Disk Sales Topped $700 Mil In '66 • West Will See
Red Bloc Trade At MIDEM • New Classics Arrive:
Melodiya Via Angel, Budget Odyssey from
Columbia • Dists Get Epic, UA Product
Messages • Ops Map New Copyright Battle

THINGS KEEP LOOKING UP FOR THE FOUR TOPS
EVERYTHING'S PEACHES AND HERB!

THE EVER-GROWING "LET'S FALL IN LOVE" HAS GONE POP!

IT'S A DATE TO REMEMBER.
Money and its ability to diversify the activities of record companies talked at two recent label conventions, the parent companies of which are about to enter the corporate structures of two non-show business giants.

ABC, barring some Congressional attempts to block the merger, will become part of International Telephone & Telegraph on Jan. 23, while United Artists has already signed a "letter of intent" to join the family of a large holding corporation, Trans American. The official merger date is expected to be sometime in March.

At both conventions, spokesmen for ABC and UA felt the need to inform wholesalers present of the exciting possibilities that exist with an enriched flow of capital. In diversifying themselves, these new parent companies feel that now is the time to take advantage of the tremendous growth in leisure time activities. Fortunately, as was made known at both label conventions, IT&T and Trans American do not intend to maintain the status-quo, financially at least (both ABC and UA's management teams will not be affected).

ABC will require and receive more cash as it is about to embark, under Sam Clark, on the production of motion pictures. Cy Segal, a vp of the American Broadcasting Company, assured ABC label execs that any film produced by ABC would see its soundtrack LP under the ABC Records logo. David Picker of United Artists Pictures offered UA label people the enticing forecast that the company would be able to "acquire what it wants" under the Trans American umbrella, including talent acquisition and investments in Broadway properties.

As for soundtracks, which will play an all-important part in the product of ABC and UA, parent company execs conceded the major exploitation value of music from films. This was also stressed at the concurrent MGM sales meeting, where David McGrath, director of exploitation for MGM Pictures, underscored the values of placing a strong score on a soundtrack. Understandably, all three labels have the green light to recruit musical talent that can give films a tremendous promotional hand.

It would seem that anywhere these labels would like to turn, parent companies, whether internal or those who come about as a result of mergers, are going to let them give it a try. The record industry now has a prosperous friend on Wall Street.
**Cash Box TOP 100**

<table>
<thead>
<tr>
<th>Rank</th>
<th>Artist</th>
<th>Song</th>
<th>Company</th>
<th>Week 1</th>
<th>Week 2</th>
<th>Week 3</th>
<th>Week 4</th>
<th>Week 5</th>
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<tr>
<td>1</td>
<td>I'm A Believer</td>
<td>The Monkees</td>
<td>Epic</td>
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<td>2</td>
<td>Snoopy vs The Red Baron</td>
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<td>RCA</td>
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<td>3</td>
<td>Tell It Like It Is</td>
<td>Frank Sinatra</td>
<td>Reprise</td>
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<td>4</td>
<td>Sugar Town</td>
<td>The Four Tops</td>
<td>Motown</td>
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<td>5</td>
<td>Good Thing</td>
<td>The Righteous Brothers</td>
<td>Tamla</td>
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<td>6</td>
<td>Who's Lovin' You</td>
<td>Mamas &amp; Papas</td>
<td>Dunhill</td>
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<td>7</td>
<td>Standing In The Shadows Of Light</td>
<td>The Lettermen</td>
<td>Mercury</td>
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<td>8</td>
<td>Tell It To The Rain</td>
<td>Peter, Paul &amp;</td>
<td>Reprise</td>
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<td>9</td>
<td>That's Life</td>
<td>Frank Sinatra</td>
<td>Reprise</td>
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<td>10</td>
<td>Nashville Cats</td>
<td>Lovin' Spoonful</td>
<td>Kama Sounds</td>
<td>18</td>
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**Alphabetized Top 100 (Including Publishers and Licenses)**

1. **I'm A Believer**
2. **Snoopy vs The Red Baron**
3. **Tell It Like It Is**
4. **Sugar Town**
5. **Good Thing**
6. **Who's Lovin' You**
7. **Standing In The Shadows Of Light**
8. **Tell It To The Rain**
9. **That's Life**
10. **Nashville Cats**

*Alphabetized by artist and song title.*

**Cash Box**

**January 21, 1967**
Racing Excitement Sets A New Sound Track Record!

The new champion from MGM! Just released and dealer demand already equals initial orders for DOCTOR ZHIVAGO!

The Original Sound Track Album
Presented by Metro-Goldwyn-Mayer

Grand Prix

Music Composed and Conducted by
MAURICE JARRE

And coming up fast—the next champion of the single charts!

Theme from GRAND PRIX

MGM ORCHESTRA under the direction of PETER SPARGO
K-13669

Cash Box—January 21, 1967
New for '67
The Monkees
Second Album
Already RIAA certified

MORE OF THE

COLGEMS

COM/COS-102

COLGEMS
DON KIRSHNER, President
Manufactured and distributed by RCA
MIIDEM Sees As Meeting-Ground For West & Red Bloc Disk Trade

NEW YORK—Western and Red Bloc countries, including Yugoslavia, will have a common record industry meeting-ground for the first time at MIDEM, the International Record & Music Publishing Market coming to Cannes, France Jan. 30-Feb. 4.

M. Jean-Claude de Villeroy, International Manager of MIDEM, concluded a three-week visit to the United States last week, during which he enlisted support for MIDEM from all levels of the American music business. M. de Villeroy announced that favorable responses have been received at MIDEM headquarters in Paris to invitations issued earlier to State music and recording personnel in the Soviet Union, Poland, Czechoslovakia & Yugoslavia. Representative's widespread Superphoton record label in the latter nation are also expected to attend the MIDEM.

At least three major new American firms indicated their intention to attend the MIDEM, and a number of others announced informal acceptance pending final decisions by boards and legal counsel on an exact method of participation.

On the Coast, the Liberty and Everest labels joined the list of registrants, along with the MIDEM roster; while in Nashville, the expected participation of Tree Music in the persons of executive Jack Stapp and Buddy Kilian was also announced.

The MIDEM, the first international meeting of record manufacturers and music publishers, will have more than 1,000 music business executives from at least 30 countries. The five-day meeting will include personal meetings between these entities and representatives of various new distribution and affiliation arrangements are expected to be concluded.

"Summit Conferences"

For the larger companies who already have their own existing networks of affiliates, subsidiaries, and distributors, the MIDEM affords the opportunity to hold what amounts to a one-conference year's worth of formal meetings with people from many nations, thussaving considerable time and great expense during the year in making separate visits to these various outlets. Several companies have already planned such affiliate meetings.

It was also stressed that many of those who expect to be active on the MIDEM front form what has been called the "Hot Line"; a network of independent publishers and record men, particularly the European independent, of great importance as a continuing flow of current creative talent has a great deal of marketable product and very few arrangements with companies in other countries through which to sell it.

It was noted in addition that American firms should have an especially keen interest in this event, as the top people of tomorrow are included in its ranks. Although firm contracts for new territories or valid affiliations are expected to take place by 1970, United Artists Records will release the track LP.

Three Singles Hit Above On Oscar Prelims


New Sales Incentive Program A new four-month sales incentive program, which began on Jan. 2, was announced by Korby Moore, the label's director of marketing, and Vic (Continued on page 60)

RIAA Predicts Banner $700 Mil 1966 For The Record Industry

NEW YORK—The record industry hit more than $700 million in retail sales in 1965, estimating about $70 million over 1965, estimates the Rec- ord Industry Association of America (RIAA).

The industry's banner year was underwritten by RIAA's sales all-time high in RIAA certifications for LPs. LPs, the major part of the industry output, had a 24% increase over 1965. Thirty-six albums sold one million copies and 231 sold a half million to over a million. December sales were up 11% over November, and the year was 24% above 1964.

A Victor Records took top LP honors with 14 awards in 1966, while Capitol Records won out in the singles area with five gold records (see below).

Tape Sales Rise The $46 million figure estimated by the RIAA brings the industry a solid step forward in achieving a milestone predicted for the early 1970s. This is a $1 billion industry, which is a recent industry report was in the early years of the next decade. Disks for 1967 will be supplemented by the sales of magnetophone stereo tapes, according to Ampex, major producer of prerecorded tapes. Sales of this line will skyrocket from $45 million in 1966 to $70 million in 1967, with cartridges accounting for 65% of tape sales.

Epic Sales Confab Stresses Role Of Local Distrib Promo

MIAMI BEACH—The local distrib promo man received special attention at last week's Epic Records sales con- ference held at the Viceroy Hotel in Miami Beach.

The meet, on Jan. 8-10, paralleled the annual meeting of all the label's roster, hosted, Len Levy, Epic's vp stated.

The mood of the gathering was devoted specifically to the "growing importance of the role played by the local distrib promo man." According to the sales segment of Epic's distrib outlets in the United States, a new arrangement of new LP product by Epic, Okeh and Crossroads, as well as new merchandising promotions, and a new incentive program were introduced.

Several local distrib promo men were explained by Fred Frank, national promo manager, who chaired the discussions. "We are aware that,

UA's 'Hot Line' Between Film Co. & Label Spotlighted At Sales Meet

MIAMI BEACH, Fla.—United Artists Records introduced 30 albums under a "Hot Line" banner to sales con- vention in Miami Beach's swank Doral Hotel Jan. 6-8.

The meet attracted more than 150 distrub, rack jobbers and key com- panies' rep. directors, in addition to representatives from the parent firm, United Artists Pictures. One of the latter, David "Fiddler to UA"

United Artists Pictures has ac- quired film rights to "Fiddler On the Roof," the musical hit of the musical theatre. Still going strong, the Broadway smash was expected to take place by 1970. United Artists Records will release the track LP.

Picker, relayed to the confab news of the impending merger of UA with Trans American, a large holding company (see this week's editorial).

Another parent exe, Frank Goldberg, ad-promo director, looked ahead to the summer when UA will release (and encompass) its long-coming three major flocks, the fifth James Bond retailer, "You Only Live Twice," at a cost of $9 million, the most expensive 100 film yet, "The Way West," starring Kirk Douglas and "In The Heat Of The Night," which UA feels will be in the Oscar derby.

UA also expects to come up with the "hottest tracks of the second and third "Italian westerns" starring Clint Eastward, the first, "Fistful Of Dol.

(Continued on page 60)

INDEX

Album Plans .30
Album Reviews .30
Basic Album Inventory .64
Colin Music Section .88-89
Country Music .71
International Cover .71
International Section .71-72
Juke Box Ops Record Guide .69
Looking Ahead (Singles) .9
New Charts .32
Platter Spinner Patter .24
R&B Top 100 .79
Radio Active Chart .56
Record Ramblings .12
Single Reviews .18, 18
Sure Shots .22
Tag Shots .32
Top 100 Albums .63
Top 100 Labels .42
Cash Box—January 21, 1967
A Dandy Turnout For Jerry Wexler's Surprise 50th Birthday Party & Award

NEW YORK—Wit rolled off the tongues of troubadours like Atlantic-Atco lore’s Don Liebman, former friends of Jerry Wexler gathered at the St. Regis Hotel in New York to celebrate the record mogul’s birthday (10). Jerry was in attendance for what turned out to be a surprise party that he had no idea was being planned for him. He was seated at the head of a long table, with a large cake in front of him. The room was filled with friends and family, all celebrating Jerry’s birthday with him.

NORM Details Convention Program

NEW YORK—NARM, the rack jobber association, has lowered the price of its 1967 NARM Convention, which will be held in Los Angeles on March 6. The convention will feature an exhibition of new products and seminars to be presented at its ninth annual confab in Los Angeles, with a special emphasis on the Western market. Registration for the gathering, which will be conducted under the theme of "Horizons Unlimited," is running at a record pace, according to Don Ayers, convention chairman. The program will deal in depth with many facets of interest, including record merchandisers, wholesalers, and manufacturers, beginning with the opening business session, on Monday morning, March 6. Jules Malamud, NARM executive director, in announcing the complete agenda for the Business Sessions, stated, "The program has been geared to deal with practical problems which face our members every business day. We are utilizing the services of our own industry members, as well as many outstanding members of the business community, to probe for answers to these problems. We feel that the subjects with which we are dealing need particular attention, and we have turned to the experts in each field to help us find answers and solutions."

Angel Markets Soviet-Deval Classics

HOLLYWOOD—Angel Records’ Melody/Ange/Alto series, involving a deal between Capitol Records and the Soviet Union, goes to market here on March 5, with the release of six albums. The initial product stems from stereo tapes of materials not previously available in the western hemisphere. The recordings are mastered, pressed and packaged by Angel’s domestic manufacturing facilities.

Long-Hair Budgets Arrive From Columbia

NEW YORK — Columbia Records joined the low-priced classical LP field last week with 10 albums under the logo of Odyssey, spanning reper- tories from the Renaissance to the 20th century, the line will carry a list price of $2.49 for both mono & stereo editions.

Chess Sets San Juan Conflag

NEW YORK — Leonard and Phil Chess of the Chess, Stax & Volt label, operators of the "Golden Era" of R&B, are introducing a new concept in LP records. The "Golden Era" of R&B, which ran from 1945 to 1955, is being honored with a series of 12-bit stereo releases. The series, which will start in March, will feature recordings from the "Golden Era" of R&B, and will be released on the Chess, Stax & Volt labels.

In "The Sun" tar, the 1967 theme is "Sleeping with the Fishes." Highlighting the meet will be the introduction of 21-LPs, including sets by such artists as: Ramsey Lewis, B.B. King, Dave Brubeck, and John Coltrane. The event will be sponsored by Chess Records and will be held on March 5, at the Apollo Theater in New York.

Special conferences and consultations on individual problems will be made available to any distrihibitee request-
Hurry
And
Order...
Hugo Montenegro’s
"HURRY SUNDOWN"
'9074
the new single from
the Original Soundtrack
Recording of Otto
Preminger’s exciting new
motion picture. Composed
and conducted by Hugo
Montenegro and available
now—it’s a grabber!

If it’s happening...it’s here!

RCA VICTOR
© The most trusted name in sound
Steve Douglas To
Mercury City A&R

CHICAGO—Steve Douglas, veteran coast A&R executive, has been named A&R coordinator for the western states for Mercury Records, reports Irving B. Green, president.

The 28-year-old case, Green stated, will report to him and Irwin H. Steinberg, executive vice-president for managerial direction, where Douglas will report to Charles Fash, vice-president of recorded product in New York for a, r, and r. direction. Douglas will headquarters in Mercury's newly-established western regional Hollywood office, where he will work in conjunction with the activity of Bob Sarandon, Mercury's new western states' activity. Green emphasized that Douglas will work for all labels in the Mercury fold—Philips, Smash, Fontana, Limelight and Mercury, directly developing and signing new talent; cooperating with coastal indie producers and major talent and also working with established talent within the Mercury family of labels.

Douglas began his professional career as a musician with Stock, 1958. In 1959, he returned to his native Los Angeles, where for the next six years he worked as a sideman and later as a contractor, conductor, and arranger for a variety of recording dates. In 1965, he joined the A&R staff of Capitol Records, Hollywood, his last affiliation. In the ensuing two years, he supervised sessions, including the now-famous hits as "Theme From Summer Place" by the Lettermen; "Queen Of The House" by Jody Miller and "Hound Dog" by Peter and Gordon. Douglas also supervised 18 Capitol albums, the top-selling charts, including seven by the Lettermen; three by Wayne Newton; two by Jody Miller and one by Billy Preston.

CBS/Ed Film Co.

(Continued from page 7)
at American and European film festivals.

In March 1966, when he announced the agreement for CBS acquisition of Creative Playthings, Inc. and its subsidiary, the Learning Company, of Greensboro, N.C., suppliers of three-dimensional educational systems, Lieberson said, "We view this as just the beginning of an extended program in the new fields of educational development." The CBS educational services division was formed in June, 1966, as part of the CBS/Columbia Group, and in July Creative Playthings and The Learning Center became two of five companies to announce the new organization. Dr. Frank Stanton, president of Columbia Broadcasting Systems, Inc., said CBS' intention to participate promoted "a magazine of educational content in the educational services field. Through this Division, CBS expects to have a large part in one of the most important developments in the United States and abroad during the years ahead."

Bailey Films, Incorporated, has been privately held. Columbia Broadcast System, Inc., is traded on the New York Stock Exchange and the Pacific Coast Stock Exchange.

Gaskin, Stone Added To Universal City Staff

HOLLYWOOD — The newly-formed coast label, Universal City, continued to beef up its production staff with the addition of former MGM Production producer-composer Jerry Goldstein, Cash Box has learned. In addition the firm has also announced the signing of country producer Cliffie Stone.

Goldstein, who is also finalizing a contract as an exclusive writer for MCA Music, has produced such chart items as "I Am Glad," the Boz Scaggs and "My Boyfriend's Back" by the Angles. He is expected to be joining with A&R exec Dave Pell within the week and will be involved in the new projects label as well as producing singles and albums for the firm.

Stone, who has discovered and managed such name artists as Tennessee Ernie Ford and Sonny & Cher, will be handling the C&W product for UC. In addition to producing masters, Stone will be talent and material for the label. His most recent assignment was supervising the motion picture "Hillbillies In A Haunted House.

Stone will continue to operate off his own house at Central Songs Inc. First release from the label will be a master picked up from Chiricore Records. The side, reportedly a Denver-LA hootenanny, is titled "Acapulco Gold" by the Rainy Days and ships this week (18). The second slot, set for release the followings week is a York-Pala production by the Daily Flash, called 'The French Girl.'

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Little Richard
"Hurry Sundown"
(From the Otto Preminger
Motion Picture Hurry Sundown)

DOUBLE DYNAMITE

Walter Jackson
"Speak Her Name"
c/w "They Don't
Give Medals
(To Yesterday's
Heroes)"

Okeh

© "Okeh" MARCA REG. T.M. PRINTED IN U.S.A.
NEW YORK:

Jae Holtzman, president of Elektra Records, has purchased (without details) the YACC-AM FM-Hartford, Conn. The move, which is a first for the label, is part of a continuing series of expansions within the Elektra organizations. Holtzman opened a branch in London and an office in Wash., D.C. on Apr. 28th. . . . MGM's Robbie Porter has been set label with "Show Girl In Town" by Whitey Forrester and "The Last Time." . . . Gladya Shelley is reportedly pleaded with response to her latest new policy. . . . The New York Times "The Today" and "Mike Douglas" shows.

Eddie Deane reports that "Smashed Blues At Carnegie Hall" (Johnnie Ray and "Blue Autumn" by Bobby Goldsboro as a guest) was well received and "ooked out by Eddie are; "Hard To Get a Thing Called Love," Tony Bruni, a big seller. . . . There's a new one called "The Street Singer," the Sagwith Camel; and "Talk Tails," the Music Machine.

Speaker from his office in the Metric Arcades, Al Altman informed us that he is represented on both the Frank Sinatra "That's Life" LP and the Andy Williams "In The Arms Of Love" set by "Sand And Sea." Al's also crowing about "Mon Amour" by Gilbert Becaud.

Atlantic has picked up an Ella Washington master entitled "The Gentle Christmas Singer." Forty-eight Rotanz says that the Dade dock of "That's The Man's Man Of Mine" by Nicky Lee has left all of the labels in his orbit. Dominie Sicilia is producing a concert special for the upcoming concert of Hunter College. The show which is the American concert debut of the group, will be held in the Hunter auditorium at 21st and Park Ave. on Feb. 12th. Jerry Ross is pushing; "California Nights," Lesley Gore; "Dig You Baby," Jerry Butler; "Ike & Tina;" and "We Ain't Got Nothin' Yet," the Blues Magoos.

The Buffalo Springfield was in town last week being cut by Charlie Greene. Charlie says that the group's "For What It's Worth" deck on Ato is about three-quarters complete.

Johnny Tillotson will be coming into the Cope for 2-weeks on June 13th. . . . Francis will be in San Reno for the festival. . . . Erroll Garner is set for keyboard shots with both the Milwaukee and Cincinnati symphonies in the spring. . . . Another important item set for an 11-night gig at the Whiskey Au-Go-Go in L.A. starting Mar. 8th. . . . Rudy Collins is set for an airing on the "Direction" TVer on Feb. 12th. . . . Several of the new Bob Dylan items crept over including the Howard Theatre in Wash, DC. and the Burdick in Uptown. . . . The Four Tops played the Stoney Brook campus of New York State Fair, on Jan. 14th.

The Nashville-based indie team of Bobby Russell and Buzz Cason is debuting their newly formed Elf with the Trousdale Strings dedicated to "Love" with Warren Zevon, to advantage Of You," the Benson and Hedges shores. . . . The last two singles on Elektra. The large and Dunhill president Jay Lasker, also who is the east coast "run-away hit. . . . It is pronounced and portrait of an entire generation (artis- tically) written to be a "success" rather than for time) Steve Barri might very likely work for Vickery. The resem- lance to the hard-nosed girl of the foreground of Time's Jan. 6th cover, is, if not startling, considerable. P. F. contract and career. Like many of the records, Elf has just begun and later formed a group with her two sisters. Asked how she felt about an early record, she said, "I didn't really have a variety. It is my very own."

George Russell, repping Randy Wood and Dot, celebrates Rudy Vallee's birthday with a a 2-week tour of Europe plus a 1,vagabond lover luncheon at "AHS." On," John Street, who will be with Bill Gallagher presented a gold record "(Somewhere My Love)" LP to Rudy. . . . The Shelter Hotel with a cocktail clambake to celebrate the event.

RECORD RAMBLINGS

In this week's edition of "Cash Box" we will be featuring a new section called "Record Ramblings." This section will provide insights into the music industry, trends, and events from a unique perspective. We are excited to bring you this new addition to our weekly publication. Stay tuned for more exciting content in upcoming issues of "Cash Box."
Another SMASH!

THE YOUNG

RASCALS

Lonely Too Long

from their smash LP "COLLECTIONS"

ATLANTIC #2377 (Single available in four color sleeve)

Atlantic 8134/SD8134

Management: Sid Bernstein
Booking: Associated Booking Corporation

Cash Box—January 21, 1967
Everybody loves somebody on Pickwick/33. And why not?

New for '67

You Can't Love 'Em All
Dean Martin
SPC-3057

Simon & Garfunkel
SPC-3059

The Romantic Sound
Fred Waring & The Pennsylvanians
SPC-3451

Della Reese
Delight & His Piano & Orch.
SPC-3053

Hawaii — The Island of Dreams
Webber
Edwards & His Hawai'i Call Orchestra
SPC-2032

Pola All The Time
Stevie & His Orch.
SPC-2001

Last Day In The Mines
Steve Dudley
JS-0045

Country Star Time
David Houston/Sunny James
JS-0044

The Great Mel Tormé
T. Texas Tyler
JS-0042

Sings His Hits
Ted Fetter
JS-0043

pictures at an Exhibition
Haydn
Royal Philharmonic Orch.
Eugene Goossens
SPC-4035

Spanish Splendor
Espanol Symphony Orch.
Conductor: Conde
SPC-4031

Elisha D. Scott and Orchestra
Philharmonic Orch.
Salman Fray
SPC-0044

Look at the powerful Pickwick/33 release (mono & stereo) for 1967. With money-making names like these, how can you miss? You'll sell Pickwick to everybody . . . because Pickwick has the big names, by special arrangement with 14 record labels including the magnificent Capitol catalog. Each one a...
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Beethoven: Symphony No. 7 in A Major

Mendelssohn: Violin Concerto in E Minor

Bruch: Violin Concerto in C Minor


Beethoven: Symphony No. 3 in E Minor

Philharmonia Orchestra conducted by Walter Susskind

Philharmonia Orchestra conducted by Charles Groves

Hank Locklin Sings Hank Locklin

Mildred Travis

Hilltop Records

Country/Western

Hank Locklin Sings Hank Locklin

Faron Young

Ira & Charles Louvin

Cash Box—January 21, 1967
LOVE IS HERE, AND NOW YOU'RE GONE (2:35) [Jobete, BMI—Holland, Dorier, Holland]

DADDY'S LITTLE GIRL (2:25) [Cherio, BMI—Burk, Gerlach]

THINK (2:28) [Sounds, ASCAP—Cesana]

AL MARTINO (Capitol 5825)

After slicing off a nice chunk of the "Wheel Of Hurt" sales apple, Al Martino comes right back with another winning effort in "Daddy's Little Girl." Already getting nice action, the Martino-ridden standard should perch on any big chart niche. "Devotion" is another real pretty ballad. Also sounds good.

I WISH YOU COULD BE HERE (2:45) [Charing Cross, BMI—Simon, Woodley]

THE VISIT (She Was Here) (2:14) [Sherman-Devorson, BMI—Chandler, McKendry]

CYRKLE (Columbia 43965)

Right behind their "Please Don't Ever Leave Me" chart stand, the Cyrkly comes across with "I Wish You Could Be Here," which should soon spin the boys right back up the best-seller lists. Another goodie from the crew. "The Visit (She Was Here)" is a pleasant, softly done stanza.

KEEP A LIGHT IN THE WINDOW TILL I COME HOME (3:21) [Kaga, BMI—Alexander]

TIME IS A THIEF (2:41) [Acuff-Rose, BMI—Newbury]

SOLOMON BURKE (Atlantic 2378)

A veteran of the twin-market theatre, Solomon Burke unleashes a vocal barrage that could well conquer armies of pop and R&B fans. Plug side, "Keep A Light In The Window Till I Come Home," is a plaintive, moaning tale of homesickness on the GI front. "Time Is A Thief" has a similar sound.

I'VE BEEN LONELY TOO LONG (2:04) [Sliesar, BMI—Cavaliere, Brigati]

IF YOU KNEW (3:01) [Sliesar, BMI—Cavaliere, Brigati, Carnish, Danelli]

THE YOUNG RASCALS (Atlantic 2377)

All of the many loyal fans of the Young Rascals should go for this thumping pounding effort by the boys. "I've Been Lonely Too Long" is a soulful, medium-paced, blues-toned side that is a strong chart contender. "If You Knew" is a smooth ballad for the romance minded.

THE PEOPLE IN ME (2:53) [Thrush, BMI-Bonnwell]

MASCUline INTUITION (2:08) [Thrush, BMI—Bonnwell]

MUSIC MACHINE (Original Sound 67)

The Music Machine follows up its initial chart smash of "Talk Talk" with what looks like another sure-fire money-maker. Plug side, "The People In Me" is a psych-eastern flavored rocker with plenty of teen appeal. "Masculine Intuition" is another strong thumper.

