. That’s the way they should be.”

“The there was the day we got aboard of Dr. West’s Medicine Show and Junk Band. Oh, they were wild! They went through the script and started adding things as they went along. One of them whipped out a juice harp and the girl in the group was clanging a bell she had around her neck.”

Following is a list of completed Rowe AMI “Play-Me” records: Jerry Vale, Sy Zentner, Richie Dean, Blue Dolphins, Andy Williams, Tony Bennett, Herb Alpert, Al Martino, Sonny James, Mel Carter, Vie Dana, Lainie Kazan, Boots Randolph, Petula Clark, Johnny Tillotson, Al Caiola, Chad & Jeremy, Baja Marinba Band, Wilson Pickett, Jackie Vernon, Dr. West’s Medicine Show & Junk Band, and B. J. Thomas.

C-S To Offer Juke Mech

NEW YORK—The ‘Combi-150’ combination audio-1/2 phonograph unit scheduled for release later this year by Color-Sonics early in ’67 will be accompanied at C-S distributor showrooms by an auxiliary phonograph mechanism, itself designed to convert present model 2400 film-only units into combination machines. This phonograph mechanism will be sold at a nominal fee with each purchase of a Combi-150, factory execs said, adding that they intend producing model 2400’s as long as the present demand continues.

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