SO YOU WANT TO BE A ROCK 'N ROLL STAR (2:04) [Tickson, BMI—McGuinn, Hillman]

EVERYBODY'S BEEN BURNED (3:03) [Tickson, BMI—Crosby]

BYRDS (Columbia 43987)

Although they've been cold for a spell, the Byrds threaten to bounce back strongly with "So You Want To Be A Rock 'N Roll Star." The boys offer a wild, steady-moving pounder that's already getting big air action. "Everybody's Been Burned" is a slow-moving, blues-drenched soft-rocker.

DON'T GO HOME (MY LITTLE DARLIN') (2:20) [Loveable, BMI—Lehmann, Lovovsky]

NOBODY BABY AFTER YOU (2:40) [Loveable, BMI—Jordan, Shaw]

THE SHIRELLES (Scepter 12185)

The Shirelles have a sure-to-please deck for their many fans with "Don't Go Home (My Little Darlin')." The rhythmic, bouncing while-backer was popularized by the Playmates and might easily make it again, "Nobody Baby After You," on the flip, is another pleasant effort.

THE HUNTER GETS CAPTURED BY THE GAME (2:47) [Jobete, BMI—Robinson]

I THINK I CAN CHANGE YOU (2:44) [Jobete, BMI—Robinson]

THE MARVELETTES (Tamla 51413)

Already making noise, "The Hunter Gets Captured By The Game" is a front running candidate for sales and spins throughout the country. Lid is a pulsing, soulful effort and should be a powerhouse with the Marvelettes' many fans. "I Think I Can Change You" holds more of the same.

THINK SOMETIMES ABOUT ME (2:25) [Partita, BMI—Andrews]

HIDE ALL EMOTION (3:05) [Partita, BMI—Wilde]

SANDIE SHAW (Reprise 0546)

Seems to be enough strength in this new Sandie Shaw outing to bring the British lark back to the American chart scene. Side to watch, "Think Sometimes About Me," is a powerful ballad with a lush ork backing and loads of appeal. "Hide All Emotion" is a thumping, mid-tempo stand.

YOU GOT TO ME (2:45) [Tallyrand, BMI—Diamond]

SOMEDAY BABY (2:17) [Tallyrand, BMI—Diamond]

NEIL DIAMOND (Bang 1440)

Neil Diamond is riding a strong chart contender with "You Got To Me." The side is a rhythmic, blues-toned, Medium-paced, funky romp that should please all of the artist's many fans. "Someday Baby" is a groovy, folk-flavored, shuffler.

I'M A BOY (2:34) (Dartmouth, ASCAP—Townshend)

IN THE CITY (2:20) [Essex, ASCAP—Moon, Entwhistle]

WHO (Decca 32058)

Consistently popular in Britain, the Who may establish themselves firmly on these shores as a result of "I'm A Boy." Way up high on the English charts, the easy-paced rocker could do likewise here. "In The City" is a danceable mover.
GARY LEWIS & THE PLAYBOYS

ARE OUT TO PAINT THE TOWN GREEN $$$
WITH A BRAND NEW ALBUM
AND A SMASH HIT SINGLE!

"WHERE WILL THE WORDS COME FROM"

#55933
Newcomer Picks

BIRDS OF A FEATHER (Yeh-Yeh-Yeh) (2:21) [Irmaus Vitale S. A., BMI—Kelly]

SETH STEP (2:22) [E. B. Marks, BMI—Angelos, Kolbas, Stoltz]

RAY CHARLES SINGERS (Command 4092)

The Ray Charles Singers have stepped out of their usual bag to come up with a wild item dubbed "Birds Of A Feather (Yeh-Yeh-Yeh)." This one features a strong, throbbing Latin sound and very "busy" track. Could go, "Step By Step" is an easy-swinging soft shoe sound.

THE PLAYGROUND (2:53) [Al Gallico, BMI—Catana, Cooper]

LONELY CLOWN (2:40) [Easy Listening, ASCAP—Maxwell, Denoon]

DEBBIE LORI KAYE (Columbia 43999)

After coming close several times in the past, Debbie Lori Kaye looks like she's finally ready to bust loose as a result of this first rate session. Tabbed "The Playground," the tune is a big-sounding, pleading social message filled with moody imagery. "Lonely Clown" is a torchy bluesier.

MY GENERATION (2:36) [Devon, BMI—Townshend]

GIRL (2:47) [McLean, BMI—Lennon, McCartney]

THE ROVIN' KIND (Dunwich 146)

This hard, driving, frenetic, workout might just be the right kind of tune for the Rovin' Kind. Infectious lid builds to screaming peak. Complete change of pace on the flip with a smooth gentle, relaxed treatment of "Girl."

FLOATING DOWNSTREAM ON AN INFLATABLE RUBBER RAFT (2:47)

[Logma, Gringo, BMI—Leggins]

ON FRIDAY (2:46) Gringo, Logma, BMI—Leggins

THE SECOND HELPING (Viva 605)

The Second Helping should get more than their share of spins and sales the first time around with this groovy rock romancer for an initial venture. Side has a semi-oriental mystical flavor about it. "On Friday" is a medium-paced, bluesy romp.

A TWO LEGGED BIG EYED YELLOW HAIRER CRYING CANARY (2:44)

[Bikini, ASCAP—Vance, Williams]

BIRD WALK (2:00) (Bikini, ASCAP—Vance, Williams)

NON CONFORMISTS (Scepter 12184)

The Non Conformists may find they've been molded into a top record act when "A Two Legged Big Eyed Yellow Hairer Crying Canary" wings out across the U. S. Bouncy, good-time effort should get spins aplenty. "Bird Walk" is a bouncy pulsating instrumental.

CLOCK ON THE WALL (2:45) [BMI Canada Ltd.—Bachman]

OUTSIDE CHANCE (2:00) [Ishmael, BMI—Crocker, Zevon]

SOUNDS LIKE US (Fentana 1570)

Here's a groovy version of "The Clock On The Wall" that could prove very timely for the Sounds Like Us. In a contagious, squirming rocker the boys speak out against being chained to schedules. "Outside Chance" is another teen-slanted offering.

Best Bets

BRENDA & THE TABULATIONS

FLOYD CRAMER (RCA Victor 9065) (Dionn 500)

D RY YOUR EYES (2:30) [Blackwood, BMI—Blackwood] Key—[Bee Cool, BMI—Payton, bordour Floyd Cramer could well Costes] Slow-paced, gutsy wailer could push this deck to the top of the charts. Should be a winner for Brenda & the Tabulations. (B+) GOOD VIBRATIONS (2:52)

B E: THE WASH (2:10) [Bee Cool, BMI—Payton, Costes] Love Nice chorus backing on this Fast rocker about a new dance called instrumental version of the Beach the "Wash." Boys' giant.
FOR IN-STORE “GRABBERS”!

- Lewis-Ventures “Look To” Display!
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- Gary Lewis, Ventures, 50 Guitars, & Guitar Phonics Counter Supplements!
- Eye-catching, Colorful Streamers!
- Easel Jackets Galore!
GABOR SZABO (Impulse 45-254)
- SPELLBINDER (2:59) [Gabor, Szabo] Swing alongside Latin-flavored instrumental melody.
- SLEEPER (2:47) [Meters, BMI—Stonemason] Latin feel and melodic structure.

PATTI AUSTIN (Coral 62551)
- Gotta Check Out (2:30) [Merrimac, BMI—DeCoteaux] A warm arrangement.

RICK SHORTER (Columbia 4-43881)
- FUNKY BELL HALL (2:42) [Mark, BMI—Shorter] Pounding, pulsating rock with a Latin feel.
- The Hard Road Back (2:49) [Mark, BMI—Shorter] Solid, hard-driving foot-stomper on the back.

RON UNDERWOOD (Columbia 4-43881)
- TRUDY (2:12) [Piccadilly, BMI—Henderson] Bright, happy-go-lucky instrumental
- Time Is Slipping Away (2:26) [Margie, BMI—Pamen, Halsey] Bouncy, fast-moving topper about time and love.
- Tender Love (2:54) [Saxon, BMI—Underwood] Slower instrumental on this side.

GAYLEN ADAMS (Bullet 10999)
- Time Is Slipping Away (2:26) [Margie, BMI—Pamen, Halsey] Bouncy, fast-moving topper about time and love.
- Now (2:30) [Margie, BMI—Baldwin] Medium tempo ballad.

JONNA JAYE (Jolar 1068)
- It's Your World (2:05) [Paisley, BMI—Wayne] Pretty melody-romper over here.

BRENDON STONE (MGM K13853)
- It's All Over Now But The Crying (2:50) [Neil- rae & Lesrie, BMI—Winkler, Alexander] Hard-driving, powerhouse rock offering should be heard throughout the air waves.
- It's All Over Now But The Crying (2:50) [Neil- rae & Lesrie, BMI—Winkler, Alexander] Hard-driving, powerhouse rock offering should be heard throughout the air waves.

WILLIE HARRIVEY (Capitol P 5821)
- Hit Me Back To Chattanooga (2:30) [Lowery, BMI—South] Bouncy, strong rocker.
- The Hard Road Back (2:49) [Mark, BMI—Shorter] Solid, hard-driving foot-stomper on the back.

JIMMY CHURCH (Sound Stage 45-5580)
- You've Got Me (2:44) [Doorway, BMI—Jones, Church] Wailing, soulful R&B rock.
- Twinkle (2:43) [Cape Ann, BMI—Lee] Haunting arrangement of "Twinkle, Twinkle, Little Star."

DICKY TREADWAY (T.S.M. 6177-8212)

SAM BAKER (Sound Stage 45-2579)
- Just A Glance Away (2:12) [Cape Ann, BMI—Orange] Sam Baker's guitar and vocals will take your breath away.
- Safe In The Arms Of Love (2:45) [Cape Ann, BMI—Orange] Slow, steady rock effort with a warm and emotional feel.

ROY BLACK (Verve/Folkray K95905)
- Need You (2:50) [Shapiro, Bernstein, ASCAP] Strong, soulful melodic rock.
- I Am Not Alone (2:27) [Chappell, ASCAP—Ariand, Stillman] Stylistic, continental.

JASON EDDIE & THE CENTRENS (Capitol P 5727)
- True To You (2:23) [Cen- trens] Soulful, throbbing ballad over here.

JONNY FEVER (RCA Victor 47-9071)
- Zombie (2:24) [Falstaff, BMI—Frisch, Fuller] Powerful, pulsating rocker.

DUKE ELLINGTON (Reprise 6041)
- Don't Get Around Much Anymore (2:33) [Robbins, ASCAP—Ellington, Rose- sell] Big band swinger should score high with Ellington fans.
- SAD TINOL DOLL (2:27) [Tempo, ASCAP—Ellington, Stray- horn, Mercer] Same here.

SNOOPY AND THE OTHERS (Hickory 45-P-1342)
- I Am Not Alone (2:27) [Chappell, ASCAP—Ariand, Stillman] Stylistic, continental.
- It's All Over Now But The Crying (2:50) [Neil- rae & Lesrie, BMI—Winkler, Alexander] Hard-driving, powerhouse rock offering should be heard throughout the air waves.

VAN LEE CYKE & THE MONTOWN BRASS (Seal 35028)
- 6 BY 6 (2:20) [Jopet, BMI—Nixon, Riser] Pounding, foot- stomping instrumental.
- Time (2:03) [Jopet, BMI—Columbia] Potent, free-swinging finger-snapper.
- As Time Goes (2:23) [Yubash, BMI—Schweiker, Lamp] Zesty, gutsy rocker over here.

RICHARD "GROOVE" HOLMES (Pacific Jazz 88137)
- It Might As Well Be Spring (2:50) [Williamson, ASCAP—Rogers & Hammerstein] Light-fingered organ playing and groovy jazz arrangement.

SCOTT MCKENZIE (Epic 5-10124)
- No, No, No, No, No (2:05) [Southern, ASCAP—Stephens, Polareff] Catchy, full- harmonized melody rocker.

THE JONES BOYS (Ato 45-6460)

THE TROPICS (Columbia 4-43876)
- Time (2:03) [Yubash, BMI—Columbia] Potent, free-swinging finger-snapper.
- As Time Goes (2:23) [Yubash, BMI—Schweiker, Lamp] Zesty, gutsy rocker over here.
3 WAYS FOR JAN.!

LOOK to IMPERIAL for '67

LOOK

LOOK

LOOK

LOOK
MGM Promotes 2 in Coast Expansion

NEW YORK—MGM Records is expanding its west coast operations and has promoted two of its west coast executives to important new positions. Clive Fox, who was handling regional promotion for the label on the west coast, will now head up the new office with the title of director of west coast operations. Lu Fields, who was associated with the MGM branch in Los Angeles, has been advanced to the position of district field representative. The announcement of these two promotions was made recently by Mort Nasatir, president of MGM Records.

Okeh Enlarges Operation; Adds To Staff

NEW YORK—Leonard S. Levy, vice president of Epic and Okeh Records, has announced major expansion plans and policies for Okeh. Larry Williams has joined the staff of Okeh as a producer. Based in Hollywood, he will be responsible to Stu Phillips, executive producer, West Coast Artists and Repertoire, for the development of new artists, as well as those already under contract.

Prior to the announcement of Okeh, Larry Williams worked as a solo artist and writer. In addition, as an independent producer, he was instrumental in co-producing recordings by the famed Little Richard, an Okeh recording artist. In this capacity, he also brought Johnny Watson and a number of other artists to the label.

Also joining the Okeh staff at this time is Oscar Fields, who will serve as regional promotion manager for the eastern, southern and midwest sections of the country. Based in Cleveland, he will be responsible to Fred Frank, national sales manager of Epic and Okeh Records.

Fields joins Okeh with extensive experience in the record business, including five years as local promotions manager for Cleve-Disc Distributors in Cleveland.

Haufer To Atlantic For Album Promo

NEW YORK—Atlantic Records has named Gunter H. Haufer to handle album promotion. He will work on Atlantic, Atco, Stax, Volt and other labels distributed by the firm. He reports to Len Sachs, Atlantic-Atco LP sales chief.

Before joining Atlantic Haufer had been with Universal Distributing Company of Philadelphia for 15 years. During the past two years he has handled promo for the Epic and Dot labels in the Philadelphia area for Universal. He was in charge of national promotion for the Jamie/Guydon label from 1962 to 1964. In addition to his years with Universal, Haufer was also with Keg Records in New York and Cincinnati, and with Gotham Record Distributors in Philadelphia.
THERE'S GOOD "LOOKING" IN WORLD PACIFIC'S JANUARY RELEASE SO
Joe Harnell: Hit Career That Almost Never Was

NEW YORK—The nimble keyboard wizard who has become a familiar figure on the "The Moon" ("In Other Words") into general acceptance and is now riveting listeners with his music is Joe Har nell, who has been a widely known, but pianist. Joe Har nell achieved something of a miracle when he walked into a studio three days ago and recorded "Fly Me To The Moon" for Kapp Records. Ten months before he was involved in a violent auto accident in Canada, where he was working on scoring a film. The artist swooned from a stroke days before and came to discover that the fingers in his right hand had received multiple fractures. During his 3 month stay in a Canadian Hospital, surgeons literally reshaped his knuckle and offered a prognosis that would have re-shaped his career; he could write music, but he'd never play again.

What Har nell had for going, however, was the simple fact that he could not accept it. A year after the accident, he started playing the piano since he was 6. Har nell says today that the doctor's "comment was not logical to me." For several weeks, he taught his fingers to make the simple act of going down. While he was playing eight months later, his fingers were "angulated such a degree that they often hit the wrong notes."

Even at this stage in his re-learning, he received the moral support from friends. Dave Garroway of Kappa Records, for which Har nell had cut a few albums as an orchestra leader. Kapp asked him to do a single date, "an awfully long three hours," Har nell recalls, "since I kept goofing."
The result was "Fly Me To The Moon," a smash hit and annual Grammy year in the soul and rhythm & orchestra dept. Har nell sums up the nature of this success by reciting an incident which he refers to as the "16th Street". About to pull his car in at his home in Teaneck, New Jersey, a boy, about 12, stopped him and asked for a signature on his recording book. Har nell obliged and received this comment from the youngster: "You sure know what kids like in music!"

Winning the WHITING: Margaret Gewell, soprano, has been selected to sing the role of Lady in the Lincoln American Council's first Opera production, "Mexican American," with the American Institute and the American

Nightcrawlers

The Nightcrawlers are currently on the charts with "Little Black Egg," which is number 78 this week. The Kapp group is composed of Chuck Conlon, writer and bass player, Sylvan Wells on guitar, Pete Thomson on guitar, Tom Roger on drums and Robbie Rouse, singer and tambourine. Together for one year, they all attend Dayton Beach Junior College in Florida. They have played most of the local teen clubs in that area and have gone big with the teenage crowd. The boys recently finished a prom tour of local dances for radio outlets in Miami and have gained additional exposure by appearing on regional TV. They released one record before "Little Black Egg." The single was entitled "Cry" and although it did not receive nationwide airplay, it was a smashing success in the Daytona area. In fact, the effort established a record of sorts. It was reportedly the only one that has remained on WROD-Daytona's survey for over fifteen weeks. The boys are very happy with the way "Little Black Egg" is doing all over Florida and considering how the tune is doing nationally, they may break their own record nationally.
Turoff, Doumanian

NEW YORK—Turoff and John Doumanian have been appointed to executive posts with Kapp Records. Turoff has been named general manager of the company’s western division. He entered the record business with Roulette Records in 1963, serving as promotion manager. Later, he was associated with Alpha Distribution Company in New York. In 1964, he joined London Records as that label’s west coast promotion manager. Prior to joining Kapp, Turoff was national promotion director of United Artist Records.

Doumanian has been designated to cover the midwest region promotion for Kapp. Doumanian, who will work out of Chicago, was formerly with Capitol Records, Columbia Records and most recently with Capitol’s subsidiary label, Tower Records. He will focus his initial efforts on several new disks, including “Lady,” by Jack Jones, “Sunrise, Sunset,” by Roger Williams, and “Little Black Baby,” by the Nightcrawlers.

Atlantic Fall LP Plan Hits 2.5 Mil Gross

NEW YORK—Atlantic Records recently concluded its fall album plan with total sales of the 26 new LP releases reported to be over the $2.5 million mark in gross sales.

Len Sachs, Atlantic album sales chief, stated that the cooperation of dealers and distributors in advertising and promoting Atlantic and Atco products has been a great part in contributing to the success of the program.

Albums in the pop and R & B fields include “Collections” by the Young Rascals; “The Wicked Pick- etts”; Bobby Darin’s “If I Were A Carpenter”; Otis Redding’s “Dictionary Of Soul”; Percy Sledge’s “Warm And Tender Soul”; Sam & Dave’s “Double Dynamite”; the Stax oldies album “Memphis Gold”; Joe Tex’s “I’m Gonna Do A Little Bit Better”; Leslie Uggama’s “A Time For Love” and the first album by French singing star Mireille Mathieu.

Jazz LP releases on Atlantic during the fall included Herbie Mann’s “New Man At Newport”; The Charles Lloyd Quartet’s “Dream Weaver”; the Modern Jazz Quartet’s “Blues At Carnegie Hall”; Brother Jack McDuff’s “A Change Is Gonna Come”; Sergio Mendes’ “The Great Arrival” and Eddie Harris’ “Mean Green”.

During the Oct. regional sales meetings in New York, St. Louis, and Los Angeles, Atlantic instituted a distributor sales contest offering a trip to any city in the world for two both for Atlantic and Atco distributors in the three U.S. regions, East, Mid-West, and West Coast. The winners of the contests were: Tene Distributors. Miami (Atlantic-East); Heilichker, Minneapolis (Atlantic Mid-West); Dave’s Distributing Company. Denver (Atlantic-West); Universal Distributors, Philadelphia (Atco-East); Southland Distributors, Atlantia (Atco-Mid-West); and United Distributors, Chicago (Atco-West).

The Atlantic distributor winners of second and third prizes (mink stoles) were: Guy Batten, Boston; Seaboard, East Hartford; Music City, Nashville; Southland, Atlanta; Chothan, Oakland; Merit, Los Angeles.

The Atco distributor winners of second and third prizes were: Tene, Miami; Dumont, Boston; Stan’s, Shreveport; Music City, Nashville; Davis, Denver; Krak, Phoenix.
Looking for an IMPULSIVE '67

look to

SUNSET for '67

The economy line with built in impulse sales!
HOLLYWOOD, FLA.—ABC Records displayed its “Wide World of Entertainment” LP product for Jan. at a distrib sales confab in Hollywood, Fla. recently. Scene, as shown in top photo, was the Diplomat Hotel. In the second photo, Larry Newton, president (right), goes over presentation plans with Bud Katz, sales manager (left) and Howard Stark, label vp. In third shot, Newton greets ABC artist Frankie Laine at cocktail party reception; bottom photo shows Loren Becker of Command Records, ABC affiliate, debuting new releases to conventioneers.
GRITS 'N' CORNBREAD

THE SOUL RUNNERS

Originally entered "Praeant Under Glass" but after thorough marketing research by the management of Mosoel Records, it was found to be lacking in popular appeal. MoSoul 101

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ALBUM PLANS

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

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Buy 7-and-get-1-free on entire catalog, including new LPs. No expiration date has been set.

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

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

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

JEWEL-PAULA-WHIT
1 free for every five purchased on entire catalog. No expiration date.

LIBERTY

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

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

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

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

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

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

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

SIMS
Free with every 10 purchased on entire catalog. No expiration date.

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

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

VANGUARD
Effective January 16th-February 15th—10% off on 9000 Pop & Folk series (Mono & Stereo) 10% off on Everyman Classics (Mono & Stereo) 20% off on classical LP's (Mono & Stereo).

Masterwork Presents Early '67 Product Line

NEW YORK—Masterwork Audio Products, a department of Columbia Records, is currently presenting its early audio product line throughout the country.

Highlighting the new product presentation is a technical advance called “complementary symmetry”. Masterwork has simplified this designation to “C/S” with this breakthrough. Masterwork offers an amplifier with less than 1/2% distortion throughout the entire audio range. The power generated by this new amplifier also required the development of new cabinets because the new amplifier components are rigid, ported enclosures, completely matched to the new amplifier. The “C/S” series consists of a solid state portable and two solid-state packaged component systems. The portable, model 6000, has a 30-watt output. Garrard changer, ceramic cartridge, diamond needle, detachable speakers and a removable lid, and it retails at the suggested price of $129.95. The “C/S” component systems, models 7000 and 7002, differ only in that model 7002 has a tuner. They are encased in hardwood walnut cabinets and produce 30 watts. Both component systems contain a Garrard turntable, ceramic cartridge and diamond needle, and each has four separate audio channels. The suggested list price of $149.50, while model 7000, at $149.50, and model 7002, at $249.50.

Masterwork’s portable phonograph model 2001 features attaché styling in a contour luggage case available in two-tone gray or oxford gray. Carrying the suggested list price of $99.95, model 2002 comes with a package of five hit 45-rpm records at no extra cost. Model 2004, an automatic portable operating on batteries or AC current and encased in ebony luggage, continues to be available at the suggested list price of $49.95.

Masterwork has also announced the availability of four portable stereo ensembles in the price categories which will provide that all important turnover. Ranging in suggested list price from $59.95 to $189.95, the ensembles fulfill different consumer needs and are similar to the models presented last season and has been one of the company’s best sellers, continues, with its custom-designed stand, to retail at the suggested price of $59.95. Model 2107 is a new design with automatic changer and contains a full broadcast band AM radio. It comes equipped with a custom-brass finish roll-over stand and is suggested to list at $79.75. At the suggested price of $99.95, model 2098 features a stereo cabinet. Garrard changer, 10-watt output, and stand. Model 2014, with AM/FM/FM-stereo multiplex tuner, is available for $219.95. The full solid-state installation is a packaging for $299.95.

Masterwork’s deluxe packaged audio systems, models 4610 and 4660, both with tambour doors, continue to be available, but at new prices. Both contain built-in amplifiers, enclosures matched to speakers with the audio features necessary for clear sound reproduction. Model 4610 lists at $215.00, while model 4660, with AM/FM/FM-stereo, has a suggested list price of $326.50.

A new, promotion-priced console has also been announced: model 5160, in a 51-inch cabinet. The solid-state chassis has AM/FM/FM-stereo, four speakers, 20-watt output, diamond needle and other features. The replacement of the Masterwork’s modern console series is available at new prices. The standard series, with decorative cabinets of contemporary, early American, and Spanish design, has the following suggested list prices: model 5115, $298.95; model 5117, $298.95; model 5119, $295.95. The 24-Karat Series, a “compact” series with 80-watt amplifier, hand-wired chassis and hemispheric speaker systems, has all three models now suggested to retail at $590.50 each.

An integral part of the firm’s audio line is two tapecarride players. Model 2001 features attaché styling in a for audio equipment with inputs and lists for $79.95, and model 8500 is a self-contained tapecarride player with its own speaker system, retailing at the suggested price of $185.95.

Blue Note Issues January Releases

NEW YORK—Blue Note Records is pleased to announce the release of their new box set of varied product. The release includes "Extension," George Braith; "Blue Spirits, Freddie Hubbard; "Contours," Sonny Stitt; "Happiness," Bobby Hutcherson; "Cornbread," Lee Morgan; and "Vibrations," The Three Sounds.

Lee Morgan’s LP’s "Cornbread," follows "Search For The New Land," a recent chart item. A single will be released shortly from the Three Sounds LP, "Very Good Year" and "The Frown."

Crescendo Releases Three New Albums

HOLLYWOOD—Crescendo Records has released the following new LP’s for the month of Jan.: "Brazil Now," by Les Baxter; "The Best Of Billy Strange," and "25 Greatest Instrumental Hits," by the Challengers.

A new single, "The Theme From The Sand Pebbles," by Les Baxter, is also ready for release.

Philip’s Unveils LP Sales Program

CHICAGO—Philip’s Records announce their new sales program of the new year Jan. 11. The program is entitled "Philip’s 67" and emphasizes their "Leisureman" line.

The 67 selected Remics include 15 new classical LP’s for the serious collectors continuing best selling LP’s from the Philip’s catalog.

Add to this the Philips 67 pro gram, are plans discounts of 10% on all Philip’s Pop, Connoisseur series LP’s and a 20% plan discount on all Philips classical LP products.

Included in the new LP release are "High Priestess Of Soul" by Nina Simone; "Colors" by the Three Sounds; "Encounter" by The Swingle Singers and The Modern Jazz Quartet; "More Than Music" by The 128th Street Boys; the Orchestra; "Brazilian Blend" by the Tiara Band; "Happy" by Buddy DeFranco; and "How To Avoid Prostrate" by Norman Davey.

The Norman Dorey LP is a record ed LP of the best selling book.

The new Nina Simone LP offers the vocal in selections characteristic of the style that initially established her as an interpreter of "soul" songs. "More Than Music" is the third LP in the Mystic Moods Orchestra series the promotion instrument, is being promoted with natural sounds as in their previous "One Stormy Night" and "Grand Piano Concerto."

Ken Nordine’s "Colours" is a voice music which has hit pictures of his "Brazilian Blend" and Walter Wanderley offers combinations of authentic Brazilian music with Wander ley’s arrangements.

The album is a crossover between the Swingle Singers and The Modern Jazz Quartet on the "Encounter" album originated with John Lewis of The Modern Jazz Quartet and combines the styles of both groups.

On the seven classical albums in the January release was recorded in collaboration with violinist David Oistrakh with Frida Bauer, "sonatas" by Debussy, Prokofiev, Ravel and Yaou. Other LP’s include Stravinsky’s "Symphony in C" and "Jeu de Cartes" performed by the London Symphony Orchestra, conducted by Colin Davis; Strauss’s "Waltzes and Polkas", recorded in Vienna with the Vienna Symphony under the baton of Wolfgang Sawallich; Teleman’s "St. Matthew Passion" with Kurt Redel conducting soloists, chorus and Swiss Festival Strings. The three prize-winning albums in the release are Arthur Grumiaux’s performances of Mozart’s "Sinfonia Concertante" and "Violin Concerto No. 4." "Grown-up" by Charles Péguy (Grand Prix du Disque), and Gerard Souzay’s "A Century of French Song" (Prix Charles Panza). The final album of a Beethoven trio and sonata, performed by Pablo Casals, Mieczyslaw Horowski and Sandor Vegh, is a first recording of the score. The prize-winning albums in the release are Arthur Grumiaux’s performances of Mozart’s "Sinfonia Concertante" and "Violin Concerto No. 4." "Grown-up" by Charles Péguy (Grand Prix du Disque), and Gerard Souzay’s "A Century of French Song" (Prix Charles Panza). The final album of a Beethoven trio and sonata, performed by Pablo Casals, Mieczyslaw Horowski and Sandor Vegh, is a first recording of the score.
ON TOP WITH
STANDING IN THE SHADOWS OF LOVE
Relaying UA's 'Hot Line' Message

NEW YORK—From the moment Miriam Makeba stepped on stage to begin her Jan. 8 Philharmonic Hall concert, at Lincoln Center, it was evident that she had her audience where she wanted them. Attired in a deep pink dress and a tall, white, glittering African hat, she moved assuredly through her first number, walking about the stage with a casualness that only an established songstress can afford to display. Behind her on her right was a combo consisting of guitar, bass, and drums, and on her left was a group of young singers and dancers who provided her with a colorful background for some of her numbers.

Her repertoire consisted mainly of South African songs, all of which she sang in their native dialects, but she also did numbers from other countries, including a few from America. Regrettably, the program did not list her material, and since most of her numbers were in a foreign language, it was impossible to identify them without a previous knowledge of their titles. She did, however, announce some of her songs: "My Own Piece Of Ground" from the Broadway musical "Who's Afraid of Virginia Woolf?" "Where Are You Going?" and "Ask the Babies" are of the biggest hits of the evening went to a surprise song called "Mommy, Mommy, What Is Heaven Like?" by Art Wayne.

Miriam Makeba's voice has a wide range, both in pitch and volume, and she uses her teeth and throat to make sounds seldom heard outside her native South Africa. Her famous "click," she told the audience, is an inflection in her language, and the rough, deep breathing that was the only vocal sound in one of her numbers is common in South African music.

It is refreshing to become acquainted with a musical tradition that is completely different from our own, and if Miriam Makeba is an example of what her country has to offer, South African music should be favored with increasing popularity.

Also on the program were two young singers, Angela Makeba (Miriam's daughter) and Judy White (Josh White's daughter). The girls sang with remarkable finesse considering their age, and their first song, "What Should A Young Girl Do?" was a big hit with the audience.

During the second half of the concert trombonist Joseph Gwangwa, assisted by an excellent but unidentifiable saxophonist, played an African jazz composition, and the dancers did a "spook" dance which amused everyone.

GEULA GILL - PETER EVANS

HOLLYWOOD—The beautiful Israeli artist, along with flamenco guitarist Peter Evans, attracted a curious mingling of university undergraduates, Fairview family and long haird hippies who overflowed the recently renovated Troubadour for their opening show. Response was a mellow pot blending of applause, bringing both acts back for encore in the folk-oriented bistro on Santa Monica.

Evans, who opened with several intricate Moosha, Argentinian and flamenco styled guitar solos, is a former RCA Victor artist. An obviously dedicated musician, this reddish bearded young man, exhibited neat handwork and imagination in his short stint on stage. Mica Gill, a German born singer, who harmonies with lead and rhythm guitarists (who occasionally joined her in song), is an infectious "Sahbrah" with husky tones and a soaring range who offers a repertoire in several languages (Hebrew, English, Greek, Portuguese, Russian, Yiddish and Italian), particularly impressive with a "Fiddler On The Roof" medley, a divinely comic Russian "scene" based on an ancient European storyteller.

"If I Had A Hammer" rocks refreshingly in Hebrew. "Malaquita Selerea" shines to an effortless display of her flashy, agile technique: descending and leaping notes and breath control that might transgress on olympic champ.

An interesting little, sung in both English and Hebrew, is "Red Roses" (not those for a blue lady). "If I Had A Hammer" was a second No. 1 favorite on the Israeli Hit Parode.

An interesting little, sung in both English and Hebrew, is "Red Roses" (not those for a blue lady). "If I Had A Hammer" was a second No. 1 favorite on the Israeli Hit Parode.

All in all the Youngbloods are a group to be watched closely. They have just gotten started, and it may be that a year from now it will be possible to see them only in a large auditorium or stadium. That's what we are hoping for, and it just might happen.
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HAS THE ORIGINAL HIT
TEN COMMANDMENTS
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New York 25,000  
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Los Angeles 6,000  
Baltimore 5,000  
Philadelphia 4,000  
New Orleans 2,000

Top 40 Action starting Now!

PHILIPS RECORDS
One World of Music On One Great Label

Cash Box—January 21, 1967
PAST

* "DO YOU BELIEVE IN MAGIC"
* "YOU DIDN'T HAVE TO BE SO NICE"
  "GOOD TIME MUSIC"
* "THE PIED PIPER"
* "DAYDREAM"
* "SUMMER IN THE CITY"
* "DID YOU EVER HAVE TO MAKE UP YOUR MIND"
  "THE GIRL THAT STOOD BESIDE ME"
* "IF I WERE A CARPENTER"
  "YOUNGER GIRL"

ALBUMS OF IMPORTANCE

* "DAYDREAM"
  "DO YOU BELIEVE IN MAGIC"
  "TIM HARDEN #1"
  "WHAT'S UP TIGER LILY?"
PRESENT AND (immediate) FUTURE

Bobby Darin—“LOVIN’ YOU”
Connie Francis—“ANOTHER PAGE”
Lovin’ Spoonful—“NASHVILLE CATS”
   “FULL MEASURE”
Johnny Tillotson—“HERE I AM”
Mandala—“OPPORTUNITY”
Wayne Newton—“IF I ONLY HAD A SONG TO SING”
Spike Drivers—“BREAK OUT THE WINE”
Turtles—“HAPPY TOGETHER”
Jean-Paul-Vignon—“I WANT TO BE FREE”

ALBUMS

* “HUMS OF THE LOVIN’ SPOONFUL” #12 CASH BOX
   #8 RECORD WORLD

Bobby Darin—“IF I WERE A CARPENTER” #99 CASH BOX
   #94 RECORD WORLD

Soundtrack To
   “YOU’RE A BIG BOY NOW”

* Top Ten National Hits
AGAC Cites Renewal Rights of Writers

NEW YORK—Thousands of songs by more than 700 songwriters, including Richard Rodgers, Harold Adamson, Jimmy McHugh, Jimmy Van Heusen, are involved in a campaign by the American Society of Composers, Authors and Publishers to remind publishers that writers have renewal rights of their songs. The publishers, though they may have originally signed contracts giving away their renewal rights to the publishers.

AGAC Cites Clause
In a memo to music publishers who were signatories to the 1939 Basic Agreement, when AGAC was known as the Songwriters Protective Association, AGAC pointed out that under the Basic Agreement, "Compositions acquired by you from a member of SCA on or after June 1, 1939, are deemed to have been acquired pursuant to said Basic Agreement." AGAC goes on to say that if "any terms of any contract entered into between you and such member or on or after June 1, 1939, were less favorable to the writer than those contained in the Standard Uniform Popular Songwriters Agreement of 1959, the terms of the 1959 Uniform Contract apply."

This means that the writers, not the publishers, have these songs back for the 56-year copyright renewal term.

Benton Lane, president of the American Guild of Authors and Composers, informed music publishers that one or all songs acquired by you from SCA members between June 1, 1939 and May 1, 1947, has been superseded by the 1947 Basic Agreement in the case of all U.S. at the end of their original copyright term; and that all U.S. rights in these songs end.(This is true even as to songs where the first contracts gave you renewal rights.) The writers are then free to make any arrangements for these songs for the renewal terms, except in cases where you negotiate renewal contracts with these writers for the songs.

Blue Note Inks Ornette Coleman

NEW YORK—Blue Note Records has re-signed Ornette Coleman to a long-term pact. Elected by the Readers Poll of Downbeat Magazine as Artist of the Year, Coleman also capted the Record of the Year award with his Blue Note album, “Ornette Coleman At The Golden Circle, Stockholm.”

The artist’s new LP, to be released in the near future, is entitled “The Empty Foxholes.”

DENNIS KALFAS, 23, is the winner of this year’s Arthur J. Bitken Memorial Scholarship for his composition, a short, melody piano piece. The contest is sponsored by Muzak, the background music firm in association with the National Federation of Music Clubs. Among the three judges was Richard Hayman, the arranguer. Dennis will be formally awarded the prize at a luncheon on Jan. 27 in Waldorf-Astor, The award, offering 1, tuition paid study at a school of the composer’s choice, was established in perpetuity by Arthur J. Bitken, Jr., a franchised owner of a Muzak system in Milwaukee, in memory of his father.

Columbia Joins DGG To Sponsor Concert Series

NEW YORK—Columbia Records has joined Deutsche Grammophon Records in a sponsorship of The Island Concert Hall, beginning with the 1967-68 subscription series. Robert Bernstein, president of the Hall, made the announcement at a press conference at the Swirlfu Library, Adelphi University, Garden City, L.I.

Deutsche Grammophon Records (DGG), under the artistic direction of Herbert von Karajan, in West Germany, enters its third year of sponsorship of the Island Concert Hall series beginning next year of subsidy.

Frank Campana of Columbia Rec- cord Sales and Klaus Peterman, repre- senting DGG, both emphasized that their sponsorship of the Turks in the annals of business support to an important cause. Columbia and DGG are the record companies in the world playing pivotal roles in the artistic advancement of a community arts program, they added. Although no restrictions are placed on the ICH in the choice of artists, a number of Columbia’s major artists will appear in the 1967-68 series. Isaac Stern; Philips Entremont; Alice and Leonard Leopold; the St. Louis Symphony Orchestra, conducted by Elezard de Carvalho; and Leopold Stokowski and his Philadelphia Philharmonic American Symphony Orchestra.

Mietus Sets HQ

NEW YORK—Lenny Mietus, who recently left BMI to open Mietus Copyright Management, has opened operations in New York.

Among his initial clients are Freddy Cannon, Mother Dixon, Jimmy Mc- Cracklin and L.F. Music.

Bonfa Inks With Para

NEW YORK—Paramount Pictures Corporation has signed guitarist and composer Luis Bonfa to a long-term contract. The agreement provides for future pictures, television, recording and sheet music.

The pact covers Bonfa’s services not only for Paramount’s motion pictures but also for Paramount’s key music subsidiaries, Dot Records and Fandom Music, Inc. Bonfa, who now numbers over 1,000 songs and one of the figures in the Bosa Nova movement, has become popular recently, Bonfa will compose, arrange and conduct the score for a forthcoming Paramount motion pic- ture, with Paramount holding options for two additional pictures.

At the same time, Bonfa has signed an exclusive recording contract with Dot for both singles and albums. This deal includes the sound- track for an optional party fare, the kids received copies of "Bonfa The Lion". The film has been optioned for the Paramount films and will also include original recordings featuring Bonfa.

Famous-Paramount Music will also acquire rights to the music Bonfa composes and arranges for his Para- mount films.

Bonfa is known for his award-win- ning film "The Night of Joe," which was filmed in his native Brazil. He also composed the scores for the "Holes of Love" and "The Gentle Rain", for Fandom, and was recently signed by BMC. In his new project, "Orphoe," ("Mahia de Carnaval"). "A Day in the Life of a Fool," ("Dias dos Rossa").

The guitarist has recorded ten albums for such labels as Verve, Phillips, Capitol, Epic and Atlantic. Among the are "Jazz Samba En- core", for Capitol, "Composita- zillana," with his wife, singer-lyricist Maria Toledo.

Bonfa has had his own one-man TV show in Stuttgart, Berlin, Rome and Amsterdam, and has been a guest on many TV programs in the United States.

Cash Box—January 21, 1967

Harry Fox Sees Need For Copyr.'s Experts

NEW YORK—The music industry is now in a period of great need for additional expertise in the highly specialized field of copyright law. This is the view of Harry Fox, publisher’s agent and trustee, who made the statement in official endorsing the forthcoming dinner dance being staged next Monday, June 21 at the American Hotel by The Friends of Robert J. Burton.

The Burton committee has set a goal of $500,000 to be realized out of the proceeds of the dinner dance. The annual interest from the fund will be used to establish a fellowship at Columbia University for a worthy student specializing in research in copyright or related areas of law.

Fox said that with impending changes in the provisions of copyright law, the day-to-day job of working with the law will become increasingly complex for all entities of the music business. "There are excellent men in the field now," Fox said. "It’s not a matter of quality. We’ve got that. What we will need in the future is quantity. More copyright specialists are needed, not only to interpret the new facets of the law but simply to handle the routine copyright work involved in a rapidly expanding industry."

The fellowship will honor the memory of the late Judge Roberts J. Burton, a long-time expert in the copyright field. Although Burton was identified for a number of years with a specific organization within the industry, Burton committee chairman Morris Levy last week stressed that the function of the fellowship will be associated with a number of different groups.

"Our working committee," Levy said, "is composed of representatives of all elements of the music and record business, and includes talent agency personnel as well. We expect the dinner to reflect that balanced all-industry participation."

"There are 2,000 people at the dinner, which will be held in the Imperial Ballroom of the Americana Hotel," Levy continued. "Many people will be present. A sell-out will assure us the $100,000 we need to set up the fellowship. Early indications are very good; and the pace of the campaign now moves into high gear, we expect the picture to become even brighter in the next few weeks."

LEO & THE KIDS—Leo the Lion is shown above as he romps through a scene in the Columbia Records at New York’s Tavern On The Green at the height of the recent holiday season. The kids were entertained by such artists as Kay Lande, Jimmy Blaine, Lanny Ross, Orson Bean, and the kids received copies of Leo The Lion childrens’ records. The appearance of Leo himself was, of course, the highlight of the party.
Mercy, cannonball adderley
Mercy, Mercy
is funky, funky, funky.
Here's soul sax as only Cannonball can play it.
Joe Zawinul adds a great new dimension
with electric piano.
Fabulous beat. Fabulous single.
Have mercy. Have Mercy, Mercy, Mercy.
MERCY, MERCY, MERCY b/w Games

5798 Capitol Records
MORE OF THE MONKEES—The Monkees—Colgems COM/COS-102
The Monkees have been blowing the top off of the pop music scene lately, and their second album should only increase their following. Among the numbers on this set are "She," "The Day We Fall In Love," "Sometime In The Morning," and their current smash, "I'm A Believer."

LADY GODIVA—Peter & Gordon—Capitol—ST/ST-8264
Peter & Gordon step out smartly with a package of pop cuts. The tracks include their current hit effort "Lady Godiva," "A Taste Of Honey," and "Love Is A Many Splendored Thing." Peter & Gordon give soft, gentle rock treatments to the tunes, and their album could very well be a chart-climber.

COLOR MY WORLD/WHO AM I—Petula Clark—Warner Bros.—W/WS 1073
The immensely popular Petula Clark offers an album of pop goodies. Included in the LP are one of the title tunes, "Color My World," which is riding high on the charts, the other title cut, "Who Am I," and "Here, There And Everywhere." The set is certain to become another smash for the artist who can sing no wrong.

DOWN TO EARTH—Stevie Wonder—Tamla TM/TS 272
This album spotlights Stevie Wonder in such selections as "Bang, Bang," "Down To Earth," "Sixteen Tons," "My World Is Empty Without You," and the currently popular "A Place In The Sun." Fans of Wonder and of the Motown sound should really go for this one.

HAPPENING NOW—The Uniques—Panda LP/LPS 2184
The five Uniques have come up with an album that should be especially popular in teenage circles. The Uniques are a powerhouse group, and numbers like "Time Won't Let Me," "Double Shot," and "Run And Hide" give them a chance to display their sound at full power. They could make it big with this one.

GRAND PRIX—Original Sound Track—MG-M—IE-857/SE-I 857
The original sound track from the film "Grand Prix." The composer is academy award winner Maurice Jarre. The album captures the sight, the sound, the acid smell and the frenzy of the racing life. The LP is likely to catch on with those who have watched the film as well as devotees of good contemporary music.

THE POPULAR DUKE ELLINGTON—Duke Ellington—RCA Victor—LPM/LSLP 3724
This is a review of Duke Ellington numbers which have maintained their popularity over a period of years. Lovers of Ellington's sound will enjoy hearing the Duke do old favorites like "Mood Indigo," "Sophisticated Lady," "Do Nothing Till You Hear From Me," and "Creole Love Call." Should be another hit in the long line of Ellington LPs.

POP BEST BETS

GREAT WILSON PICKETT HITS—Wilson Pickett—Stand W/Sw 672
Popular R & B chanter Wilson Pickett romps through a selection of his greatest noisemakers on this LP. Included are "I Can't Stop," "Down To My Last Heartbreak," "Baby Call On Me," and his first record, "If You Need Me." Pickett should really keep his fans satisfied with this one.

THE POPULAR DUKE ELLINGTON—Duke Ellington—RCA Victor—LPM/LSLP 3726
This is a review of Duke Ellington numbers which have maintained their popularity over a period of years. Lovers of Ellington's sound will enjoy hearing the Duke do old favorites like "Mood Indigo," "Sophisticated Lady," "Do Nothing Till You Hear From Me," and "Creole Love Call." Should be another hit in the long line of Ellington LPs.

WATCHOUT!—Martha & The Vandellas—Gordy GM/GS-8929
Martha & the Vandellas serve up a batch of R & B goodies. Among the offerings are "I'm Ready For Love," "Happiness Is Guaranteed," and "No More Tearful Make Up." The trio sings with style and verve and the album is likely to provide many a good listening hour for large numbers of the group’s followers.

SOFTLY, AS I LEAVE YOU—Eydie Gorme—Columbia CL 2594/CS 9394
In an album that includes "Glad To Be Unhappy," "Guess I Should Have Loved Him More," and "What Is A Woman?" Eydie Gorme brings her warm, lilting voice to bear on a generous selection or torch songs. Eydie's followers should be eager to add this set to their shelves.

MUSIC TO WATCH GIRLS BY—Al Hirt—RCA Victor—LPM/LSLP 3723
Al (He's the King) Hirt trumpets eleven tunes including the title track "Music To Watch Girls By." Other offers are "Moonlight In Venice," "If You Go Away," "Some of the efforts are mellow, some sunny, others red hot, but no matter what the mood all these selections should be hailed by fans of the trumpeter.

THE YOUNGBLOODS—RCA Victor—LPM/LSLP 3724
The Youngbloods should score quickly with this powerhouse LP, featuring their current single, "Grazing In The Grass," the theme from "A Man And A Woman," which is currently on the charts, and "Let's Hang On." Those who dig good instrumental sounds should find this album a welcome offering.

ESSENTIAL SONGS OF HARRY COWAN & Pickett—ST/SPE 1634
A fine sampler of -Cowen's choice selections which should provide strength to any collection.

ESSENTIAL SONGS OF ELLINGTON—RCA Victor—LPM/LSLP 3725
A collection to delight any Ellington lover with his all-time hits and the sort of numbers that have made the Ellington name a fairytale in the music world.

GREAT WILSON PICKETT HITS—Wilson Pickett—Stand W/Sw 672
Excellent collection of Wilson Pickett's hits, including "I Can't Stop," "Down To My Last Heartbreak," "Baby Call On Me," and his first record, "If You Need Me."
Another Top 40-type single by EDDIE FISHER
"PEOPLE LIKE YOU"

Strong follow-up to his big hit
"Games That Lovers Play"
—a cinch to cop Top 40 on stations
across the country. Eddie’s
current TV appearances and smash
in-person performances will
make this one as hot as “Games.”
**ALBUM REVIEWS**

**POP BEST BETS**

**THEME FROM THE AVENGERS**—The Laurie Johnson Orchestra—HBR/HLP 8566

A set of lifting orchestral melodies rendered by the Laurie Johnson Orchestra. Among the tracks are the title tune "Theme From The Avengers," "Call Me Inspicable," and "Vapity Drag." The orchestra creates a solid sound on this LP, and the disk could very well be a popular sales item.

**PARIS CANCAN**—Raymond Lefevre and his Orchestra—Monument—MLP 8507/SLP 18667

Raymond Lefevre and his Grand Orchestra recreate the frivolity of the French comic opera and the zest of the cancan dancers. Two of the selections on the album were popularized in film scores: "Moulin Rouge," from the flick of the same name, and "La Ronde de L'amour," which served as the track for the French film "La Ronde." The disk should prove well with film fans and lovers of good music everywhere.

**ECHOES OF THE GOSPEL**—The Morning Echoes of Detroit—Nashboro 7035

An offering of spiritual songs by the Morning Echoes of Detroit. "The Lord Will Make A Way," "Spare Me Over Another Year," and "We'll See You Home Again" are among the better tracks. The album should be a fast-moving item with enthusiasts of spiritual music.

**THE REAL FOLK BLUES**—Memphis Slim—Chess—LP/251S 1159

An album of blues sung by Memphis Slim. Included in the LP are "Trouble, Trouble," "I Guess I'm A Fool," and "Mother Earth." The artist's piano is as exciting as his blues is bluesy. The timeless, universal quality of these tunes should be a strong factor in making the set a welcome addition to many a record collection.

**JAZZ PICKS**

**IN THE BRAZILIAN BAG**—Sergio Mendes Trio—Tower T/ST 5062

Pianist Sergio Mendes leads his trio through a series of swinging bossa nova-like tracks on this LP: "So Nice," "Berimbau," "One Note Samba," to name a few. Among the numbers featured, lovers of South American music and Brazilian music in particular should welcome this addition to their Latin collections.

**THE STONE TRUTH**—Roy Meriwether Trio—Columbia CL 2554/CS 8541

Roy Meriwether, who attracted attention with his first album, "Soup And Onions," should increase his following with this set of modern jazz sounds. "East Of Nowhere," "Things Ain't What They Used To Be," and "It Had Better Be Tonight" are all swinging numbers that should please Meriwether's fans.

**CLASSICAL PICKS**

**SYLVIA MARLOWE PLAYS VITTORIO RIETI**—Becca—DL 71016

Sylvia Marlowe, distinguished harpsichordist, plays two compositions of Vittorio Rieti: "Con- tino For Harpsichord And Orchestra," and "Far- tita For Flute, Oboe, String Quartet And Harpsi- chord." The pieces are conducted by Samuel Baron and Sylvia Marlowe, respectively. The package should be a hit with lovers of serious music.
Hang Up

BRIAN HYLAND

Hung Up
In Your Eyes

is going to hang up on the charts for a long time to come.
Call up your Philips distributor now!

Produced by: Snuff Garrett
A Snuff Garrett Production

Full color sleeve available.
most recently with Paul Tannen in Tanridge Productions, and Debbie Joyce, publicity director. Verona was formerly associated with Fling Music. The company will also represent Contemporary Records, owned by Don Arden, in the U.S. A new talent and writer hunt is under way at the firm.

Vagrants To Atlantic

NEW YORK—The Vagrants, a new vocal group in the New York area, have been signed by Atlantic, located in New York. Their first recording on their new label will be issued the end of Jan. The Vagrants, managed by Frank Schlitten, are Jerry Storch, Peter Sabatino, Leslie West, Roger Monseur and Larry West. They have built a strong following for themselves throughout the New York area via their appearances in area club concert circuits. Their recordings are being produced for Atlantic by Dave Brigati and Larry Vernieri of Brigato Music, Ltd.

Goldman Forms Art-Studio Co.

NEW YORK—Goldmine Service Inc., an art service and studio company, has been formed by George Goldman, most recently an account executive with Mitchell-Morrison Advertising. Goldman will place special emphasis on the record business. He has spent ten years as art director of Cash Box and in 1962 joined the staff of Stax Records, 200 West 57th St., will offer clients layout, design, photography, recording, printing, promotion, and the complete execution of material for ad/promo purposes.

Sopwith Camel Cutting New LP

NEW YORK—The Sopwith Camel, whose Kama Sutra single, “Hello, Hello” is currently on the charts, is now recording their new album in San Francisco, the city in which their record broke. The Kama Sutra album is being produced by Erik Jacobsen, who also produces the Lovin’ Spoonful. The Sopwith Camel just completed an engagement at the Fillmore Auditorium, and will begin a national tour upon completion of their album. The album will include all original songs, by the Sopwith Camel, among them “San Francisco Life.”

Whiting In Promo Trek

NEW YORK—Margaret Whiting, whose successful London effort, “The Wheel Of Hurt,” was a great comeback outing for the artist, has gone on an east coast promotion tour of key offices and dealers in conjunction with her recently released London album. Under the same title. Since its post-Christmas release, the album has become one of the label’s sales leaders for Jan. The lark has already covered New York, New Jersey and Boston and is now visiting Philadelphia, Baltimore, Atlanta, and Washington, accompanied by Lenny Meisel, London’s recently-named LP promotion chief. The singer, who appeared on the Mary Griffin TV show recently, also plans a number of other radio and TV appearances. These will tie in with the scheduled release of her new single on Jan. 20.

Mitch Ryder Show To Debut In Detroit

NEW YORK—New Voice recording artist Mitch Ryder has announced the formation of The Mitch Ryder Show, which played its first engagement on January 20 at the University of Detroit. A ten-piece orchestra will back Ryder for all concerts and personal appearances.

“More like a Broadway production,” Alan Stroh, Mitch’s manager said. “The total investment will be in the area of $30,000. Jimmy Rodgers of ‘Golden Boy’ is directing choreography and Ruth Dvive is doing the arrangements. Lighting and electronic systems have been designed, and Mitch’s costumes by Charles Lisenby will cost $5,000 for just three suits. Each of the other four costumes will be built by his own Plexiglas stand and wear a black tuxedo.”

Stroh also stated that although the Detroit Wheels will no longer travel with Mitch Ryder, the group is still under contract to New Voice Records and will continue to release discs.

ABC Paramount 53, 91
Alto 64, 90
Atlantic 28, 77
Bing 14
Barry 100
Brunswick 57, 58
Colt 74
Cameo 28, 38
Capital 19, 24, 35, 55
Checker 48
Colgems 15, 27
Columbia 5, 54, 100
Date 94
Dial 3
Diamond 70
Dunhill 6
Dyna Voice 23
Epic 9, 25, 67, 77
Fontana 11
Four Corners 61
Frenzy 69, 83
GNP 62
Gordy 26
Jerkart 82
Kama Sutra 14, 41, 47, 97
Kapp 29, 73, 78
Kent 84
King 50
Liberty 47
London 23, 27
Poncia 51, 52
RCA Victor 63, 86, 100
Reprise 6, 12, 31, 72
Riverside 48
Rhino 3
Rogers 99
Scepter 44
Shout 36
Smash 46, 60
Sound Stage 92
Soul 17
Soul City 89
Stax 65, 85
Tamla 42, 52
United Artists 49, 59
U.S.A. 43, 59
Verve 79, 96
Voll 20
Warner Bros. 18, 70
Windy City 80

SAYS “HI” — Hy Mizrahi, president of Kama Sutra, is shown here as he welcomes writers Pete Arendi (left) and Vinny Poncea (right) to the Kama Sutra staff. The two writers, currently represented by “Bad Misunderstanding” (the Critics on Kapp) and “Catch Me In The Meadow” (the Tradewinds on Kama Sutra), the Kama Sutra writing staff now totals 13 persons.

THE COMPTON BROTHERS
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KING DISTRIBUTOR LIST

KING RECORDS, INC.
1540 BREWSTER AVE. CINCINNATI, OHIO
Hoff New Promo Mgr. For London Records

NEW YORK—London Records has appointed Gerry Hoff west coast promotion manager. He will handle promotion for all London Records, London-record pop LP’s and singles.

Hoff’s territory will include his home base of Los Angeles, plus San Francisco, Seattle, Denver, Salt Lake City, and Phoenix. Prior to the new association with London, he served for three years as promotion manager with Stone Distributors in San Francisco. Hoff was earlier with the Decca Records branch in the same city.

Vanguard Ups Everyman Prices; Offers New Jan. Albums

NEW YORK—Vanguard has announced a price increase in the suggested list price of its Everyman line. The line will now carry a price of $2.50 per disk, effective immediately.

“The decision to make this increase,” declared Vanguard’s new sales director, Herb Corsack, “was a desire to keep the label at its zenith. This move represents a revision of the package.”

Vanguard also announced its January releases, which feature conductors, all but Sir John Barbirolli being new to the catalog. Barbirolli conducts a Grieg program including the “Peer Gynt” suite and “Symphonic Dances.” Hans Schmidt-Isserstedt leads a reading of the complete Franz Liszt Hungarian Rhapsodies.” Rudolf Albert conducts Stravinsky’s “Petrouchka.” Gunter Wand conducts Schuman’s 3rd (Rhenish) and 4th symphonies on one disk, and a 2-disc set consisting of Haydn’s “Creation,” complete, with soloists and chorus. The Everyman Classics group, the Bach Research Series, offers the six Handel “Chandos Anthems” on three individual discs, featuring Helen Boatwright and Charles Breslauer, with chorus and orchestra conducted by Alfred Mann; J. S. Bach’s cantatas No. 4 & No. 182 (solistos, Westphal and orchestra) and Samuel Helm Ehmann conductor); Cantatas Nos. 185 & No. 186 (solistos, choir and orchestra, Helmut Kall- hofer conductor); Cantatas No. 100 & No. 106 (solistos, choir and orchestra, Helmut Kallhofer conductor); Cantatas Nos. 207a & No. 214 (solistos, Barmen choir and orchestra, Helmut Kallhofer conductor).

Chappell Obtains Joyce Film Score

NEW YORK—Chappell & Co. has acquired the background musical score to the motion picture “Finnegans Wake,” which is scheduled for general release in March. Nearly seven years from original planning to finished production, the picture is the first film version of a James Joyce work actually to reach the screen. Production and direction was handled by Mary Ellen Bute.

The score of the film, composed by Elliot Kirshner, has already been as- signed to RCA Victor Records for soundtrack album release. Considerable interest in the musical facet of the picture has been generated by the favorable reaction of the four dramatic and song presentations which were shown at the Carnes and the San Francisco Film Fests.

Composer Kaplan, whose credits in- clude music for more than 100 short films and incidental scores for several legitimate dramas, joins the Chappell scoring team. It has written incidental music for legiti- mate works including “The Immoral- ist,” “Two By Saroyan,” and “Cicero.” In addition, he was commissioned by Yale University to compose a work for large orchestra, which was first performed there in 1963.

Major exploitation efforts will cen- ter on the “March Theme From ‘Fin- negans Wake,’” the main theme of Kaplan’s score. The music is also generously laced with brief sugges- tions of many different song themes (including one from Wagner’s “Tris- tan and Isolde”) which have been synthesized with the numerous allu- sions to song titles in the original Joyce text. All of this made the com- posing assignment “one of unique in- terest,” according to Kaplan, who added that the central “March Theme” was written and scored to achieve strong promotional, single-record interest as well.

Ultra-Sonic Offers 8-Track Facilities

NEW YORK—Ultra-Sonic Recording Studios, Inc. of Hempstead, L.I., better known as the Big-U, has announced “phase one” of its latest expansion project with the installation of the all new Scully 8-track studio recorder, the first of its kind, according to Ul- tra-Sonic President, Jackie Goodson.

On the basis of its initial accept- ance, Stahl says, “I believe within a year all major recording studios will have outfitted for eight track. We are satis- fied we are pleased to be among the very first to offer eight track recording and mixing facilities to our clients.”

Father-In-Laws Of Larry Newton Dies

BALTIMORE, MD.—Samuel Lieber- man, father-in-law of Larry Newton, president of ABC Records, died here last Tuesday (10). He was the father of Dolly (Lieberman) Newton, wife of the label exec.

Morgan’s 2nd LP Gets RIAA Award

NEW YORK—RCA Victor Records has reported that with advance orders of over one and one half million units the Monkees’ new Colgems album, “More Of The Monkees” has been certified by the RIAA for a gold rec- ord award. This is the Monkees’ second album for the Colgems label, which is manufactured and distributed by RCA Victor. The LP was released on Jan. 16.

The Monkees’ first album has sold in excess of three million copies and is currently No. 1 on the Top 100 Albums. Their latest single, “I’m A Believer,” is currently No. 1 on the Top 100 and has also sold over three million copies.

All Monkees recordings are pro- duced under the direction of Don Kirshner, president of Colgems, who also supervises the music of the Mon- kes’ weekly NBC-TV series.
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RAIN, RAIN GO AWAY
AMY 974

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15-5 ST  HOW THE WEST WAS WON/Original Sound Track
15-7 ST  THE SINGING NUN/Original Sound Track
3872 OC  THE FANTASTICKS/Original Cast
3268 ST  BORN FREE/Original Sound Track
4415  HUGH MASEKELA'S NEXT ALBUM
4422  THE BEST OF SAM THE SHAM & THE PHARAOHS
4424  ROY ORBISON SINGS DON GIBSON
4429  MORE HANK WILLIAMS AND STRINGS
4433  ERIC IS HERE/Eric Burdon & The Animals
4438  THERE'S A KIND OF HUSH ALL OVER THE WORLD/Herman's Hermits
4443  LOVE, ITALIAN STYLE/Connie Francis

VERVE—Prefixes: TC8V(8-Track)/F14(4-Track)
5010  SAYIN' SOMETHIN'/The Righteous Brothers
5011  THE BEST OF ARTHUR PRYSOCK
4874  BASHIN'/Jimmy Smith
8552  ANY NUMBER CAN WIN/Jimmy Smith
8565  WARM WAVE/Cal Tjader
8566  SOUL BIRD: WHIFFENPOOF/Cal Tjader
8672  CALIFORNIA DREAMING/Wes Montgomery
8673  A CERTAIN SMILE A CERTAIN SADNESS/Astrud Gilberto/Walter Wanderley
8675  A SIMPLE MATTER OF CONVICTION/Bill Evans/Shelly Manne/Eddie Gomez
8676  CHEGADA/Walter Wanderley Trio
8677  SOMETHING WARM/Oscar Peterson

KAMA SUTRA—Prefixes: TC8K(8-Track)/F73(4-Track)
8058 ST  YOU'RE A BIG BOY NOW/The Lovin' Spoonful

VERVE/FOLKWAYS—Prefixes: TC8F(8-Track)/F75(4-Track)
3008  PROJECTIONS/The Blues Project

A PANORAMA OF ALL-TIME BEST-SELLERS!

MGM—Prefixes: TC8M(8-Track)/F13(4-Track)
15-6 ST  DOCTOR ZHIVAGO/Original Sound Track
3121 OC  THE THREEPENNY OPERA/Original New York Cast
3640  DAVID ROSE PLAYS MUSIC FROM "GIGI"
3641 ST  GIGI/Original Sound Track
3716  LIKE YOUNG/Andre Previn/David Rose
3895  SPECTACULAR STRINGS/David Rose & His Orch.
3916  HANK WILLIAMS' GREATEST HITS
3965  CONNIE FRANCIS SINGS "NEVER ON SUNDAY"
3973  BLUE MIST/Sam (The Man) Taylor
3995 ST  THE WIZARD OF OZ/Judy Garland /Original Sound Track
4004  THE STRIPPER/David Rose & His Orch.
4062  THE VERY BEST OF CONNIE FRANCIS
4105  MARIA ELENA/Billy Mure
4119  THE BEST OF AL HIRT/Al Hirt/Pete Fountain
4216  CONNIE FRANCIS SINGS ALL TIME INTERNATIONAL HITS
4258  THERE IS ONLY ONE ROY ORBISON
4315  THE BEST OF HERMAN'S HERMITS
4324  THE ORBISON WAY/Roy Orbison
4335  NOW PLAYING: A NIGHT AT THE MOVIES/Erroll Garner
4342 ST  HOLD ON!!/Herman's Hermits & Original Cast
<table>
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<th>Track</th>
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<tr>
<td>8614.</td>
<td>SOUL SAUCE/Cal Tjader</td>
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<td>8623.</td>
<td>GETZ/GILBERTO #2/Stan Getz/Joao Gilberto</td>
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<td>8628.</td>
<td>ORGAN GRINDER SWING/Jimmy Smith</td>
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<td>THE SHADOW OF YOUR SMILE/Astrud Gilberto</td>
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<td>SPANISH GREASE/Willie Bobo</td>
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<td>SMOKIN' AT THE HALF NOTE/Wes Montgomery</td>
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<td>BLUE PYRAMID/Johnny Hodges/Wild Bill Davis</td>
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<td>SOUL BURST/Cal Tjader</td>
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<td>8640.</td>
<td>SYMPHONY ORCHESTRA/Soloist: Bill Evans</td>
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<td>8641.</td>
<td>GOT MY MOJO WORKIN'/Jimmy Smith</td>
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<td>UNO-DOS-TRES/Willie Bobo</td>
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<td>EL SONIDO NUEVO/Cal Tjader/Eddie Palmieri</td>
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<td>PETER &amp; THE WOLF/Jimmy Smith</td>
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<td>TEQUILA/Wes Montgomery</td>
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<td>8655.</td>
<td>MORE BRASS/Kai Winding</td>
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<td>8658.</td>
<td>RAIN FOREST/Walter Wanderley</td>
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<td>8659.</td>
<td>BASIE'S BEATLE BAG/Count Basie</td>
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<td>8665.</td>
<td>STAN GETZ WITH GUEST ARTIST LAURINCO ALMEIDA</td>
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<td>8667.</td>
<td>HOOCHIE COOCHIE MAN!/Jimmy Smith</td>
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<td>8668.</td>
<td>CHANGES/Jackie &amp; Ray</td>
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<td>8669.</td>
<td>FEELIN' SO GOOD/Willie Bobo</td>
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<td>15054.</td>
<td>THE NEW FIRST FAMILY, 1968</td>
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**KAMA SUTRA—Prefixes: TC8(8-Track)/F73(4-Track)**

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<td>GETZ AT THE CAT/Jimmy Smith</td>
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<td>8602.</td>
<td>OUR SHINING HOUR/Sammy Davis/Count Basie</td>
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<tr>
<td>8608.</td>
<td>THE ASTRUD GILBERTO ALBUM</td>
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<tr>
<td>8612.</td>
<td>GUITAR FORMS/Kenny Burrell/Gil Evans</td>
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Watts: Author/ Cartoonist
NEW YORK—The Rolling Stones’ Charlie Watts, has a new career which will be introduced to American fans for the first time with the Stones’ new album. The LP, whose release is to be announced officially at London Records’ January sales convention in London, contains backliner cartoon illustrations and captions by Watts. This latest project adds a new dimension to Watts’ literary career, which began in England with the publication of two books written by him. One of these, titled “Ode To A Highflying Bird,” is a treatise on the career Charlie “Bird” Parker. Pictureing the “Bird” as a real cartoon bird bursting forth from an egg in a nest, the story traces the career of Charles Christopher “Yardbird” “Bird” Parker from the moment he cracked his egg in Kansas City to his unhappy demise in New York City. Another Wattisian effort is titled “The Zoo Of Flags.” The 48-page book consists of color drawings of animals from countries all over the world, with rhyming couplets for each. Every animal—from Orang-Outang to Kangaroo—carries the colors of the flag of its native land.

Ready To Sign
Tener saxophonist Booker Ervin shows no hesitation as he prepares to ink an exclusive long- term pact with World Pacific Records. The tenor was signed from left to right are Ron Bledsoe, executive assistant to Liberty president, and Charlie 16.

Liberty In Promotion
Push For New LP’s
LOS ANGELES—In conjunction with the label’s slogan, “Look To Liberty For,” Liberty Records is releasing eight albums in Jan. The new release as well as the entire Liberty, Liberty Premier Series and Dolton back catalog figure in the program, effective immediately through Feb. 28.

In the teen-oriented category, the new LP album, “Freakout” and Gary Lewis and the Playboys’ “Paint Me A Picture,” lush music is also featured by the Fifty-Guitar Tommy Garrett in “In a Brazilian Mood,” the Sunset Strings’ “Film Music, Italian Style,” and Julie London’s “Nice Girls Don’t Stay For Breakfast.” Other titles recently released, which were played on a one-man Broadway show, gain another Liberty entry, done entirely in English, “Ann Moura.” Anthony Quinn’s Unlimited showcase their sound with “Big Boss Bones,” while another Guitar Phonics instructional LP introduces C&W music. The instrument LP, “Play Guitar With Chet Atkins.”

Numerous merchandising sales aids will be provided by Liberty distributors. A multi-purpose Lewis/Venus stature display which can be used over and over has been created in addition to “Look To” streamers, color-keyed for complete unit display. Miscellaneous materials are available on Gilbert Becaud and the new other LP’s. A special catalog counter supplement to the January issue, the Ventures, 50 Guitars and Guitar Phonics and advertising aid sheets are also being mailed to distributors.

Sunset Holds Sales Contest
HOLLYWOOD—Ed Barry, general manager of Sunset Records, has instituted a sales incentive contest open to all rack jobbers and Sunset distributors on behalf of the label’s new releases as well as the entire back catalog.

Barry has timed the prize, a weekend for two in Palm Springs, to follow the NARM Convention, which will be held in Los Angeles. Golf will be played after arrival and the Bob Hope Desert Classic takes place, the Bermuda Dunes and the La Quinta Club. The dates are March 10 through 12. Additional prizes are being planned for low gross and low net players.

According to Barry, early acceptance of this innovative program indicates that a large number of sales people will make the trip. “At this point it looks as though we can expect 50 to 100 people to arrive up to this weekend,” he said. Meanwhile Mel Fuhrman, Sunset’s national sales manager, has embarked on a tour to promote the contest.

Cyrk Round Offs Losekamp Joins Group
NEW YORK—Columbia Records’ The Cyrk, a new radio, record and instruction organist Mike Losekamp, who joined the group a short time ago. The Cyrk, which was recently placed on the Top 100 with the single “I Wish You Could Be Here.”

Mike, formerly a resident of Dayton, Ohio, is a friend of Cyrk member Don Dunsmuir and Marty Fried. A musician, Mike plays piano and harmonica as well as organ and has been studying music since the age of eight. His interest in music, said Mike, was fostered by his father, a former band leader.

Mike is 20 years old, has brown hair and eyes, stands 5’9” tall and weighs 132 pounds. A graduate of Creek High School in Xenia, Ohio, he also attended Wright State University in Dayton.

Co-managed by Brian Epstein and Neil Meron for them, the Cyrk has a number of chart singles and a chart album. The Cyrk’s recordings are produced by John Simon, producer, Columbia Records’ popular artists and repertoire.

Mercury Releases 3 LP’s
CHICAGO—Mercury Records is releasing three LP’s, all of which are based upon at least one solid chart maker by the LP artist. The albums are also based upon a top five best seller in the C&W field.

Dee Warwick’s “I Want To Be In Love Again,” Mink’s “You/I’m Gonna Love Me” and Keith’s “96/6 Ain’t Gonna Lie”, both first packages by the artists, were inspired by their recent number one hits. “Like It’s” is by Junior Parker contains his first Mercury single—the real R&B chartmaker—“Just Like A Fish.” Another newest addition “Get That Gated Gall” is based on that top current C & W best seller.

Johnny Mathis Sings” is another in the current series of interpretations of primarily pertinent top requested pop tunes with a smattering of standards for pacing. The last two LP’s are by Mathis which followed the same successful format are chart best sellers.

Rounding out the popular releases are three albums, two of which also are based on the hit singles by these two: “Chuck Berry’s Golden Hits” and “GRRR” by Hugh Makeela. The new Jerry Butler LP in over two years “Soul’s Artist” fills out the pop release from Mercury for the first of the year.

The classical Mercury release includes an album continuing the series by Antal Dorati of Tchaikovsky’s music—the first recording of the complete Orchestra Suites, with Dorati leading the New Orleans Symphony Orchestra. Dorati again is featured leading the London Symphony Orchestra in an LP of modern French music. This album contains selections by Ravel, Satie, Francaix and Milhaud. Two other albums complete the classical portion of Mercury’s program: one of Eighteenth Century Flute Concertos with Jean-Pierre Rampal as flute soloist with the Prague Chamber Orchestra conducted by Jacques Roussel, and one by the husband-wife team, Presti and Lagoa of Baroque Music for Today.

Alan Mink, product manager of Mercury Records, announced that the current program will terminate Feb. 28, 1967.

Original Sound Reports 75% Sales Increase
NEW YORK—Gene Simmons, general manager of Original Sound Records, has announced that Original Sound is up 75% over the first quarter of 1966. This increase largely to the signing of the Music Machine and their single, “Talk, Talk,” which since being released on the Top 100. The Music Machine’s album, “Turn On The Music Machine,” is No. 107 on the Top 100 albums.

Adding to the upswing in business is the purchase (exclusive merchandising rights) of Phoenix, “Funky Broadway Part I And Part II,” by Dyke and the Blazers. Although the title song was written in action in Cleveland, San Francisco, Los Angeles, Chicago, and Detroit.

When Simmons joined Original Sound, he said that the company was going to have to jump on the cartridge tape bandwagon. This has proven so successful that the Original Sound “Oldies But Goodies” LP product will now be available not only in the original 4 track tapes but also in 8 new track tapes. “Turn On The Music Machine” will also be available in both 4 and 8 track tapes. By producing specialized “oldies” picked by program directors at stations such as WKRN, KUHJ, KMEX, WAKA, KLST, and many of the large, popular areas, Original Sound has also increased its sales.

New releases are scheduled for the March titles by Dyke and the Blazers, and three singles by other artists will be released in Jan. Simmons is now on a state-wide sales and promotional tour which began Jan. 16.

New Vaudeville Band To Tour U.S.
NEW YORK—The New Vaudeville Band will return to the U.S. for a four to six week tour which will be approximately Feb. 10. The group, whose million unit sale of their Fontana single and one million dollars worth of gas pro —was confirmed by gold record awards from the Record Industries Association of America, are thus far booked for the following dates: Devonport, Iowa-Feb. 14; K.R.N.T. Auditorium, Des Moines, Iowa-Feb. 15; D’Amico’s, Jollet, Illinois-Feb. 16; Danedelian Ballroom, Cedar Rapids, Iowa-Feb. 17; Dayton, Ohio-Feb. 18; Minneapolis, Minn.-Feb. 18; Kato Ballroom, Mankato, Minn.-Feb. 19; rehearsal, Hollywood-Palace-Feb. 24 (for Apr. 15 show); Royal Tahitian, Ontario, Cal.-Feb. 25; Valley Music Hall, Salt Lake City, Utah-Mar. 1; Bayfront Auditorium, First St. Petersburg, Fla.-Mar. 2; Symphony Hall, Newark, New Jersey-Mar. 4; Westbury Music Fair, Westbury, Long Island, N.Y.-Mar. 5; Lounge, Philadelphia, Pa.-Mar. 12. Other dates are being filled in by Jackie Green of Associated Booking Corp.

Morch Debuts Canadian Deck
CHICAGO—Charles Fach, director of recorded product for Mercury and its affiliated labels, has a recent deck. Mercury has just released a Canadian single, “Frustration,” by the Painted Ship, a four-man group from Vancouver, B.C.

Acquisition of the master was made by Lou Reiner, Midwest A & R director for Mercury, from Douglas Hawthorne, who produced the record.

Cash Box—January 21, 1967
cheers!

Marilyn Maye sings "Sherry"

AOL Victoria
In your charts, you know we’re right.
We were right about Roger Williams’ new single, “Sunrise, Sunset.” It’s a hit! (K-801, b/w “Edelweiss”)

We were right about Jack Jones’ new single, “Lady.” It’s a hit! (K-800, b/w “Afraid to Love”)

Kapp Records
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Jan. Album Product


On Loma, a WB/Reprise subsidiary, and under the Warner-Lee label, "The Ike And Tina Turner Show, Vol. II," will also be released in Jan.

The growth of consumer electronics, the association said, has been accompanied by a marked upward trend in price structures. The latest December 1967 Consumer Price Index (covering all prices within the American economy) shows all commodities continuing to rise at a startling rate. The index, however, was at only 83.1, one of the best performances recorded by any American industry.

In the last 10 years radio has grown spectacularly despite television. The total U.S. market is estimated at about $3.3 billion, according to pre-retail year-end estimates of the marketing services department of the EIA.

In 1956 the auto industry, for its part, had in production for the consumer 530 units, and in 1966 the figure is up to 2,100 units. The figures have been contributed to by a greatest album by Allen "La Cucaracha" by the International Silver Band.

According to estimates, the record industry has been able to increase sales to dealers in 1956 was a problem. In 1956 there were 2.5 million units, 8,000 per cent of the total radio sales in 1956.

Stereo sound, both in records and radio has been a major factor in growing the size of the industry. The real gains in the phono field were radio-phonograph combinations. In 1956 radio sold 400,000 such units. By 1966, 6.5 million units, 50 per cent above the 4 million units sold in 1956.

Portable and table phonograph sales increased 100 per cent in 1956 to 4.3 million units in 1966.

The U.S. tape recorder market has increased 200 per cent in 1966 over 1956. The advent of cartridge systems for auto and home, will give continued impetus to this as yet undetermined market, the EIA said. Magneto-tape equipment could become the most outstanding new area in an industry that has been setting records in nearly every product line for the past 10 years.

BIG DOINGS—Liberty Records' A & R department has swollen to a new high in recent months: under the direction of Liberty veep Robert Skaff and assistant Dick Pierce, the staff now provides creatively for numerous Liberty divisions. Shown here from left to right are staff members Jack Tracy, Cal Carter, Dallas Smith, Dick Beck, Pierce, Tommy Oliver, Scotty Turner, and Joe Saraceno.

Barry And Mogull Get Score of 'La Curee'

NEW YORK—Paul Barry and Artie Mogull, working through Continental Music, have acquired the score of the movie "La Curee" or "The Game Is Over." The flick stars Jane Fonda and was produced by her husband, Roger Vadim. Based on a novel by Emil Zola, the movie has been running for nine months in Paris and opened in New York on Jan. 9 at the Taft Theatre. It will be released nationally a month later. The soundtrack of the film is being released immediately on the Atlantic label.

Ovation To Locate In New Hartford

BLOOMFIELD, CONN—Ovation Instruments, Kaman Aircraft Corp.'s diversification into the recreation field, will locate its manufacturing operations in the Hurley Building on Railroad Avenue in New Hartford. Ovation plans a work force of 50 people, mostly new employees from the New Hartford area. The company is scheduled to start production in the new plant on Feb. 8. Kaman will operate the Ovation Division in Dec. 1966 and is currently designing and marketing new lighting, sound and electronic systems.

A. R. Baldwin, director of industrial relations for Kaman, said that the company will be seeking to hire men and women with woodworking and assembly skills. Some of the new employees will be hired by Ovation prior to the move to New Hartford. In this way they can be trained in Ovation's Hartford plant, and ready to start production when the company relocates.

The new plant will occupy the street level floor of the Hurley plant, using over 18,000 square feet of floor space for its operations. The plans were announced by Jim D. Gerley, president and general manager of the Ovation Division of Kaman. Gerley joined the company six months ago to participate in the development of Ovation's guitar line and the formation of the new division.

For the present, Ovation will continue its sales and administrative offices in Bloomfield.
<table>
<thead>
<tr>
<th>Artist</th>
<th>Title</th>
<th>Label</th>
</tr>
</thead>
<tbody>
<tr>
<td>Bo Diddley</td>
<td>OOH BABY</td>
<td>Checker 1158</td>
</tr>
<tr>
<td>Gene Chandler</td>
<td>I FOOLED YOU THIS TIME</td>
<td>Checker 1155</td>
</tr>
<tr>
<td>Little Milton</td>
<td>FEEL SO BAD</td>
<td>Checker 1162</td>
</tr>
<tr>
<td>Etta James</td>
<td>I PREFER YOU</td>
<td>Cadet 5552</td>
</tr>
<tr>
<td>The Radiants</td>
<td>FEEL KIND OF BAD</td>
<td>Chess 1986</td>
</tr>
</tbody>
</table>
What The Dickens

Jimmy Dickens, whose guitar helps him to impress a good many American music fans, is planning on returning to the Orient where, according to pals Larry Moeller (left) and Merle Travis (center), he'll be much more impressive with a Japanese samisen. Travis will be on the Moeller-booked circuit throughout the Orient Jan. 20 through Apr. 25, to be followed by Dickens May 24 through July 18 and Justin Tubbs Oct. 4 through Dec. 20. In the bottom shot Dickens is seen during a surprise birthday party where he was given the full "girl-pops-out-of-the-cake" treatment. In this case the pretty girl happened to be his 10-year-old daughter Pamela Jean. Party was at Oxnard AFb in Calif., where Jimmy gave a benefit performance.

HOLLYWOOD—Joyle Gilmore, vice president, Artists and Repertoire, Capitol Records, has announced the appointment of Kelso Herston as the label's Nashville A&R producer. In his new position, Herston will be responsible for all recordings and production in Nashville. He will report to Opry's executive A&R producer, Gilbert Brown.

A native of Florence, Alabama, Mr. Herston came to Nashville eight years ago, to handle the publishing for Sun Records and Hi-Lo Music. Three years later, he became assistant A&R director, Mercury Records, and in late 1964, he was named head United Artists, Nashville office, a position he has held until Herston.

Herston Appointed Capitol A&R Producer

Longhorn Inks Raush

DALLAS—Longhorn Records prexy Dewey Groom has announced the signing of Leon Raush to a recording contract with the label. Formerly a featured vocalist with Bob Wills and the Texas Playboys on Rapp Records, Raush is scheduled for release shortly with his first Longhorn cut, "Brand New World" b/w "You Bring The Worst Out In Me."

LHI Names De Nave PR

NEW YORK—LHI Records recently named Connie De Nave Public Relations to represent the new label in all fields of publicity. LHI, which stands for Lee Haselwood Industries, is headed by the composer-producer, who has to his credit such disks as Nancy Sinatra's "These Boots Are Made For Walkin'" and "Sugar-town."

IT'S GONNA BE ROSE—Rose Maddox, a favorite in the hearts of country fan recording artists is famed for her newsworthy return to the delight of her followers. Rose was also on the scene as she signs an exclusive management-booking contract with General Artists, Inc. Rose is a regular on OMAC headquarters in Bakersfield.

Correction

NEW YORK—In the Jan. 7 issue of Cash Box the following songs were named as being recorded by George Jones. Jones actually performed at the San Remo Song Festival on Jan. 30-28: "I Vania E l Mamia," published by Durium, to be sung by Little Tony; "La Voleta Di Vivere," published by RCA Italiana, to be sung by Michele and Milva; "Una Stretta Di Mano," published by Akken, to be sung by Anna Bonitatibus and Audrey; "La Compagnia Del Ra La La La," published by Bel Air, to be sung by David and Jonathan; and "Gira Gira," published by Meazzi, to be sung by Anna Marchetti.

Key Inks Price

NASHVILLE—Jimmy Key, president of Key Talent Agency, has announced the signing of Kenny Price to an exclusive booking contract. The deal was negotiated by Dave Ohler, executive vice president of the agency, and Benny Bobo, Price's personal manager.

Price hail from Florence, Kentucky, where he lives with his wife Donna, and three children. He has been a regular on Cincinnati's Midwestern Hayride for thirteen years, where he appeared as a member of the Homewovers, a vocal and instrumental group, before making personal appearances on his own. He now records for Boone Records, and has had one hit, "Walking On New Grass," which recently received wide exposure. "Happy Tracks," is also a chart record.

In addition to recording Price is also an accomplished writer. One of his newest songs, "Tequilla Train," has recently been recorded by Porter Wagoner.

Hickory Off To Swinging '67 Start

NASHVILLE—Hickory Records is pulling out all the stops in its current drive tied to the slogan, "the what's happening now sound." The Nash- ville label, at present plugging four new early '61 releases, has engaged a number of indie promo men in major markets to supplement the efforts of its own staff. Key trade-ad programs are also in the works, according to W. D. Kilpatrick, merchandising and promo chief for the label.

On the pop singles front, the label promotes "I'm Your Girl" by Neal Ford and the Fanatics, a promising new Texas country group. Released just three weeks ago, the disc has already hit the top 15. Hickory has two major top-40 stations and local distributors have confirmed very satisfying sales. The label is also focusing major promo efforts on the follow-up single "Girl I Love" by the new-sound groove by another new group from Louisville, Snoopy and the Sue.

Sandy Thompson is reportedly making noise with 'The Language Of Love,' while Bob Luman's 'Hardly Any- more,' is getting a full promo drive by the Hickory forces as well. "You Go The Country," Hickory's new release, is being promoted with the "Swingin' Gentlemen," is generating a good reaction on the easy-listening and country front in Sinatra, Italy, and France from May 5 to 21.

Essentially the same Far Eastern chapter managed by his executive Larry Moeller, will be followed by Jimmy Dean's "Dreams Of The Country Boys," May 24 to July 18, Closing this aspect of Moeller's 1967 overseas schedule is expected to be "At Port-a-Sea," October 4th through November 1st.

Moeller Talent Skeds Overseas Packages

NASHVILLE—One of Country Music's largest talent agencies, Moeller Talent Agency, has announced the signing of Larry Moeller, who will be followed by Jimmy Dean and the Country Boys, May 24 to July 18. Closing this aspect of Moeller's 1967 overseas package is expected to be "At Port-a-Sea," October 4th through November 1st.

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Red-hot!
SKEETER DAVIS
“FUEL TO THE FLAME”
#9058
Skeeter's new single is happening now in key markets across the country.

RCA VICTOR
® The most trusted name in sound
A survey of key radio stations in all important markets throughout the country to determine by percentage of those reporting which releases are being added to station play lists this week for the first time and also the degree of concentration combining previous reports. Percentage figures on left indicate how many of the stations reporting this week have added the following titles to their play list for the first time. Percentage figures on right include total from left plus the percentage title received in prior week or weeks. (Survey completed to January 14, 1967)

<table>
<thead>
<tr>
<th>% of Stations Adding Titles to Prog. Sched. This Week</th>
<th>Title</th>
<th>Artist</th>
<th>Label</th>
</tr>
</thead>
<tbody>
<tr>
<td>50%</td>
<td>Ruby Tuesday—Rolling Stones—London</td>
<td></td>
<td>50%</td>
</tr>
<tr>
<td>42%</td>
<td>Lovin' You—Bobby Darin—Atlantic</td>
<td></td>
<td>65%</td>
</tr>
<tr>
<td>40%</td>
<td>All—James Darren—Warner Bros.</td>
<td></td>
<td>46%</td>
</tr>
<tr>
<td>34%</td>
<td>Go Where You Wanna Go—The 5th Dimension—Soul</td>
<td></td>
<td>55%</td>
</tr>
<tr>
<td>33%</td>
<td>Then You Can Tell Me Goodbye—Casinos—Fraternity</td>
<td></td>
<td>90%</td>
</tr>
<tr>
<td>31%</td>
<td>It Takes Two—Marvin Gaye &amp; Kim Weston—Tamla</td>
<td></td>
<td>39%</td>
</tr>
<tr>
<td>30%</td>
<td>Wish You Didn't Have to Go—James &amp; Bobby Purify—Bell</td>
<td></td>
<td>30%</td>
</tr>
<tr>
<td>27%</td>
<td>I Wish You Could Be Here—Cyrkle—Columbia</td>
<td></td>
<td>38%</td>
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<tr>
<td>26%</td>
<td>Lady—Jack Jones—Kapp</td>
<td></td>
<td>53%</td>
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<tr>
<td>25%</td>
<td>Ten Commandments—Prince Buster—Philips</td>
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<td>25%</td>
</tr>
<tr>
<td>23%</td>
<td>Wild Thing—Senator Bobby—Parkway</td>
<td></td>
<td>76%</td>
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<tr>
<td>22%</td>
<td>Sit Down, I Think I Love You—Mojo Men—Reprise</td>
<td></td>
<td>22%</td>
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<tr>
<td>21%</td>
<td>It May Be Winter Outside—Felice Taylor—Mustang</td>
<td></td>
<td>71%</td>
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<tr>
<td>20%</td>
<td>Dis-Advantages—Brass Ring—Dunhill</td>
<td></td>
<td>20%</td>
</tr>
<tr>
<td>19%</td>
<td>My Special Prayer—Joe Simon—Sound Stage 7</td>
<td></td>
<td>19%</td>
</tr>
<tr>
<td>18%</td>
<td>Let's Spend This Night Together—Rolling Stones—London</td>
<td></td>
<td>18%</td>
</tr>
<tr>
<td>17%</td>
<td>You Got To Me—Neil Diamond—Bang</td>
<td></td>
<td>17%</td>
</tr>
<tr>
<td>16%</td>
<td>Ride Ride Ride—Brenda Lee—Decca</td>
<td></td>
<td>16%</td>
</tr>
<tr>
<td>15%</td>
<td>So You Want To Be A Rock 'n' Roll Star—Byrds—Columbia</td>
<td></td>
<td>15%</td>
</tr>
<tr>
<td>14%</td>
<td>The Hunter Gets Captured—Marvelettes—Tamla</td>
<td></td>
<td>14%</td>
</tr>
<tr>
<td>13%</td>
<td>Niki Hocky—P. J. Proby—Liberty</td>
<td></td>
<td>45%</td>
</tr>
<tr>
<td>12%</td>
<td>Sweetest One—Metros—RCA</td>
<td></td>
<td>29%</td>
</tr>
<tr>
<td>12%</td>
<td>The Tramp—Lowell Fulsom—Kent</td>
<td></td>
<td>25%</td>
</tr>
<tr>
<td>11%</td>
<td>Mercy, Mercy, Mercy—Cannonball Adderley—Capitol</td>
<td></td>
<td>40%</td>
</tr>
<tr>
<td>11%</td>
<td>The Beat Goes On—Sonny &amp; Cher—Atco</td>
<td></td>
<td>43%</td>
</tr>
<tr>
<td>10%</td>
<td>Danger She's A Stranger—5 Stairsteps—Windy C</td>
<td></td>
<td>35%</td>
</tr>
<tr>
<td>10%</td>
<td>Something Good Is Starting To Happen—Carla Thomas—Stax</td>
<td></td>
<td>31%</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Less Than 10% But More Than 5%</th>
<th>Total % To Date</th>
</tr>
</thead>
<tbody>
<tr>
<td>I Was Only Playing Games</td>
<td>My Cup Runneth Over</td>
</tr>
<tr>
<td>Unit 4 Plus 2 (London)</td>
<td>Ed Ames (RCA)</td>
</tr>
<tr>
<td>Walk Tall</td>
<td>I'll Take Care Of Your Cares</td>
</tr>
<tr>
<td>2 Of Clubs (Fraternity)</td>
<td>Frankie Laine (ABC)</td>
</tr>
<tr>
<td>That's The Tune</td>
<td>For What It's Worth</td>
</tr>
<tr>
<td>Vogues (Co &amp; Co)</td>
<td>Buffalo Springfield (Atco)</td>
</tr>
</tbody>
</table>

Cash Box—January 21, 1967
TWO HOT RECORDS

"BALLAD OF WALTER WART"

MTA 114

RADIO ACTIVE

KELO #1
WAKY #9
WKLO #27
KDWB #31
WEBG #33
KJR #45

CABARET

KING RICHARD'S

FLUEGEL KNIGHTS

MTA 115

MTA RECORDS

A Product of MTA Productions, Ltd. • 26 W. 58th St. • New York N.Y.
Angel's Melodya

(Continued from page 8)

recent cantata by Shostakovich, "The Execution Of Stepan Razin," based on a poem by Ivan Turgenev. Under the baton of Kirill Kondrashin the Moscow Philharmonic Orchestra recently recorded Ninth Symphony of Shostakovich. Conductor and orchestra are also heard in another album in the composer's popular Symphony No. 5.

Violin Virtuoso David Oistrakh is featured in three of the first six Melodya/Ange1 releases, which in his customary role, he has recorded the Kichashvili Violin Concerto with the composer conducting the Moscow Radio Symphony. Already known as a skilled conductor through concert accompaniments for his violinist son Oistrakh and others, the older Oistrakh makes his formal recording debut as conductor in two other Melodya/Ange1 albums, both with the Moscow Philharmonic. His recording of Prokofieff's Symphony No. 5 commemorates his life-long association with the late composer. In the Berlin "Harold In Italy," Oistrakh's viola soloist is Rudolf Barshai, best-known in America as founder and conductor of the Moscow Chamber Orchestra. Completing the first Melodya/Ange1 release is an album of two contemporary chamber works, with ensembles conducted by a young conductor of the Bolshoi Ballet Orchestra, Genady Rozhdestvensky—the Suite from Stevin's "Leila and His Golden Slave" and Prokofieff's Quintet for Woodwinds and Strings.

Planning for the new label's first releases began last August when Capitol Records, the manufacturer of Angel Records in the United States, signed a contract with Mehdun-

Three OCT.
planned
specific
JUNE
contract
look
Geldbart
November
Italy" 

nady
Capitol
ductor
ensembles
contemporary
Angel
soloist
"Harold

LOOKING
FOR

EXCITING,

A Schedule of Major Industry Events in the Coming Months

EVENT
SAN REMO FESTIVAL
CHESS-CHECKERCADET
MIDEM (INT'L RECORD PRODUCING MARKET)
NARM (RAK JOBBER)
NARAS GRAMMY AWARDS
FRIENDS OF BOB BURTON MUSIC DINNER-DANCE
NAB (BROADCASTERS)
MANN MUSIC SHOW
COUNTRY MUSIC WEEK

DATE
JAN. 26-28
JAN. 27-29
JAN. 30-FEB. 4
MAR. 5-10
MAR. 2
APRIL 2-5
JUNE 25-29
OCT. 19-21

PLACE
SAN REMO, ITALY
AMERICAN HOTEL, PITTSBURGH
AMERICAN HOTEL, PARIS
EL TORO, PASEO DE GRACIA, BARCELONA
VERMONT, YORK, ENGLAND
AMERICAN HOTEL, NEW YORK
AMERICAN HOTEL, NEW YORK
AMERICAN HOTEL, NASHVILLE
CONRAD HILTON HOTEL, CHICAGO
CONRAD HILTON HOTEL, NASHVILLE, TENN.

ANGEL'S ODES

(Continued from page 8)

much-sought-after collectors' items. Odyssey has also acquired the rights to the catalog of the Harmonia Mundi label in Australia and Harmonia Mundi specializes in rarities from the Renaissance and Baroque periods; all releases are exclusive premier recordings.

Columbia's vaults come a series of Legendary Performances recorded in Europe during the 50s and 60s. These recordings feature such artists as Sir Thomas Beecham, Pablo Casals, Walter Gieseking, Casals, Pablo Casals, Walter Gieseking, and others. In cases where performances were originally recorded in monaural only, they will be released on CDs as both monaural and stereo. Recordings will not be eligible for any Columbia award donated for stereo.

To round out the catalog of exciting and diversified Odyssey albums still further, the label will record new material, with special emphasis on budding, talented artists and/or representor of a highly special nature.

Lee Assigned To Command's New York Promo & Pub. Post

NEW YORK—Lanny Lee has been assigned to cover promotion and publicity in the New York area for Command Records, Lee, who has a total of 8 years of experience in the record business, will report directly to Loren Becker, the label's guiding light.

James Brown Chairs 'Stay In School' Drive

NEW YORK—James Brown has accepted the invitation of Vice President Hubert H. Humphrey to be chairman of the Afro-American committee of the Government's "Stay-In-School Campaign. The latest Mr. Brown's "Don't Be a Dropout" diking on King was a recent chart hit, a fact that prompted a letter to Brown: "I am very ap-

preciate of your past cooperation, particularly your recording of "Don't Be a Dropout," and I look forward to working with you on this year's campaign."

The National Association of Radio Announcers, the Vice President also noted, has agreed to serve as the 'central committee' to organize and coordinate the efforts of the nation's disc jockeys in support of the President's "Stay-In-School Campaign." The National Association of Radio Announcers, under the leadership of NARA, will serve as chairman of the overall effort.

NARM Program Details

(Continued from page 8)

been explored at a NARM Convention in 1989. Closing the day's program will be a workshop on "Direct Marketing," specifically targeted to the retailer. Attendees will have an opportunity to attend one, as well as a number of their choice. "Merchandising the Tape Cartridge" is a workshop session which will be conducted twice, in each of the two group, by J. A. (Sach) Rubenstein of CBS Records. (See page 10.) With the use of audio-visual equipment, showing actual installations, manufacturers' displays and tape mixtures now available, the program will demonstrate the merchandising of the tape cartridge and how it will be integrated into the NARM membership an up-to-date and informative presentation of what is available in the field in the sale of tape cartridges.

A charge of each of the workshop sessions, which will introduce the speakers and their presentations will include David Press, (D and H Distributing Co., Hollywood, Pa.) on "Charting of Introductory Electronic Data Processing;
THE WHOLE COUNTRY'S TAKING TO

I CAN'T TAKE IT NO LONGER

b/w You Can Hear a Tear Drop
the selling new single by

HANK WILLIAMS, JR.
Columbia 'Gold' Promo
(Continued from page 5)
consumer may order albums from local dealers placing the ads.

In-store Aids Available
The in-store display will be backed up with a set of in-store material, as well as special racks and portable displays, complete with "Solid Gold" sign posters, and making this feature a major promotion for the label. A separate folder will be supplied to dealers, along with kits for mounting in high-traffic areas.

To supplement the above programs, Epic Records will be shipping all the sets of gold record albums, containing all the label's gold record albums, as offered as prizes in local contests.

e a short story by Ian Fleming, author of the James Bond novel. It will bring together many of the stars now scored in "Mary Poppins," songwriters Bob & Dick Sherman and Richard M. Sherman, whose work is yet to be chosen. Flick should be ready for release in January, 1965.

Ilya Darling
While observing UA's "inordinate lack of success" on Broadway, picker said that the situation would be corre-

ted with the musical version of "Never On Sunday," "Ilya Darling." It features "Sunday" star Melina Mercouri and has a score by Manos Hatzidakis, who also wrote the film. The UA label is represented with a "Full-Fold" program by lona Jo and Ted Brown for the film's release in Philadelphia last Monday (9) and continues to Toronto, where it opens in New York late in April for its New York opening in April Musical's New York Preview performance will be broadcast live.

New Releases
Among the new LP's are 15 on the UA label, seven on UA International, four on UA's London label, two on the Epic label, four on the Reprise label, and four on the Troubadour label.

Pop product was introduced by UA's Mike Lipton, Norm Weiser, and Michael Willner.

D.J.'s note:

Columbia's "Solid Gold" promotion continues to be one of the most popular of the year for record retailers, January 17, and the following week for higher sales during these months in the record business. The promotion features the acquisition of new phonograph owners—those who have acquired equipment as Christmas, Valentine's Day, or birthday gifts, etc.—will be given a record library in Columbia's "Solid Gold" Catalog. Furthermore, a major promotion will be available on Columbia four-track stereo tapes and eight-track tape cartridges.


And in a major promotion on Columbia four-track stereo tapes and eight-track tape cartridges.

Hollywood the "Fistful," Believing," week Minor "Mary features the major large "Starmakers." director and singer both 60 "Rainbow" jewel scripter, 17 locales.
Karen "Swingin' D.J.'s BE presents a & R's "WALK" the current Arrows, Grass-

"Jivorec: Crossroads will also be released, "Joe Modugno's To-Dos," Don Sharp's "Golden Hits," and "Chevy's Six Pack," to mention a few.

(Continued on page 15)

Hot Selling Singles
Jewel...Paula
"Black Olive"
The Bad Boys
Paula 254
"Tell It Like It Is" B/W "Philly Walk" The Boogie Kings
Paula 262
"Things You Do"
Frank Frost
Jewel 77!
"The Happiest R & B Gospel LP on the Market"
"How Sweet It Is To Be Loved"
O. L. Holiday
Jewel 9003

Good News For Collectors
Columbia's "Solid Gold" promotion continues to be one of the most popular of the year for record retailers, January 17, and the following week for higher sales during these months in the record business. The promotion features the acquisition of new phonograph owners—those who have acquired equipment as Christmas, Valentine's Day, or birthday gifts, etc.—will be given a record library in Columbia's "Solid Gold" Catalog. Furthermore, a major promotion will be available on Columbia four-track stereo tapes and eight-track tape cartridges.


And in a major promotion on Columbia four-track stereo tapes and eight-track tape cartridges.


And in a major promotion on Columbia four-track stereo tapes and eight-track tape cartridges.
Historic First!

The Blues Magoos

Are going on a Chartered Flying Tour to these Cities

FRIDAY, JAN. 20  NYC to Boston, Mass. (entire day)
SATURDAY, JAN. 21  Boston to Baltimore—Washington DC area
SUNDAY, JAN. 22  Baltimore-Washington area
MONDAY, JAN. 23  To Pittsburgh, Pa. (overnight)
TUESDAY, JAN. 24  To Columbus, Ohio (stops only) On to Dayton, Ohio (overnight)
WEDNESDAY, JAN. 25  To Cincinnati, Ohio (overnight)
THURSDAY, JAN. 26  To Louisville, Ky. (stops) On to St. Louis, Mo. (overnight)
FRIDAY, JAN. 27  St. Louis (all day) (overnight)
SATURDAY, JAN. 28  To Des Moines (stops at night) (travel to St. Paul)
SUNDAY, JAN. 29  St. Paul/Minneapolis (2-4 p.m. show) (overnight)
MONDAY, JAN. 30  To Milwaukee (all day) (overnight)
TUESDAY, JAN. 31  To Toledo (all day) (overnight)
WEDNESDAY, FEB. 1  To Erie—Buffalo (overnight)
THURSDAY, FEB. 2  To Syracuse-Rochester (overnight)
FRIDAY, FEB. 3  To Hartford
THE GREAT
BONNIE GUITAR
WITH A TWO-SIDED SMASH
ONLY I B/W THE KICKIN’ TREE

#16987
PRODUCER: RANDY WOOD • ARRANGER: ERNIE FREEMAN

DOT BEST SELLING ALBUMS
WINCHESTER CATHEDRAL Lawrence Welk DLP 3774
ALFIE Billy Vaughn DLP 3751
WISH YOU WERE HERE, BUDDY Pat Boone DLP 3764
MISS BONNIE GUITAR DLP 3737
Rhapsodies for Young Lovers Midnight String Quartet V 6003
Hi Ho Everybody Rudy Vallee V 6005

THE GREATEST TALENT ON RECORDS!
## Top 100 Albums

**January 1967**

<table>
<thead>
<tr>
<th>No.</th>
<th>Album Title</th>
<th>Artist(s)</th>
<th>Label</th>
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</thead>
<tbody>
<tr>
<td>1</td>
<td>1</td>
<td>The Monkees (Calypso COM/COM 101)</td>
<td></td>
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<tr>
<td>2</td>
<td>2</td>
<td>S.R.O. (Hibbs Albert &amp; The Titus Brass (A &amp; M LP SP 101))</td>
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<tr>
<td>3</td>
<td>3</td>
<td>Dr. Zhivago (Original Soundtrack (Polydor 5015/ORS 5501))</td>
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<tr>
<td>4</td>
<td>4</td>
<td>Got Live If You Want It (Rolling Stones (London LS 2493/PS 493))</td>
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<tr>
<td>5</td>
<td>5</td>
<td>Sound of Music (RCA Victor 6L-2007)</td>
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<td>6</td>
<td>6</td>
<td>Winchester Cathedral (N = Vandeurende Band (Fontana MCF 8750/585 0750))</td>
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<tr>
<td>7</td>
<td>7</td>
<td>Born Free (Roger Williams (Kapp KL 1501/KSL 3501))</td>
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<tr>
<td>8</td>
<td>8</td>
<td>That's Life (Frank Sinatra (RCA Victor LS 4248))</td>
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<tr>
<td>9</td>
<td>9</td>
<td>I'm The One You Love (Hibbs Albert &amp; The Titus Brass (A &amp; M LP SP 1144))</td>
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<tr>
<td>10</td>
<td>10</td>
<td>What Now My Love (Hibbs Albert &amp; The Titus Brass (A &amp; M LP SP 1144))</td>
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<tr>
<td>11</td>
<td>11</td>
<td>Wonderful (Tower of Power (Columbia CP 5298/ORB 5245))</td>
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<tr>
<td>12</td>
<td>12</td>
<td>The Mamas &amp; The Papas (Dubtalk D/D 5000)</td>
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<tr>
<td>13</td>
<td>13</td>
<td>Spirit of '67 (Flamin' Groovies (RCA Victor 6L-2013/PS 472))</td>
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<tr>
<td>14</td>
<td>14</td>
<td>The Best of Herman's Hermits, Vol. 2 (Herman's Hermits (Decca DL 704/DS 5506))</td>
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<tr>
<td>15</td>
<td>15</td>
<td>Dean Martin TV Show (Reprise R RS 6233)</td>
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<td>16</td>
<td>16</td>
<td>Supremes A Go-Go (Motown MM/M 654)</td>
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<td>17</td>
<td>17</td>
<td>Parsley Sage Rosemary &amp; Thyme (Simon &amp; Garfunkel (Columbia CL 3158/5506))</td>
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<tr>
<td>18</td>
<td>18</td>
<td>2nd Gold Vault of Hits (Four Seasons (Phillips FS-1201/221 PS 600-221))</td>
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<tr>
<td>19</td>
<td>19</td>
<td>Four Tops Live! (Motown MM/M 654)</td>
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<td>20</td>
<td>20</td>
<td>Somewhere My Love (Roy Castle (Columbia CL 2519/5506))</td>
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<tr>
<td>21</td>
<td>21</td>
<td>Spinout (Eddy Widdis RCA Victor LPM/3702/PS 472)</td>
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<tr>
<td>22</td>
<td>22</td>
<td>The Wild Angels (Soundtrack (Tower 17/SP 5043))</td>
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</tbody>
</table>

| 23  | 23 | Lonley Bull (Hibbs Albert & The Titus Brass (A & M LP SP 101)) |
| 24  | 24 | Round 'N Tumble (Stanley Turrentine (Blue Note BL 8240/ST 8240)) |
| 25  | 25 | Games That Loves To Play (The Eyes (RCA Victor LPM/3726)) |
| 26  | 26 | Time (Nancy Ames (Epic LP 11120/11120)) |
| 27  | 27 | Night (Battie Francis (Prestige PR 785/FR 785)) |
| 28  | 28 | The Seed (Golden GNP/GNP 2023) |
| 29  | 29 | A Man and a Woman (United Artists GAL 3572/5506) |
| 30  | 30 | Be a Brand New Bag (Golden GNP/GNP 2023) |
| 31  | 31 | Best of Piaf (Capitol T 3716) |
| 32  | 32 | Peter and Gordon Sing and Play the Hits of Nashville (Capitol T 3720) |

**Week Ending January 19, 1967**

<table>
<thead>
<tr>
<th>No.</th>
<th>Album Title</th>
<th>Artist(s)</th>
<th>Label</th>
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<tbody>
<tr>
<td>33</td>
<td>33</td>
<td>I Do! I Do! (Original Broadway Cast (Decca DL 704/DS 5506))</td>
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<td>34</td>
<td>34</td>
<td>Side by Side (Sandler &amp; Younger (Capitol T/SP 2598))</td>
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<tr>
<td>35</td>
<td>35</td>
<td>Strangers in the Night (Harry Belafonte (A&amp;M LP SP 1144/1144))</td>
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<tr>
<td>36</td>
<td>36</td>
<td>More Great Hits (Clark Fox (Epic LS 4248/1800))</td>
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<tr>
<td>37</td>
<td>37</td>
<td>A Time for Love (Benny Bennett (Columbia CL 2519/5506))</td>
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<tr>
<td>38</td>
<td>38</td>
<td>Vol. 12 (Dion (Capitol 9234/5506))</td>
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<td>39</td>
<td>39</td>
<td>In the Arms of Love (Dion (Capitol 11120/11120))</td>
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<tr>
<td>40</td>
<td>40</td>
<td>Carry On! (Bill Evans (Capitol T 3732))</td>
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<tr>
<td>41</td>
<td>41</td>
<td>Big Cosby Is Very Fella Right! (Benny Martin (Kapp KL 1501/KSL 3501))</td>
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<tr>
<td>42</td>
<td>42</td>
<td>Johnny Rivers Golden Hits (Ephemeral LPM/3323/5506)</td>
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<tr>
<td>43</td>
<td>43</td>
<td>Tiny Bubbles (Don Ho (Reprise R RS 6233))</td>
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<td>44</td>
<td>44</td>
<td>Terry Knight and the Pack (Lucky Eleven (Elektra ELX 320/5506))</td>
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<tr>
<td>45</td>
<td>45</td>
<td>This is Love (Marianne Faithful (Capitol T 3729))</td>
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<td>46</td>
<td>46</td>
<td>Projections (Bliss Project (Verve VSC 25/FTS 3008))</td>
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<td>47</td>
<td>47</td>
<td>Why Is There Air? (Bill Cosby (Warner Bros. V SP 10106))</td>
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<tr>
<td>48</td>
<td>48</td>
<td>Coming on Strong (Brunswick Dee 4825/4825))</td>
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<td>49</td>
<td>49</td>
<td>Trini Lopez Greatest Hits (RCA Victor LSP/1230/1230))</td>
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<td>50</td>
<td>50</td>
<td>Time After Time (Chet Atkins (A&amp;M LP SP 120/4290))</td>
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<td>51</td>
<td>51</td>
<td>Music of Hawaii (RCA Victor LPM/3731)</td>
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<td>52</td>
<td>52</td>
<td>Here We All Born Again (Desiree Henderson (Savoy SRM/STS 555))</td>
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<tr>
<td>53</td>
<td>53</td>
<td>So Nice (Johnny Mathis (Mercury ML 20121/20121))</td>
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**Week Ending January 26, 1967**

<table>
<thead>
<tr>
<th>No.</th>
<th>Album Title</th>
<th>Artist(s)</th>
<th>Label</th>
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</thead>
<tbody>
<tr>
<td>54</td>
<td>54</td>
<td>Command Performance (Command 906)</td>
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<tr>
<td>55</td>
<td>55</td>
<td>Whispers (H cloak &amp; Wilson (MGM DL 3422/DLS 3422))</td>
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<tr>
<td>56</td>
<td>56</td>
<td>Soundcheck (Sterling V SP 10106))</td>
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<tr>
<td>57</td>
<td>57</td>
<td>A Man and a Woman (United Artists GAL 3572/5506)</td>
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<tr>
<td>58</td>
<td>58</td>
<td>Be a Brand New Bag (Golden GNP/GNP 2023)</td>
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<tr>
<td>59</td>
<td>59</td>
<td>Best of Piaf (Capitol T 3716)</td>
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<tr>
<td>60</td>
<td>60</td>
<td>Peter and Gordon Sing and Play the Hits of Nashville (Capitol T 3720)</td>
<td></td>
</tr>
</tbody>
</table>

*Compiled by Cash Box from leading retail outlets*
BASIC ALBUM INVENTORY

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

CADET

James Moody
Moody's Mood For Love
613

James Moody
But Not For Me
628 628S

James Moody
Last Train From Overbrook
637 637S

James Moody
Jamaal At The Penthouse
646 646S

Johnny Shines
Burnin'
661 661S

Ahmad Jamal
Happy Moods
662 662S

Ray Charles
Stretching Out
665 665S

The Isley Brothers
Big City Sounds
672 672S

Ray Charles
More Music From The Soil
680 680S

Ahmad Jamal
Alhambra
685 685S

Ray Charles
Never On Sunday
686 686S

Ray Charles
Sound of Spring
693 693S

Gene Ammons
Just Jug
698 698S

Ray Charles
Country Meets The Blues
701 701S

Ahmad Jamal
At The Blackhawk
703 703S

Frank Foster
Basie Is Our Boss
717 717S

Ahmad Jamal
Poinciana
719 719S

Illinois Jacquet
The Message
722 722S

Ray Charles
Barefoot Sunday Blues
723 723S

Ray Charles
Back To The Blues
733 733S

Leroy Donalson
Signifying
724 724S

Ray Charles
At The Bohemian Caverns
741 741S

Ahmad Jamal
The Song Of The Greatpaint
751 751S

Bucky Green
Testifyin' Time
753 753S

James Moody
Coolin' The Blues
756 756S

Ray Charles
The Is A Crowd
757 757S

Ray Charles
Hang On
761 761S

Ahmad Jamal
Rhapsody
764 764S

Ray Bryant
Gotta Travel On
767 767S

Kenny Burrell
Mun At Work
769 769S

Ray Charles
Swingin'
771 771S

Kenny Burrell
The Tender Gender
777 777S

Ray Charles
Wade In The Water
774 774S

CADET "400 SERIES"

Etta James
At Last
4003 4003S

Etta James
The Second Time Around
4011 4011S

Etta James
Etta
4013 4013S

Etta James
Top Ten
4025 4025S

Etta James
Rockin' At The House
4032 4032S

Three Sons
Dangerous Dan Express
4036 4036S

Jean Dushon
Make Way For DuShawn
4049 4049S

Bob Hope
On The Road To Vietnam
4046 4046S

Art Blakey
Tough
4049 4049S

CHECKER

Bo Didley
Have Guitar, Will Travel
2974 N/A

Bo Didley
Bo Didley Is A Gunfighter
2977 N/A

Bo Didley
Bo Didley Is A Lover
2980 N/A

Bo Didley
Bo Didley & Company
2985 N/A

Bo Didley
It Is All Time Greatest Hits
2989 N/A

Bo Didley
Go Bo Didley
3006 3006S

Bo Didley
Boossman
3007 3007S

Bo Didley &
Two Great Guitarists
2991 2991S

Fontella Bass
The Next Door
2995 2995S

Little Milton
We're Gonna Make It
2995 2995S

Little Milton
Big Blues
3002 3002S

Bobby Moore
Searching For My Love
3000 3000S

CHECKER SPIRITUALS

The Belles Of Joy
The Bells Of Joy
10001

Arthia Franklin
Song Of Faith
10009

Little Stevie Hawkins
The Spiritual Soul Of a Child
10010

The Violinaires
Stand By Me
10011

The Soul Stirrers
The Best Of The Soul Stirrers
10015 10015S

CHESS

Chuck Berry
After School Session
1426

Chuck Berry
One Dozen Berries
1432

Chuck Berry
Rocky All The Hogs
1448

Chuck Berry
Chuck Berry's Greatest Hits
1485

Chuck Berry
Fresh Berry's
1498

Moms Mabley
The Funniest Woman In The World
1447

Moms Mabley
Moms Mabley At Geneva Conference
1463

Moms Mabley
Moms Mabley Breaks It Up
1472

Moms Mabley
I Got Somethin' To Tell You
1472

Moms Mabley
The Funny Sides Of Moms Mabley
1482

Moms Mabley
Nothing But Moms And Pigment
1488

Pigment Markham
The Trial
1491

Pigment Markham
The World's Greatest Clown
1495

Pigment Markham
Ole To The Door Richard
1495

Muddy Waters
The Best Of Muddy Waters
1497

Muddy Waters
Muddy Waters At Newport
1497

Muddy Waters
Folk Singer
1503

Howlin' Wolf
Moonin' In The Moonlight
1498

Howlin' Wolf
Howlin' Wolf
1499

Howlin' Wolf
The Real Folk Blues
1500 1501S

Sonny Boy Williamson
Finger Painting
1503

Sonny Boy Williamson
Brass & The Blues
1507 1507S

Sonny Boy Williamson
Real Folk Blues
1530

Sonny Boy Williamson
Signifyin' Poinciana
1477

Tony Bennett
I Left My Heart In San Francisco
1469

Tony Bennett
Tony Bennett's Greatest Hits Vol. 3
1477

Dave Brubeck
Time Out
1479 1479S

Tambourine Man
1472

Byrds
Turn! Turn! Turn!
1479

Johnny Cash
Ring of Fire
1479

Johnny Cash
I Walk The Line
1479

Chet Atkins
Rambin'
1479

Roy Croll
Invisible Years
1479

Roy Croll
Music of "Mary Poppins"
1480

Ray Conniff
World Of Hits
1480

Miles Davis
Sketches Of Spain
1480

Doris Day
Doris Day's Greatest Hits
1480

Bob Dylan
Subterranean Homesick Blues
1480

Bo Diddley
Hit Parade
1480

Percy Faith
Viva The Music of Mexico
1480

Percy Faith
Themes For Young Lovers
1480

Eydie Gorme
Softly As I Leave You
1480

Germa/Les Panchos

c
1480

Robert Goulet
My Love For Me
1485

Robert Goulet
On Broadway
1485

Robert Goulet
On Broadway Vol. II
1485

Ken Griffin
You Can't Be True
1485

Johnny Horton's Greatest Hits
1485

Mahalia Jackson's Greatest Hits
1485

Mathis
Shadow Of Your Smile
1485

Johnny Horton's Greatest Hits
1485

Sightings Greatest Hits
1485

Pete Seeger
I Can Make It With You
1485

Revere & Raiders
The Spirit Of '76
1485

Marty Robbins
Gunfighter Ballads
1485

Pete Seeger
We Shall Overcome
1485

Simon & Garfunkel
Sounds Of Silence
1485

Sinatra's Greatest Hits Early Years
1485

Barbra Streisand
People
1485

Streisand
My Name Is Barbra
1485

Streisand
My Name Is Barbra, Too
1485

Jerry Vale
Have You Looked Into Your Heart
1485

Andy Williams
In The Arms Of Love
1485

Andy Williams
Moon River
1485

Andy Williams
Days Of Wine And Roses
1485

Jerry Vale
The Impossible Dream
1485

TOTAL LOCATION INVENTORY

Shades of Yesterday Mean Sales Today!

THESE WONDERFUL TALLS

SN 6597/BSN 159*

FLM 13103/FLS 15103*

TOTAL LOCATION INVENTORY

SHADES OF YESTERDAY MEAN SALES TODAY!
THE YOUNGBLOODS
NEW SOUND: RAG 'N' ROLL!

It's sound-sational!
The first album by THE YOUNGBLOODS
and they've got a sure chart-item going for them in this recording
that features "Grizzely Bear." A happy, rockin' sound, plus solid teen-oriented material, will have the "go" crowd going strong for this one! Make sure that you're part of this new action-geared profit-maker—

RCA VICTOR

© The most trusted name in sound
Lehrke Named To Head Loretta Lynn Rodeos

NASHVILLE — The Loretta Lynn Championship Rodeo, operating out of Nashville and Hurricane Mills, Tenn., has rodeo specialist Bruce Lehrke to direct its entire international rodeo activities. Formerly of Mukwonago, Wis., Lehrke took over his new post on Jan. 3 and will be booking the personal appearances for his 10 rodeo performers, which includes the famous Rodeo Reunion Inc. for four years. In 1965 the latter firm was named “Rodeo Producer Of The Year” by the International Rodeo Association.

For the past seven years Lehrke has announced professional rodeos throughout the eastern two thirds of the nation. Before going into full time rodeo production and promotion he was employed for over 5 years in the promotion and advertising depart- ments of daily newspapers.

Although Loretta and her husband Moore invest a large ranch at Hurricane Mills, Tenn., arrangements are being made with several rodeo stock contractors in strategic areas of the U.S. to top their hands for Loretta Lynn rodeos in their area. The LL rodeo concern will handle the entire production at all Loretta Lynn rodeos with the programmers delivering all major competition events sanctioned by the International Rodeo Association. A set of professional contract performers, such as trick riders and clowns will split the competition events and a star-studded country music show as the entertainment. Scheduling of the 1967 rodeo circuit has not yet been completed, but the planning of major 1968 circuits has already begun at the agency. The rodeo will play in many of the metropolitan Willburn Brothers TV markets.

Joining The Jamboree

The WVVA Jamboree, which boasts a long list of country favorites has expanded its roster this year with the addition of two more well-known country names, Ashley (left) and Margie Single-

tone (center). With the addition of two names that grew up happily as the two sign up is Jamboree director Lee Sutton.

A GREAT NEW LP! 
JOHNNY WRIGHT'S

"COUNTRY MUSIC SPECIAL"

DECCA DL 4770

1966 made many pages of Music City history, but the attitude of most Record Row personalities is to make 1967 even bigger. Among the nu-

merous New Year's resolutions that have been made are those of Stu Phillips and Billy Walker to increase their international activities during '67 and of Dr. Paul Moore to use his second year in show business as THE big rung in the ladder to the top.

Chet Atkins has resolved to read Volume II of "How To Make Money" (it might come in handy) and Archie Campbell plans to combine his inter-

ests by painting the portrait of a singing golfer with a guitar-pickin' caddy.

Jack Clement is aiming for a BMI award that he won't have to return, Connie Smith wants the whole world to hear her new band this year, Pop Stoneman wants the world to know about the others and Hank Williams, Jr., is hoping for a little more time.

Jack Stapp is determined to sign the next Roger Miller who comes along as a Tree writer and Little Jimmy Dickens wants to add a rab-

bit to his sixteen (which is that cabbage patch down at the bank).

The Duke of Paducah and Lucky Moeller have witnessed a tremendous growth in Nashville's entertainment industry and are thus involved to help it reach new heights.

Bill Denny is shooting for a major hit on Cedarwood's Dolly label and Dottie and Bill West are building the country music image the same way Carl Smith, practical as usual, has spoken for Chet's book as soon as "Mr. Music" finishes it.

MOVING WITH THE HEARD—Bul-

ladeers Johnny Dollar and Van Trevor, both of whom have begun to move up the charts, are joining manager Dick Heard, take part time out during a concert in Doylest-

own, Pa., for some fun with Heard, who claims he saw off his feet by the show. Trevor is currently making big noise on the country charts with his "Our Side" ditty on Island Box, while Dollar makes an-

other chart bid with his just-released Dot single, "Your Hands," both of which were produced by their man-

agers. Another of Dick's productions, "Grain Of Salt" by Penny Starr, is also making chart noise with country fans.

A stroke in 1963 temporarily cur-
tailed one country's music most well-known booking careers, but the presence of Oscar Davis and his "Oscar Davis and the Box Office," met the support of "Music City.

An annual party to benefit the "Oscar Davis Rehabilitation Fund," which is helping his defrayed rent, has become a regular part of Nashville calendar and this year's party added $1,695 to the fund. Oscar expressed his sincere gratitude to all responsible and added that everyone has been eager for: his health is making steady improvements.

Moneen Carpenter, Bill Anderson's long-suffering secretary, is much more accustomed to her boss calling her from unusual places at unusual times, but she was surprised when he called from a New York hospital at 2:00 a.m. Anderson was taking his periodic rest-relaxation period at the clinic and Moneen thought it would be an amusing gesture if she could arrange a floral arrangement built around a plastic ukelele. Bill thought it was equally a self-serv-

ing plan, and he called Moneen at the early hour to tell her that he had just composed a song for her. He was aiming to make it a gift to his former manager, Dick Grae.

As a result, Bill's next single (which follows up his "Fever" success), is "Get While The Gettin's Good," the same tune he composed on the phone from his hospital bed, Bill, who left the hospital in mid-October is recorded on the one at Nashville's Columbia Studios.

The most recent addition to the growing writers' roster at the Tree pub-

bly is long-time Country favorite Unie Wheeler, according to vp Buddy Kilpatrick, is the only known near work by a showman, and harmonies virtuos,

Wheeler's past song productivity has rambled quite a deal of nature and Country to inspirational.

Lehrke & Chuck Wells will be leaving a day early on his planned tour of the East. While he's out of town Bill will visit Wakayama, which is the Japanese sister city to his own (Okla. City) and then head for the Orient, and will bring gifts from his mayor and Chamber of Commerce to their Japanese counterparts. The Tiger and his crew have just finished filming TV segments for three days in Oklahoma City, immediately fol-

lowed by shows at Enid, Okla. (Jan. 12), the Diamond Room in Okla-

homa City (13) and the Fairgrounds in Tulsa (14). This week he needs for the great Northwest where he will appear at the Sales Pavilion in Edmonton, Alberta (16) the Seattle Opera House (20), the Oriental Theatre in Portland (21), the Queen's Theatre (22), the Vandenburg AFB (27) and the Dream Bowl in Sapa, Calif. (28). For the next few day rest, it's off for the land of fish heads and rice.

Charlie Pride, who's currently mov-

ing well with his first single "Just Between You And Me," has just com-

pleted more Victor recording ses-

sions this month (9 & 10). Produced under the wing of Jack Clement, the second set of country favorites has expanded its roster with the addition of two more well-known country names, Ashley (left) and Margie Single-

tone (center). With the addition of two names that grew up happily as the two sign up is Jamboree director Lee Sutton.
BULLSEYE

COUNTRY REVIEWS

THE CASH BOX

YOU CAN HAVE HER (2:48) (Big Billy, BMI—Cook)

IF YOU WERE MINE, MARY (2:11) (Ridge, BMI—Taylor)

JIM EDWARD BROWN (RCA Victor 9077)

Jim Edward Brown switches from his usual smooth balladizing and offers a catchy hand-clapper called “You Can Have Her.” The rolling, building effect of this one should be greeted with enthusiastic response. Lots of name recognition, “If You Were Mine, Mary,” is a real pretty item done up with the velvet touch.

DRIFTING APART (2:30) (Page Boy, SESAC—Gurnee)

WHEN WE'RE ALONE AT NIGHT (2:37) (Page Boy, SESAC—McPherson)

WARNER MACK (Decca 32082)

Warner Mack has wasted no time in following up his recent “It Takes A Lot Of Money” smash with “Drifting Apart,” another sure-fire winner. This one is strong, easy-paced heartbreaker that should take no time in scoring with deejays. “When We’re Alone At Night” is a tender romance tune.

I DIDN'T JUMP THE FENCE (2:45) (Southtown, BMI—Chrysler)

DON'T LET MY GLASS RUN DRY (2:08) (Starday, BMI—Hill, Sovine)

RED SOVINE (Starday 784)

Veteran Red Sovine may zoom real high once again as a result of “I Didn’t Jump The Fence.” Songster admits to playing around, but claims he wasn’t the responsible party. Looks like a biggie. “Don’t Let My Glass Run Dry” is a bouncing tale of woe.

HEART, WE DID ALL WE COULD (2:36) (Central Songs, BMI—Miller)

MY MOMMA DIDN'T RAISE NO FOOLS (2:02)

Tu Tu, BMI—Saville

JEAN SHEPARD (Capitol 5822)

Currently scoring in her “Mr. Do-It-Yourself” dust with Ray Pillow, Jean Shepard goes the solo route on this offering called “Heart, We Did All We Could.” The low-down effort should be rewarded with a good bit of acceptance. “My Momma Didn’t Raise No Poos” is a pleasant thumper.

ONLY I (2:45) (Sun-Vine, BMI—Antonio, Guitar)

THE KICKIN’ TREE (2:05) (Sun-Vine, BMI—Antonio, Guitar)

BONNIE GUITAR (Dot 16897)

BONNIE Guitar should soon be decorating the high spots in the charts with this superlative effort tagged “Only I.” Both country and pop fans could dig the deck, which is an exceptionally lovely ballad beautifully done. “The Kickin’ Tree” is a lowdown moaner. (Continued on page 70)

ATLANTA — Dot recording artist “Little” Jimmy Dempsey has just opened a full-time independent record production and publishing company with offices located in Atlanta, Ga. The firm will be headquartered at Le-Freve’s Sing Recording Studios, 1314 Ellisworth Industrial Dr., N.W. The first four productions from the firm are due out in Jan. and Feb., with the initial offering featuring a Tower deck by WPO-Atlanta deejay Mac Curtis. The second release will be a Dot single by Dempsey himself, followed by singles by Tammy Taylor and JoAnn Johnson.

Dempsey will also release two of his own guitar albums, one called “Mr. Gospel Guitar” on Gloryland for Jan., and the second, set for Feb. is a Hillside LP called “Guitar Nashville Style.”

Faster Than

“SWEET THANG”

PICKED BY ALL THE TRADES

NAT STUCKEY

SINGS

“OH! WOMAN”

Paula 257

FROM THE ALBUM

“NAT STUCKEY SINGS”

Paula LP 2192

#5 ON CASH BOX CHARTS

D/J WRITE FOR SAMPLES
Billy Grammer’s
“The Real Thing”**
Is For Real...
An All-Out Smash!
HOW DO YOU FOLLOW A BILL ANDERSON NO. 1 HIT RECORD LIKE...
"I GET THE FEVER"

RELEASE A BRAND NEW BILL ANDERSON SMASH:
"GET WHILE THE GETTIN'S GOOD"
DECCA 32077

DECCA RECORDS, a division of MCA, Inc.

EXCLUSIVE MANAGEMENT:
HUBERT LONG TALENT AGENCY/NASHVILLE, TENNESSEE

Cash Box—January 21, 1967
**COUNTRY REVIEWS**

<table>
<thead>
<tr>
<th>Grade</th>
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<tr>
<td>B +</td>
<td>very good</td>
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<tr>
<td>B</td>
<td>good</td>
</tr>
<tr>
<td>C</td>
<td>fair</td>
</tr>
<tr>
<td>C +</td>
<td>mediocre</td>
</tr>
</tbody>
</table>

**YOUR HANDS** (2:09) [Yonah, BMI—Dollar, Ross, Milburn]

**DON'T TAKE MY FUTURE FROM ME** (2:33) [Clay, Stonesthrow, Johnny Dollar, BMI—Dollar, Ross, Milburn]

**JOHNNY $ DOLLAR** (Dot 18990)

Johnny Dollar stands to equal or better the successes of his smash "Stop The Start" with his version of "Your Hands." This one is a tender ballad that could get big acceptance. "Don't Take My Future From Me" is a thumpin', mid-tempo heart-tugger.

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**Newcomer Picks**

**FISHIN' ON THE MISSISSIPPI** (2:13) [Blue Book, BMI—Morris]

A LITTLE BIT OF YOU (2:19) [Blue Book, BMI—Morris]

**BOB MORRIS** (Tower 397)

Look for newcomer Bob Morris to get lots of attention with this Tower debut called "Fishin' On The Mississippi." Reminiscent of "Battle Of New Orleans," the tune is a lively session with lots of fiddles and a contagious sound. "A Little Bit Of You" is a slowed down weeper.

**I COME HOME A-DRINKIN'** (To A Worn-Out Wife Like You) (2:18) [Sure-Fire, BMI—Wilburn, Lynn, Wells]

**SINCE YOU MADE A WRECK OUT OF ME** (2:29) [Sure-Fire, BMI—Webb]

**JACK WEBB** (Decca 32027)

Jack Webb stands a good chance to drag in big air action and net lots of coin with his followup to Loretta Lynn's "Don't Come Home A-Drinkin'", which he dubs "I Come Home A-Drinkin'" (To A Worn-Out Wife Like You)." Certainly bears watching. "Since You Made A Wreck Out Of Me" is a loping item with a cute sound.

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**KITTIE HAWKINS** (Capa 136)

**FORGETTING YOU** (2:41) [Low, BMI—Allen] Here's a real attractive weeper from Kitti Hawkins that could easily find favor with a good many country declays and consumers. Give it a listen.

**YOU GET WHAT YOU PAY FOR** (2:08) [Low, BMI—Hawkins] The mid-tempo flip is also liberally laced with teardrops.

**DR. PAUL MOORE** (Dollie 506)

**THAT LONG LEGGED BIRD** (2:04) [Cedarwood, BMI—Scheider, Southall] The singing dentist is gaining more and more popularity and may well hit paydirt with this fan-filled Dollie debut about a new dad. A cutie.

**IT SEEMED LIKE A GOOD IDEA AT THE TIME** (2:23) [Cedarwood, BMI—Whitehead] Trouble and woe on the flip.

**BILL MONROE** (Decca 32075)

**WHEN MY BLUE MOON TURNS TO GOLD AGAIN** (2:34) [Peer Int'l, BMI—Walker, Sullivan] The original Bluegrass King, Bill Monroe offers a wild grass treatment of this standard. Fans should dig it.


**BOB GARMON** (World Wide 4016)

**MY PRIVATE WORLD** (2:16) [Marjie, BMI—Gar-

mon] Bob Garmon tells a certain gal that there's only one thing missing from his life. His woes may be the basis for good activity.

**LUMBER CITY** (1:54) [Low-

ery, BMI—Garmon] Here's an appealing side about a man with well-

calledous hands.

**NORM TESTER** (Tester 0001)

**TIL TRUE LOVE'S BACK** (2:34) [Four Star Sales, BMI—Below] Norm Tester could score well in country circles with this slow-paced tear-tugger. Nice vocal effort.

**DON'T HURT THE HURT** (2:06) [Milward, BMI—Reams] Undercut is another bluesier, but more uptempo.

**DONNA FARGO** (Rancon 1982)

**WOULD YOU BELIEVE A LIFETIME?** (2:28) [Terran, BMI—Fargo] Could be plenty of spins and sales in store for this tear-
stained ode by Donna Fargo. Pretty sound.

**YOU MAKE ME FEEL LIKE A WOMAN** (2:25) [Terran, BMI—Fargo] Flip tells of a gal who's gonna quit her cheating ways.

---

**A Great New DECCA Country Star**

**JACK WEBB**

"I COME HOME A-DRINKIN'"

(TO A WORN OUT WIFE LIKE YOU)

32087

The Only Answer To The LORETTA LYNN Lesson

Cash Box—January 21, 1967
LONDON RECORDS
20th ANNIVERSARY

Our cover this week features the leading personalities who will be in London to attend the 20th anniversary celebrations of London Records Inc. to be hosted by Sir Edward Lewis, Chairman of Decca Ltd. this week (15-20).
From

ELVIS

And RCA Victor on Elvis’ Birthday, January 8, 1967
A special new single

ELVIS
Indescribably Blue / Fools Fall in Love

#9056
Available this week at your RCA Victor distributor

RCA VICTOR
© The most trusted name in sound
Entertaining Itinerary Awaits Delegation Attending London’s 20th Birthday Fest

LONDON—A warm welcome awaits the delegation of executives, distributors and wives of London Records when they arrive in Britain to attend the 20th anniversary celebrations of London Records from 15th to 23rd January 1967. This will be the second time that Sir Edward Lewis, Chairman of Decca Ltd, has hosted such a convention. The last occasion was in 1964 when the guests numbered 80. This year the number has increased to 140 which includes 60 wives. The 1964 gathering was so successful that London Records has been asked to host the event for the next meeting even since. Some idea of the impression the earlier meeting left on the visitors can be gained from the following extract which appeared in Cash Box report on the convention: “Never has there been a sales campaign that can even come close to this absolutely sensational manufacturer-distributor meet staged by London Records.” This was said time and time again by London Records American and Canadian distributors who were invited by London Records last week to the home of its parent company (British) Decca Ltd. in England to hear and see the company’s new product and sales programme for London’s first 1964 package release. But the reactions to the effort of the visit, with Sir Edward Lewis, Chairman of the Board of Decca, and his huge record operation in England, were so overwhelmingly positive that everyone of the London label’s American distribution returned home with a new found respect and admiration for the label they had been handling in the U.S. for as many as seventeen years.

The Itinerary
Once again an elaborate itinerary of business and social engagements has been arranged as follows: Sunday, January 15th
Arrive London Airport. Monday, January 16th 12:30 Buffet lunch for Distributors and London Records personnel at Decca Ltd.
12:30 Introductory buffet luncheon for wives in the Londonwode Suite at the Mayfair Hotel. 6:15 Visitors leave Mayfair Hotel for a tour of the Houses of Parliament followed by drinks and dinner in the Members’ Dining Room of the House of Commons.

SAN JUAN, PUERTO RICO—Mike Salinger, MusicMakers rep in representative, announces the release of two new records: “La Com- mon” on the Tito label, written by Johnny Catala and Mike Vasquez, and recorded by members of the Puerto Rican Sym- phony; and “Peregrina Navidens” on the Boringuen label, written by Mike Vasquez and recorded by Mario Ortiz and Chico Rivera.

UK Logo For Stax, Volt Labels
LONDON—Frank Fenter, label man- ager for Atlantic and Stax-Volt, is coming to London this week to negotiate plans for Stax-Volt to be released on its own recording studio in this country as from March 1st. Stax-Volt artists include Otis Reading, Sam and Dave, Booker T, Eddie Floyd etc. All these artists will be coming to England together with Atlantic star Fenter and John Barlow for nation-wide tours to coincide with the first release of Stax-Volt. A promotional LP, “Hitt The Road Stax,” featuring the label’s artists will be released together with their latest singles.

MMF Times Cover Latin Markets
LONDON—Tom Ward Jr. European director of Peer-Southern Organization recently flew to Barcelona for meetings with Manuel Salinger of Peer-Southern’s Spanish office. Discussions centered around the recent Spanish law relating to foreign participation in publishing concerns.

SMG Minutes
1. By Mrs. S. Branson, President, at a meeting which was attended by 39 members.
2. Minutes were read and approved.
3. Expenses for the year ended 30th June 1962 were as follows: Incurred £.
4. £8. 15s. 6d.
5. £9. 1s. 1d.
6. £10. 0s. 0d.
7. £11. 9s. 0d.
8. £12. 0s. 0d.
9. £13. 0s. 0d.
10. £14. 0s. 0d.

Denmark’s Best Sellers
This Week’s Overall Chart:
1. 30,000 (15,000)
2. 4,000 (2,000)
3. 2,000 (1,000)
4. 1,000 (800)
5. 900 (700)
6. 200 (100)
7. 150 (80)
8. 100 (60)
9. 50 (20)
10. 10 (5)

LOS BRINCOS RECORDING SCHEDULE IN SPAIN
MADRID—Joaquín Marín, interna- tional sales manager for Spain, recently visited London setting up recording sessions for the label’s top group Los Brincos on January 23rd/24th/25th in Spanish and Eng- lish. The group will then leave to appear at the MIDEM exhibition in Cannes. The label’s top female star Mariusol is currently enjoying chart success in France and Japan where her discs are released by Decca. Marín reports that Zafiro’s recording company launched a year ago is already enjoying considerable success both with local and international copyrights.

SIR EDWARD LEWIS
Tuesday, January 17th
9:30 Distributors and London Records personnel leave for a day long product meeting at the Decca studios.
12:00 Wives leave for a trip to Cambridge.
Lunch on the train, A tour of Cambridge including Trinity College where Prince Charles is going this year.
7:15 Dinner at the Dorchester Hotel hosted by Decca artists.
Wednesday, January 18th
10:45 Sight-seeing tour of London including Changing of the Guard, Westminster Cathedral, St. Paul’s, Tower of London (Crown Jewels) etc.
12:45 Lunch at Decca House.
7:15 Dinner and entertainment at the Elizabethan Rooms of the Gore Hotel.
10:45 Leave Elizabethan Rooms for the Phone Booth Discothèque.
Thursday, January 19th
11:00 Leave hotel for lunch at the Complet Negre Restaurant.
1:30 Leave for a tour of State Apartments of Windsor Great Park.
3:30 Short visit to Eton College
3:45 Leave for London returning to hotel by 5:00 p.m.
7:45 Sir Edward and Lady Lewis’ banquet at the Savoy Hotel.
Friday, January 20th
Free
Saturday, January 21st
Free
Sunday, January 22nd
9:15 Leave for London Airport.
Pye Records are planning a blues and soul week from Jan. 30th to Feb. 4th. Reissues for the week will be entirely devoted to blues and soul material by artists such as Sonny Boy Williamson, the Uniques, Nina Simone, Chuck Berry, Muddy Waters, Sonny Boy Williamson, John Lee Hooker, Gino Washington, Billy Stewart, and others. 6 EPs and 12 singles will be released, including a Spanish edition of the Uniques, Nina Simone, Chuck Berry, Muddy Waters, Sonny Boy Williamson, John Lee Hooker, Gino Washington, Billy Stewart, and others. Pye are currently enjoying chart success with Gino Washington's Philharmonic album "Hand Clapping, Foot Stomping, Funky But Liv" as well as with the Uniques. The company's managing director, Louis Benjamin, is confident that this special blues and soul week will give an added boost to the growing demand for this type of material and that the campaign will be backed by special window displays, etc. Coincident with the campaign, the personal appearances of the artists will be handled by Gino Washington, Jimmie Davis, and Chuck Berry and Billy Stewart.

Independent producer Ruprecht Stillgood recently returned from Germany where he has been in talks with the company, Lindsey Yaskiel to be known as Stig-wood Yaskiel International Ltd. The company—which will be based in Ham-merton, is being abetted by German and French artists for release in Germany and other markets; release in Germany of selected material from various record catalogs; radio, TV and press promotion for all artists and catalogs handled by Stigwood Yaskiel International; the promotional department will also be at the service of overseas record companies and music publishers. They will also acquire foreign record catalogs for their clients. An artist/management agency will be set up and, as the company owns the Reaction label in Britain, this will facilitate English releases for German artists. Finally, Stigwood Yaskiel International has formed two music publishing companies together with Rudi Slezak (late of Aberback). The two companies will be known as Slezak Music and Auf Wiederschen Music with Rudi Slezak as managing director.

The Song Writers Guild report that during the six months January to June, 1967, total sales of popular and light music were broadcast by the BBC, 59,216 by the Popular Music Department and 14,626 by the Light Programme. The overall Broadcasting Corporation total was 74,842 to March, and 39,466 in April. Of the 59,216 items broadcast by the Popular Music Department, 19,773 were British, 34,646 American and 4,707 Foreign. Of the 14,626 items broadcast by the Light Programme, 80% were American and 16% British. It is noted that the British proportion is lowest in the non-current section of the Popular Music Department's output. In the current section there were 9,139 British items against 10,169 American and 1,455 Foreign. The British items were broadcast mostly by British Decca (which has sold over 3,000,000 in America) and the Monkees (which has sold over 300,000 copies). The two companies are quickly emulating the Beatles in popularity in America where their second album has just been released to an advance of 1,000,000 copies.

Great Britain's Best Sellers

This Week

1 1 9 Green Grass Of Home—Tom Jones (Decca) Burma 1
2 5 1 Superman—Donovan (Pye) Southern
3 9 1 Happy Jack—The Who ( Reaction) Fabulous
4 14 1 The Who—The Who (Decca) Compass
5 15 1 Save Me—Dave Dee, Dozy, Beaky, Mick & Tich (Fontana) Lynx
6 13 1 Anyway You Want Me—The Troggs (Page One) Dick James
7 10 1 Country—Cliff Richard (Columbia) Shadown
8 4 1 What Would I Be—Van Morrison (Decca) Barren
9 7 1 Dead End Street—The Kinks (Pye) Davey
10 6 1 You Keep Me Hanging On—The Supremes (Tamla Motown) Carlin
11 12 1 Good Vibrations—The Beach Boys (Capitol) Imperial
12 15 1 Sitting In The Park—George Harrison (Columbia) Jewel
13 1 1 I'm A Believer—The Monkees (RCA) Screen Gems
14 8 1 Back Bertha—Fred Upton—(RCA)
15 11 1 Mind—The Easybeats (United Artists) U.A.
16 15 1 My Mind's Eye—The Small Faces (Decca) Robbins
17 16 1 Under New Management—Barron Knights (Columbia)
18 20 1 Pamela Pamela—Wayne Fontana (Fontana) Hournear
19 19 1 I'll Be Your Sweetheart—Frank Field (Columbia) Acuff Rose
20 1 1 I Know I'm Losing You—The Temptations (Tamla Motown) British compositions

Top Ten LP's

1 Sound Of Music—Soundtrack (RCA)
2 Where The Beach Boys—The Beach Boys (Capitol)
3 The Day The Seekers (Decca)
4 Gentle Shades Of Yal Doonican—Yal Doonican (Tamla Motown)
5 Distant Drums—Jim Reeves (RCA)
6 A Quick One—The Who (Reaciton)
7 Collection Of Beatles Odds—The Beatles (Parlophone)
8 Big Hits—The Rolling Stones (Decca)
9 Pet Sounds—The Beach Boys (Tamla Motown)
10 Finders Keepers—Cliff Richard (Columbia)

BOVENA's new Monument label hits the stands this week with an initial pro-motion-campaign for 8 albums and 5 singles. Among the albums are Roy Orbison's new album, "In The Garden," with two items by Boots Randolph whose "The Shadow Of Your Smile" hit the single list last month. Also new from Monument is "A Wanderin' Man" and Billy Walker's Top 10 special "Bear With Me A Little Longer". Detailed press reviews and sales-letters dealing with the Monument-Granophone-entry have been sent out to all the major music retailers in the UK. In America, Momentum, with its "rolling" campaign, will be a steady topseller. In Amsterdam last year, it is now on a nationwide tour. Many Dutch emigrants are aware of Monument's policy on the rise in Holland of Tower's plans triped to Manila, Singapore, Hong- kong, Australia and New Zealand in April to May, and from there to Australia. Harry Castle of Pye records in meeting Negram/Delta's Robert Oegens and Tony Cosgrove in London where they discussed the future of "Two Old Soul," now still selling strong, while another LP of the excellent Dutch band will be recorded within a few months. Sales reports are now in to the R&B repatory by releas- ing four EP's by Bobby Bland, Ricose Robinson, Chuck Jackson and Buddy Ace. Only 24 hits of the American R&B release, the compilation of "Opryland" and of the new song of French Cleo "Les Fausses." On Deutsche Vogue, And the I's of "Mr. Carnabili" is still doing well. Delta, released a selection of famous Dutch R&B artists and released a new compilation of the Popcorn Project. A recent survey of Holland's weekly Top 40, as provided by Radio Veronica, shows that of the 40 singles, 26 are foreign tracks. Among these is a third time in the Top Twenty with their own song "Touch," was voted Number One, gaining the most points. With growing international fame, especially in Germany, they are now attracting attention in the UK. "Monkey On Your Back" backed with "What's Wrong With You"—could make a strong showing and an international success. It will be released in Holland on the Relax label.

Now, in New York is Silvio Samana, president of the Iracam Recording Company, new concern to compete with the major record firms and to buy masters. He's negotiating with Calla Records and Jubilee Records, among others. He's also working on a new deal in which a record label and a publishing house, both Dutch) Outsiders records. In a few weeks' time, Iracam, Holland's growing independent record company, will introduce its first LP of Dutch artists, "Coast To Coast," which features 14 of the country's leading artists and four more to be on the roster, among them they are destined for big rhythm & blues sellers.

CBS recently issued a new Louis van Dyke single from his latest album, entitled "We'll Stick Together." Items are; "What Now My Love (Et main- tenant)" c/w "Temlo For Three." Undoubtedly, the Louis van Dyke Trio is the hottest band in the country, and already sales prove to run parallel with their popularity.

Brian Epstein is to spend over £5,000 on modernizing the Saville Theatre with the top advice of the country's top public relations director. Plans are already in hand for the installation of cinematograph equipment in readiness for a season of Mitzi Gaynor's latest films, produced and distributed by General Film Corporation. For March. Forthcoming attractions at the Saville include the Tahitian Song and Dance Company Iara Tahiti for a six week run, and "Johnny Guitar" company for a four week run. Future Sunday concerts include the Who (Jan. 29th), the Cream and Billy Fury (Feb. 5th), Chuck Berry (March 6th), the James Gang (Feb. 26th), the Lee Dorsey (March 5th) and the Impressions (April 16th).

Rehearsals are in progress for the London opening of "Fiddler On The Roof" with Mandy Patinkin as Tevye. The production, which opened in 1965 at the London Theatre with Jerry Bock and Sheldon Harnick is published by Valando Music (a subsidiary of Chappelle). Main titles from the show are "Sunrise Sunset" recorded by Robert Golub (CBS) and Paul Anka (RCA), "Matchmaker, Matchmaker" has been cut by Eddy Gorme with the original cast album on RCA and British show cast album on CBS. The much-publicized Neil Diamond, upcoming to the successor to "The Shrimp," has been signed to a recording contract by Jeffrey Kruger of Ember Records. Her debut disk released this week—"Beautiful Dreams" penned and produced by Tommy Scott—is published by Yorke Music. Kruger reports that the disk is scheduled for worldwide release. He adds that the deal is particularly for the record industry and organized by Trades Exhibitions Ltd., will take place at the Royal Horticultural Hall, in London, and is expected to be actively supported by The Gramophone Record Sellers Association and one of the main events of the year will be the GRRA's annual conference to be held in the Conference Hall of London, on Feb. 12th and 13th.

Spencer Davis' Fontana recording of "Gimme Some Lovin'" now issued in the US by RCA under the title "Can You Feel It?" was recorded by the British single "I Am A Man" also from the pen of lead singer Stevie Winwood is published by Island Music. Winwood, J.R., Des. assigned from the International Department of the Pye Records effective Jan. 31st. His duties will be taken over by Cyril Stapleton as assistant director in the British section.

Vera Lynn has her first U.S. single release for two years on United Artists, "Gold Toddle Temptation," recorded in London by Vera Lynn in Britain by Harry Lewis when the disk is issued by EMI on the HMV label.

Indie American record producer, Fred Marshall, based in London is putting together a musical presentation for the world market for M.I.D.R.S. at Cannes, a musical spectacular with 40 original songs. This package is being prepared for presentation at the world market at M.I.D.R.S. at Cannes, and features the Michel Hauser Swinget, the Kings and Queens vocal group, Rolf Erikson and his brass choir with Merrill Henningsen and Joa Merrill and his Cope Five.
**GERMANY**

Last week, the good news came ending the fight between the GVL repre senting scoring artists and the A&R the A&R representing the TV stations. The conditions are similar to the past 35 hours a week are allowed for record broadcasts as in the past. Of course, the radio stations will have to pay more than in the past so it is expected that each station will plan their own budget. Whether new releases in the singles sector will get the necessary exposure or not remains to be seen. The fact remains that he singles market was drastically hurt by the fight and especially the German singles productions sold very little product during the battle. No new artists from Germany were able to land hits, and foreign records dominated the charts. 1967 should get things back to normal with radio exposure producing sales for the platters under question.

Vogue is swing hard with the David Cracklatter platter "Dear Mrs. Apple bee" which looks a top hit here. Mrs. Daniels Holubowski has left her position as promotion manager for the firm.

Udo Jurgens looks like his international fame will increase in 1967. The young star is so popular that offers for the first 3 months of the year would mean that he would have to go on 4 TV shows (including 11 shows of his own, 9 radio shows and 276 shows in cities in Europe, Japan and South America.

Whew! An old friend of the German production business is back and swingig Nils Noback, who left Electrola in 1963 for a new A&R slot at Ariola and left the firm a year later and then disappeared from the music business in Germany, has signed a new contract as A&R man for Electrola.

Public relations and press gal Dietiland Riet has left CBS for a new job as housewife. Her successor is Herbert Morgen who will also take over the CBS concert bureau of April Music, the CBS publishing arm.

Larry Yaskiel who left Vogue recently has now signed Stigwood Yaskiel International with main offices in Hamburg. The firm will produce and handle concert appearances of artists.

The German music library in Berlin celebrated their 15th anniversary recently. The library has a copy of all records which have ever been released in Germany numbering 27,000 in all. The library is financed from donations from interested parties.

Philips will increase their German language programming. The program will now run from 6:15 to 9:00 A.M. and from 12:00 to 7:30 P.M. Phillips is having a TV hay-day with the top pop program “My Melody” bringing their artists Heidi Bruhl, Inge Breck, Herve Villard, Dany Capchat, the Horst Jankowski Choir and the Dutch Swing College Band all in one show.

Gilbert Becaud is set for a new German tour in February and March when he will give concerts in Berlin, Hamburg, Kiel, Hannover, Dusseldorf, Munich, Mannheim, Frankfurt and Bonn. The Electrola artist is already an LP best seller here.

Promotion chief Bert Varell has left Philips for the PR top slot by Miller International. Hans Podehl, former D.J. for Frankfurt radio, has left the Alpha Production group and will soon begin his career as record producer by a major firm. This is for the week in Germany.

**Norway’s Best Sellers**

**This Last Week**

**Week On Charts**

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<thead>
<tr>
<th>No</th>
<th>Title</th>
<th>Artist/Record Label</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>No Milk Today</td>
<td>Herman’s Hermit/Columbia</td>
</tr>
<tr>
<td>2</td>
<td>Green, Green Grass Of Home</td>
<td>Tom Jones/Decca</td>
</tr>
<tr>
<td>3</td>
<td>Dead End Street</td>
<td>Kinks/Pye</td>
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<tr>
<td>4</td>
<td>Good Vibrations</td>
<td>Beach Boys/Capitol</td>
</tr>
<tr>
<td>5</td>
<td>9:00 (A&amp;R)</td>
<td>Banana/RCA</td>
</tr>
<tr>
<td>6</td>
<td>Little Man</td>
<td>Tom Jones/Decca</td>
</tr>
<tr>
<td>7</td>
<td>I Can’t Stop Loving You</td>
<td>Ronny/Charlton</td>
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<tr>
<td>8</td>
<td>Semi-Detached Suburban</td>
<td>Manfred Mann/Fon tana</td>
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<tr>
<td>9</td>
<td>That Becomes Of The Brokenhearted</td>
<td>Jimmy Ruffin/Tamia-Motion</td>
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<tr>
<td>10</td>
<td>I Can’t Control Myself</td>
<td>Troggs/Frontana</td>
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**Sweden’s Best Sellers**

**This Last Week**

**Week On Charts**

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<tr>
<td>1</td>
<td>Call Me</td>
<td>Lionel Richie/Franklin</td>
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<td>2</td>
<td>An American Trilogy</td>
<td>Randolph/MGM</td>
</tr>
<tr>
<td>3</td>
<td>My Man</td>
<td>Frank Sinatra/MGM</td>
</tr>
<tr>
<td>4</td>
<td>In The Good Old Summertime</td>
<td>Bing Crosby/Sid Feller</td>
</tr>
<tr>
<td>5</td>
<td>Let’s Have A Drink</td>
<td>Dean Martin/Epic</td>
</tr>
<tr>
<td>6</td>
<td>That’s All</td>
<td>Frank Sinatra/MGM</td>
</tr>
<tr>
<td>7</td>
<td>I Can’t Stop Loving You</td>
<td>Ronny/Charlton</td>
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<td>8</td>
<td>I Can’t Stop Loving You</td>
<td>Ronny/Charlton</td>
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<td>9</td>
<td>Semi-Detached Suburban</td>
<td>Manfred Mann/Fon tana</td>
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<td>10</td>
<td>That Becomes Of The Brokenhearted</td>
<td>Jimmy Ruffin/Tamia-Motion</td>
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**Holland’s Best Sellers**

**This Last Week**

**Week On Charts**

<table>
<thead>
<tr>
<th>No</th>
<th>Title</th>
<th>Artist/Record Label</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Green Green Grass Of Home</td>
<td>Tom Jones/Decca</td>
</tr>
<tr>
<td>2</td>
<td>Fool On My Mind</td>
<td>Easybeats/U.A.</td>
</tr>
<tr>
<td>3</td>
<td>3 Dead End Street</td>
<td>Kinks/Pye</td>
</tr>
<tr>
<td>4</td>
<td>Dear Mr. Applebee</td>
<td>David Cracklatter</td>
</tr>
<tr>
<td>5</td>
<td>I Am A Believer</td>
<td>Monkees/RCA</td>
</tr>
<tr>
<td>6</td>
<td>Gimme Some Lovin’</td>
<td>Spencer Davis Group/Fon tana</td>
</tr>
<tr>
<td>7</td>
<td>No Milk Today</td>
<td>Herman’s Hermit/Columbia</td>
</tr>
<tr>
<td>8</td>
<td>It’s The Same Old Song</td>
<td>Belinda Amsterdam</td>
</tr>
<tr>
<td>9</td>
<td>Happy Jack</td>
<td>The Who/Polydor</td>
</tr>
<tr>
<td>10</td>
<td>Sammy</td>
<td>Basart/Amsterdam</td>
</tr>
</tbody>
</table>

**French EP TOP TEN**

1. Paris Brile T’il (Mireille Mathieu) Barclay
2. Les Playboys (Jacques Dutrone) Vogue/Alfa
3. En Delicious Na Se (Mireille Mathieu) Barclay
4. L’Heure De La Sortie (Shelia) Philips; Carrere-Breton
5. Incendie A Rio (Sacha Distel) EMI; Prodisad
6. J’Aime Bebe (Enrico Macias) EMI; Cirta
7. Piravalle A L’Usine (Claude Francois) Philips
8. Sous Quelle Etoile Nous Se J’t (Michel Polnareff) AZ; SEMI
9. La Chanson De Lara (Les Compagnons De La Chanson) CBS; France-Melodie
10. En Bandoliere (Adamo) EMI; Pathé Mareno

**GERMANY—BEST SELLERS OVER THE PAST 8 WEEKS**

<table>
<thead>
<tr>
<th>No</th>
<th>Title</th>
<th>Artist/Record Label</th>
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<tbody>
<tr>
<td>1</td>
<td>Eine Handvoll Reis</td>
<td>Freddy/Polydor—Edition Exklusive</td>
</tr>
<tr>
<td>2</td>
<td>The Beach Boys</td>
<td>Beach Boys/Capitol</td>
</tr>
<tr>
<td>3</td>
<td>Whole Lotta Love</td>
<td>Beatles/Decca</td>
</tr>
<tr>
<td>4</td>
<td>That’s All</td>
<td>Frank Sinatra/MGM</td>
</tr>
<tr>
<td>5</td>
<td>They’re Just Like Us</td>
<td>Julie London/RCA</td>
</tr>
<tr>
<td>6</td>
<td>Some Like It Hot</td>
<td>Little Richard/Hamburg</td>
</tr>
<tr>
<td>7</td>
<td>My Girl</td>
<td>Sun King/Frankie</td>
</tr>
<tr>
<td>8</td>
<td>Call Me</td>
<td>Lionel Richie/Franklin</td>
</tr>
<tr>
<td>9</td>
<td>Can’t Stop Loving You</td>
<td>Ronny/Charlton</td>
</tr>
<tr>
<td>10</td>
<td>I Can’t Control Myself</td>
<td>Troggs/Frontana</td>
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</tbody>
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**GERMANY—JUKE BOX—RADIO—SALES FAVORITES**

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<tr>
<th>No</th>
<th>Title</th>
<th>Artist/Record Label</th>
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</thead>
<tbody>
<tr>
<td>1</td>
<td>Your Night My Love</td>
<td>Roy Black/Polydor</td>
</tr>
<tr>
<td>2</td>
<td>Love And Kiss</td>
<td>Tommy James/Philips</td>
</tr>
<tr>
<td>3</td>
<td>Still Lonely</td>
<td>Guy Mitchell/Hamburg</td>
</tr>
<tr>
<td>4</td>
<td>And The Winner Is Me</td>
<td>Tom Jones/Decca</td>
</tr>
<tr>
<td>5</td>
<td>That’s All</td>
<td>Frank Sinatra/MGM</td>
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**ON THE DOTTED LINE?**—Donovan (right) looks as though he is about to put pen to paper in this photo of the artist’s recent signing with Southern Music Ltd. in London. Bob Kingston, managing director of the Southern publicity looks attentively from the left.
It is interesting to note that the biggest records from both England and America did very little business in this country last year. The fact that these discs don't do too well here is further proof that Australian pop consumers are not afraid to buy discs that are not currently popular overseas. This is an excellent trend and one that should serve the local industry well. The disc-baby boom has taken place overseas and there's no sign that it will stop. The M.I.D.E.M. record is currently enjoying a large sales climate that to much-locally produced product has been taking valuable air-time at the expense, and to the detriment of, genuine talent. The Rolls Royce of English records has secured world rights, excluding Australia and New Zealand, to Johnny Young's Clarion label release "Step Back" which has been a tremendous hit in England and Australian television performance. The deal was announced recently by Frederick C. Marks, executive director of Festival Records in London. The deal involves the old roll to indicate sales of over 50,000 for "Step Back." Johnny's new single has just been issued here. It carries "Tide To Hermos" and advance orders indicate another big one for the relatively new Clarion label, which is owned in Perth (Western Australia) by Martin Clarke.

Cash Box—January 1967

Australia's Best Sellers

1 Osh La La (Normie Rowe—Sunshine) Southern Music

2 Friday On My Mind (The Easybeats—Parlophone) J. Albert & Son.

3 Friday On My Mind (Bob & Bob—Bell) Western Music

4 Good Vibrations (The Beach Boys—Capitol) J. Albert & Son.

5 You Are My Girl (Today Tomorrow Hermit's—Columbia) Reg Connolly Music.

6 Let It Be Me (C.P.) Thames Music.

7 I'm A Boy (The Who—Phills) Essex Music.

8 Ingredients (The Ingredients—Laurel Records) Various Publishers.

9 Snicks And Specks (The Bee Gees—Spin) Belinda Music.


Bob Burns tells CB that "His Girl" by the Guess Who is charted at #3 in Great Britain. This will tie in nicely with the group's European tour, set for the latter part of February. Meanwhile the quality records released by most of the other big Canadian groups promise to be a Coveall composition.

The year is off to a great start so far as Canadian records are concerned. Two on the current list, "Go Go Girl" by The Ugly Ducklings and "What Do You Do To Me" by The Sticks, have both been on several Canadian playlists. Gordon Lightfoot has a smash with his latest on U.A., "Go Go Round." His "Girl" is getting played by Canadian jocks and bought by Canadian record fans just as if it was an American release, and Larry Lee and the Lewarovas have now made their first Canadian chart appearance with their Columbia updating of "I Left My Heart In San Francisco." The Eternals from Winnipeg are getting mid-west airplay on their Quality outing, "Girl In The Window." Vancouver born and raised, the Sticks have been highly successful in their immediate area with their Columbia outing, "I Take It Back." Barry Allen has his strongest chart entry yet on Capitol with a good ballad, "Arm Of Teddy Bear." Kids dig the message and are asking for more.

Other good prospects include a Don Wayne production on his fledgling Dinosaur label. The Movin' Up Trio, with Ox Jourd'Ally, Eddy Mitchell and Charlie Byrd, is again, and released in the U.S. on Diamond, has offered initially a strong R&B pairing by the Hot Tamales entitled, "Out Of Sight." The Painted Ship on London, a Vancouver-based musical aggregation, is winning a lot of west coast deejay attention with a pairing that is splitting air play between "Little White Lies" and "Sinner." Pathehas is reprieved by the Cool chart listings as the result.

Two left field items Al Mair pretty excited, "Tiny Bubbles" by Don Ho has Reprise has started to move after a lengthy sojourn on the chart sidelines. The artist's new LP, bearing the same title is also well underway. "All by James" as the album is called, began with the label with a "A Boy Like Me" and "Bring It To Jerome," and the hot property from France in Antoine is represented with Before The Good Thing as coupled with an "Elephant."

RCA have embarked on a campaign of record advertising in some of the leading daily newspapers in Australia. This fact alone is worth reporting because it is so very often we see a record company advertising its regular releases (as against club issues) in the expensive press. The artists concerned in the advertising are John Gary, Montserrat Caballe, Benny Goodman, Peter Nero, Los Indios Tabajaras, and a group of C&W artists on an album "Big Country Hits, Vol. 1."

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Total sales of records in Mexico during 1966 are listed below with information given by the recording companies for the first nine months and an average of the last three months calculated by us. The figures are of records sold in 78 rpm, 45 singles and extended play and 33⅓ in standard, economy and imported.

78 rpm singles 4,300,500
45 rpm singles 2,702,504
45 rpm extended play 5,047,583
33⅓ rpm economy records 2,056,810
33⅓ rpm standard records 3,034,233
33⅓ rpm imported records 102,020

Among the latest releases from Tizoc Records, is the latest Herb Alpert album "S.R.O." Also released is "Time After Time," with Chris Montez. Third album cut by Jan and Dean is called "With The Soul Surfer." Another Tizoe release is "Cast Your Fate To The Wind" with sensational Shelby Flint. From DUSA comes a long play with young singer (13 years) Eva Muñiz, entitled "Pura Magia Antigua." On the Philips label, this company released the long play "The Best Of The Best" with the Four Seasons. The extended play, that are selling best at the moment are "Winchester Cathedral" with the New Vaudeville Band, "Sunny" with Bobby Hebb, "Hold Tight" with Dave Dee, Beck, Max and Tich and I've Got You Under My Skin with the Four Tops.

Capitol Records is introducing the new voice of Carlos Lico, singing Arman de Manzano's new song "No." This song also was recorded at Musar Records by Gloria Lasso.

RCA released the first album with the Mama's and the Papa's including "California Dreaming," "Monday, Monday," "Do You Wanna Dance," etc. Other new RCA release is a long play with La Estudiantina Femenina (a female college chorus), where they sing traditional Mexican songs.

A series of children songs, most of them inspired by Mexican composers, were recorded at CBS by the group of Los Espías, supervised by Milena Sierra. These songs were treated in a go-go style.

Peerless Records released a recording on the Palacio label that is selling in Mexico in its first week. The theme is "La Chispita" and is played by Hugo Blance.

Gamma Records released an extended play with the Kinks, including "Session Man," "Dead End Street," and "Big Black Smoke." It is the general opinion among record manufacturers here that the month of October has already been the best in our history of record business. Pressing machines had to work overtime to keep up with orders.

Unofficial information from record companies indicate that many changes in executive positions are anticipated early in 1967.

Ramiro Garzo, previously A&R man of Radio Centro, is now A&R chief of Discos Melodiya. He purchased this company and has recently created PRISA (Productions and Ideas, S.A.).

RCA announces as new artist the beautiful green-eyed Imelda Miller, formerly of Orfeon Records. Her first recording is scheduled for release any day now.

Agustin Hernández, advertising and promotion manager of DUSA, has high hopes for the success of the groups he's handling here.

Also of interest is the new single by Los Picolinos (Philips) — "Despedirme," by Victor Mayoral (Orfeon) "Pepino," by Adrian Martinez (DUSA) and "Papagayo," by Paty Ayala (Philips).

The new single by the band called "Ayer" includes "Yo No Quiero," by Janis Collins (Phonorama), "Fui Y Vuelvo," by Renzo Alvarez (CBS) and "No Me Encanta," by Alejandro Primo (Epic). The group previously was known as "Los Alegres." The new single also was released by El Pitito (DUSA) — "Ayer... Mañana." Also on sale is a single by Los Cats (Epic) — "No Puedo Aguantar," by Agustin Saldarriaga (Orfeon) and "Fui Y Vuelvo," by Renzo Alvarez (CBS).

Also recently released is "Pa Volver," by Luis de la Piedra (DUSA) and "Locura," by Los Cats (Epic).

The new single by the band called "El Claro," includes "Adiós," by Mariel Muñoz (Orfeon) and "Otro," by Alejandro Primo (Epic). The group previously was known as "Los Hijos." The new single also was released by Fantasio (CBS) — "Adiós... Mañana." Also on sale is a single by El Quino (DUSA) — "Qué Oné...

Gamma Records also released the single "Canción De Lejos," by Chico Mires (Orfeon) and "Adiós," by Alejandro Primo (Epic). The group previously was known as "Los Hijos." The new single also was released by Fantasio (CBS) — "Adiós... Mañana." Also on sale is a single by El Quino (DUSA) — "Qué Oné...

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Brazil's Best Sellers

This Last Week

1 0 5 "A Carta (Fernata) Enrasmo Carlos/REG
2 0 2 La Prensa (Todamania) Al Korvin/Fernata; The Jordans/Copacabana
3 0 3 The More I See You (Todamania) Chris Monte/A&M (Fernata)
4 0 2 Disparados (Ed. Porto-Catanduva) Jair Rodrigues/Philips; Ely Camargo/Chantecler; Geraldo Vandre/RCA Victor
5 0 6 El Charkoville y Cherry Cherry. All of the U.S. charts. Teen chanteuse Maritza Fabian is being represented in Rio in a short film in which she sings the song. Her single of that number for the Polydor label is having good sales success.

From the Fermax Group comes a new release by U.S. chart group "Count Five" on record label "Odeon." Now with the group the successful Discs Az label from France, with another release of top French chanteur Christophe with a double compact. Italian casser-player Domenico Modugno appears with a recording of another label (usually here through Carreres) Fonit. Fernata also has something for the coming Carnival season with an album featuring top artists as Waldemaro Roberto, Isaura Garcia, Heldon Sindo, Germano Mattias, Raúl Gil, Carlos Augusto, Arleia & Viana, Jr., Roberto Amaral, Wilson Sandolb, Leo Romano.

From RCA Victor (through Liberty Records) comes a new teen music group called the Gasts. Another represented label is Colpens with another teen group, the Moneks, with top hit "Last Train To Cleridoce." WE PREDICT THAT . . . this year will be of the greatest importance for the international FM market. The sale success is partly due to the promotion of the local national and international festivals and is due to the fact that the local artists are conscious of worldwide promo importance.

Brazil's Top Twelve LP's

This Last Week

1 0 1 Roberto Carlos, Vol. 6—Roberto Carlos/CBS
2 0 2 The Beatles/Odeon
3 0 3 Dr. Zhivago/Joao Seixas/CBS (CRB)
4 0 2 O Sorriso De Jaír—Jair Rodrigues/Philips (CB)
5 0 6 As 14 Mais, Vol. 18—Several Brazilian Artists/CBS
6 0 5 Viva Brasil/Several Brazilian Artists/ADP (FDR)
7 0 6 Chapeuzinho Verde—Victor Lima/Chantecler
8 0 4 A Banda—Chico Buarque de Hollandia/RGE
9 0 5 Sotto Voce—Johnny O/Odeon
10 0 4 Casa, John, Michelle, Dennie—Mama's & Papa's/Dunhill (RCA)
11 0 5 Sinto Que Te Amo—Almarag Dutra/Odeon

Top Six Double Compacts

This Last Week

1 0 1 Love Me Please Love Me—Michel Polnareff/Disques AZ (Fernata)
2 0 2 Dr. Zhivago—Frank Pourcel/Odeon
3 0 2 The Beatles—The Beatles/Odeon
4 0 4 Sotto Voce—Johnny O/Odeon
5 0 4 Casa, John, Michelle, Dennie—Mama's & Papa's/Dunhill (RCA)
6 0 2 As Tears Go By—The Rolling Stones/London (Odeon)
ON TOP OF THE WORLD
STANDING IN THE SHADOWS OF LOVE

MOTOWN REC. 1200

Cash Box—January 21, 1967—International Section
Service — the Power Behind the Sale

Salesmanship on the part of the coin machine distributor and his showroom personnel is as necessary as are claws on a tiger for survival (no pun intended). But all the glib talk and financial deals in the world become wasted energy if that sales force isn’t backed up by the boys in the shop—the service personnel who uncrate, dust off and plug in the new equipment, recondition the used machines and go out in the field to get a customer’s dead location moving again.

This wrench and screwdriver distributor like an ordinance corps behind the sales expeditor and his legion of operator-customers on the front line. Many of our distributors have been in business for 30 years or more—many have come and gone out of business. One of the primary reasons why can be found in the distributor’s attitude in providing his operators with first-class machines and just as important, access to skilled servicemen to keep that equipment functioning. In addition, the quality and popularity of each distributor’s used inventory is directly attributable to the concentration and attention of the “boys in the back.”

We’re not encouraging operators to depend solely upon distributor service personnel to replace every blown tube and broken back glass—this is, after all, part of his job in normal maintenance. We are encouraging distributors, tho, to dig into the capabilities of the men in their own shop. If business is falling off, especially in used merchandise, he’ll know one place to look for the reasons why. If sales are picking up, again take a second look and see who joined the service force or who’s spending more time on his knees with a screwdriver. If business has been consistently good, go in and crank a joke or two with his men.

Granted, qualified but unemployed servicemen aren’t easy to find these days, although men like Denver’s Jack Moran and New York’s Rolf Bjornsen are doing their best to fill the gap. Likewise, the service sessions the phono and games factories conduct help the shop team bone up on the latest mechanical procedures.

These distributor servicemen, like their brothers in the operating end, are the surgeons in our industry, keeping the turntables turning and the bumpers bumping. It’s to them we offer a pat on the back. Come by the office later and we’ll swap a few jokes.

Midway At Plate With ‘Fun Ball’

Midway FUN BALL

CHICAGO—Annually one of the major production highlights, generally during the month of January or early February, Midway Manufacturing Company, in Schiller Park, Illinois, debuts a feature sparked baseball amusement game for the coin machine trade. In keeping with this sport filled tradition Mark (Jerry) Wolverton, president; and Henry (Hank) Ross, vice president, who are definitively considered ranked among the top designing and engineering “pros” in the coin machine league, proudly proclaim the release to the farflung industry markets of Midway’s “Fun Ball” baseball amusement game.

To greatly implement the “fun” in “Fun Ball” there are many extra ball features to please the coin-operated baseball buff. The player earns a replay if during the course of the game he spells out the word “S-T-A-R” by hitting the targets on the appropriately illustrated playfield. A feature that is acclaimed by Midway executives and sales people is the exciting, new “Spinning Reel” feature on the playfield. To underline the cabinet appointments there are durable formica side rails and other proven Midway features.

“Fun Ball” baseball, which is available in regular, replay and extended play models, is now in full production in the far western suburban plant. Ross advised that sample shipments are being rushed out to the Midway distributors throughout this country for demonstration and display in their showrooms.

Hockman New Wurlitzer N.E. Sales Mgr.

NORTH TONAWANDA — Nathan Hockman was named regional sales manager for the Northeastern United States effective January 1, it was announced last week by Robert H. Bear, Wurlitzer manager of sales.

“Nat,” as he is best known in the trade, has been associated with coin-operated music games and vending since 1948 when he first owned and operated Uneeda Vending Service, Inc. in New York City. He continued this business until 1953 when he joined the Seeburg distributor organization in a sales capacity and has, for the past three years, been located in various areas as vending sales manager.

Bob Bear, in announcing Hockman’s appointment stated that “the experience and background that Nat brings to the organization will be a decided asset to the sales department, and we urge distributors in his assigned area to take full advantage of his business counsel.” Bear added that Wurlitzer now has an experienced Regional Sales Manager in every major trade area of the United States, and we invite operators and distributors to contact these men.

The Hockman family, “Nat,” his wife, Miriam, and two children, Stuart and Gail, now reside in Los Angeles, California, but look forward to returning to Westchester County in the very near future. “That area,” says Hockman, “was home for so many years, we wouldn’t think of moving.”

(Continued on page 31)
How long can this go on?

Five years guaranteed. Probably a lot more. It's the magnetic pick-up with twin diamond styli in Seeburg's Stereo Showcase. It's made to our specifications by Pickering, one of the original developers of the high fidelity magnetic cartridge.

Here are a few of the reasons it's standard equipment in the Seeburg Stereo Showcase:

1. The double styli are diamond, the hardest substance known. They'll last about ten times longer than styli made from anything else.
2. This low-mass cartridge cuts tracking weight in half—down to 2 grams. That means the tone arm rides easier in the groove. There's less skipping and the sound is truer.
3. Because Seeburg's diamond styli have 30% smaller tips, they ride lower in the grooves. This minimizes surface noise, gives better stereo separation, and produces a truer sound.
4. Replacement is easy. Simply snap out the cartridge, slip in the new styli and snap the cartridge back in. No tools, no wiring.

In the phonographs that earn your bread and butter, why settle for anything less than a trouble-proof cartridge that's guaranteed to go on, and on, and on...?

Growth through continuous innovation

The Seeburg Sales Corporation
International Headquarters Chicago 60622
MOA Takes Strong Stand on Section 116

CHICAGO—The MOA legislative committee met here last week, Thursday and Friday, to finalize the association’s strategy for the anticipated jukebox royalty debate in the 96th Congress. The final statement from MOA centers on two points: a demand for public hearings on Section 116 of last year’s copyright bill, and the 2 cent royalty increase advocated last year by MOA as “the most equitable and sensible solution to the problem.” No mention is made of compromise.

Attending the meeting were chairman of the board John Wallace, president James Tolisano, treasurer Howard Ellis, secretary Bill Cannon, managing director Fred Granger, counsel Nicholas Allan and board member J. Harry Snodgrass. Two other board members, Clint Pierce and Lou Casalos, were unable to attend due to illness.

William Adair and Edward Claffey, representing the Seeburg Corporation and Fred Pollak and Paul Huebeker representing Rowe AMI also attended the sessions.

Wallace thanked the phonograph manufacturers for attending, saying that the association relied on them for their advice and counsel.

The MOA legislative committee immediately went to work in their suite at the Ambassador Hotel, winding up their discussions with a new set of tactics. Granger summarized the course of action. The best and most important meetings ever held.

One of the following Monday the four phonograph manufacturers held a meeting which NA was asked to attend. Granger and Allen attended. David Cartwright, general manager of AMF bearing his name, R. C. Dolphkin, president of the Wurlitzer Corporation Missouri, Wurlitzer, counsel Marvin Chapin, Paul Huebeker and Harold Bramlett of Rowe. William Adair and Edward Claffey of Seeburg attended. Perry S. Patterson, manufacturers’ counsel, was also present.

All four phonograph manufacturers endorsed the MOA position.

It is expected that Rep. Emmanuel Celler (D., N.Y.) will introduce a duplicate of his last year’s bill or a slightly amended version and ask that it be passed by the House and Senate this session.

The full text of the MOA declaration follows:

Schneller Researches Coin-A-Copy Market

AMITYVILLE, LONG ISLAND—Len Schneller, general sales manager of the U.S. Billiards, Inc., is currently in the midst of opposing a market research program to determine those types of locations which produce the most lucrative return for operators of the firm’s recently introduced U.S. Coin-A-Copy photocopy unit.

The determination is based upon the first few months’ collection receipts reported by operators to Schneller’s office here.

“The reason for this research,” said Schneller, “is that U.S. Billiards has orders right now for ‘X’ amount of machines but can only deliver ‘Y’—the demand is that great. We want to supply each operator through a product distributor, with a list breakdown on those best locations to place his limited number of photocopy machines.

Continued Schneller, “we have that machine here—only that’s priced but offers top-notch quality.

Happy Birthday This Week To:

J. D. Farris, Jr., Vicksburg, Miss.  
Nicholas John Fokakis, Hattiesburg, Miss.  
Suren D. Fejzian, New York, N.Y.  
Mrs. Sam Cohen, Atlanta, Ga.  
A. J. Lovelady, Smyrna, Georgia  
Jules Olesheim, Albany, New York  
William Levey Miami Beach, Florida  
K. E. Garrett, Schenectady, New York  
C. L. Seraphine, Huntington Beach, California  
Raymond F. Jones, San Francisco, California  
Albert LeRoy Dodson, Urbana, Ill.  
Charles C. Chaffee, Nashville, Tenn.  
New Haven, Conn.  
Edward N. Peck, New York, N.Y.  
J. R. Griffith, Washington, D.C.  
Gleason N. Stambaugh, Sr., West Palm Beach, Fla.,  
Fred Gable, Jr., New York, N.Y.  
Frederick E. New York, Mass.  
Thomas P. Cassidy, Spring Valley, Illinois  
J. H. Sowton, Temple, Texas  
Milton F. Fairbridge, Moose, Pennsylvania  
O. William T. Cleland, Dan Moir, Iowa  
Myron Sweeney, New York, N.Y.  
John W. Young, Fall’s City, Nebraska  
Robert C. Gilbert, Montgomery, Ala.  
James A. Smyth, Farmington, N.Y.  
Benjamin Sterling, Jr., Moose, Pa.  
Robert E. (Buster) Williams, Memphis, Tenn.  
Ben J. Kelly, Houston, Texas  
William R. Geier, Gentryville, Indiana  
John M. Cartwright, Nashville, Tenn.

Schneller compared the operation of photocopy units to that of Auto-Photo studios and said the two units have been found to make an “ideal location match.”

“Most of our attention, however, has been devoted to amusement and music operators at this stage but to those who are essentially vending people,” Schneller advised. “The Coin-A-Copy business is still in its infancy,” he said, adding, “and those ‘bash locations’ of the future are for the most part wide open today. We know the smart operator will snap them up.”

Cash Box—January 21, 1967

Hockman For Wurlitzer

(Continued from page 80)

back East without trying to get back in the New York area . . . especially Westchester County where we have some new opportunities.

He will be responsible for factory representation to the following distributor associations: New York, Boston, Wilkes-Barre, Philadelphia, Pittsburgh, Erie, Buffalo, Syracuse, Albany and Boston.
EASTERN FLASHES

NEW YORK UJA SWINGS—In
Last wed. evening (Jan. 11th) at the 56th St. UJA headquarters, the executive committee of the metropolitan UJA division met for the first time. The first meeting's business was always crammed with topics ranging from the selection of Man of the Year for the 1967 campaign, the drive chair-
man, a time and place to hold a sit in, the special patch of course a review of the success or failure of the 1966 fund drive. MONT attorney Teddy Blatt sat in as driving chair emer-
itus Al Denker but relinquished his position after a unanimous reelection of Gil Sonin as chairman. At the close of the meeting, the committee was still in the process of the selection of Honod and Sonin asked all to think in this regard and bring up their suggestions at the next meeting (called for Mon. night, Jan. 23, at 56 St). The group was fairly well
decided on holding the victory dinner
jointly with Parker at the Statler Hilton but the possibility of hiring a cruise boat up the Hudson is being considered at committee
meetings.

Included were: Gil Sonin, Teddy Weiss, Carl Blatt, Herb Oettinger and Jack Mittel. Looks like Williams is getting ready to "pop" with some exciting, new pieces as we head into the pre-season— and, we'll surely keep our eyes peeled in that vicinity. While most of the Rock-Ola exes are in the huge plank
company steering their ship for heavier pre-season action exec vice pres. Edward G. Davis, this
Ricck and Hug Gorman took to the road to call on the trade. In, at pres,
cb. T. Bally, George Cor. Hi necker, Dr. David R. Rockola, Jr, and Weiss, and others. January, 1967 is shaping up well for Midway Mfg. Co. as the firm's annual baseball theme for the "Fan Ball"—steps up to bat in high collection return. We tipped Mark
(Izzy) Wolverton, Hank Ross and Arapazquez about their excellent timing
with "Manfred" "Spindel," present
City newspapers' sports pages with our review of the stimulus for the Chicago Cubs baseball clubs are initiating their pre-season "hot stove
league" publicized in the papers. The statewide basis with a series of
Cubs organizing traveling baseball,
we're informed, is loaded with play producing and money making features,
and should be a hot item for the Mid-
way brass. —Jack Harper, proxy of Rowe AC Mfg. Corp., is back in his spacious Mart office this week and fairly elated over the prospects for Rowe-AMI's "Music Mart" phonograph, the dollar bill acceptor and the "PhonoVue" audio-video adaptor during the next business period.

The big action of late at Empire Distribs is definitely on the handsome Rock-Ola trio of phonos and Midway's new "Fun Ball" baseball amusement game, and Gil Kitt and Joe Robbins eagerly anticipate a fine year at Empire.
—We had an enlightening chat with Manfred "Spindel" of Spindel Insurance Co., who handles a lot of heavy insurance with coin machine distributors and operators all over these United States. "Spin" feels very strongly that those operators who are not fully protected in
(Continued on page 87)

CHICAGO CHATTER

During a visit at Williams Electronic Mfg. Corp. last week we noticed that everyone was on hand in the sales department. Among the execs we chatted with were Prexy Sam Stern, Buddy Lorin, Bill Delwin, Herb Oettinger and Jack Mittel. Looks like Williams is getting ready to "pop" with some exciting, new pieces as we head into the pre-season—and, we'll surely keep our eyes peeled in that vicinity.

Many new routes are in the huge plank company steering their ship for heavier pre-season action exec vice pres. Edward G. Davis, this week's finger on: 'Wild Thing' by Sen. Bobby on Park label and 'Over The Waves' by T. C. Foust. George Con. One number on their joke box popular list this week is "I'm a Believer" by the Monkees on Colgems. . . . Royal receipts coming from Gotti-
ung's new 'King of Diamonds' plan, say Active Amusement sales staffs. Matty Brownstein, Frank Ash and Morris Schein.

MIDWAY MANUFACTURING CO.
3750 RIVER ROAD • SCHILLER PARK, ILL. (A SUBURB OF CHICAGO)

THE ARCADE SEASON IS NOW APPROACHING
PLEASE FREEBOARD YOURSELF NOW TO INSURE PROMPT DELIVERY

Fischer's

"New," Truly Balanced Smaller, Precision Weight Cue Ball

Cash Box—January 21, 1967

FISCHER'S New Cue Ball Strikes Ball 31/1000 Above Center
For Much Better Play and Skill

Paul Himburg Back At Old Royal Stand

CINCINNATI—Clint Shockey, general manager of Royal Distributing Company, in this city, announced this past week that longtime coin machine veteran Paul Himburg returned to his old post at Royal after an absence of several years.

Shockey also reported that Royal Distributing Company enjoyed its very best sales year in 1966, and looks forward to an even better accomplishment in 1967. He attributes much of the success Royal is enjoying to the “American” coin-operated phonograph which was introduced to the trade during the latter part of last year.

“There was a tremendous increase in sales here just when the new Wurlitzer ‘Americana’ phonos was showcased in our showrooms,” Shockey said.

“Show Me ’Say Mo, Ops And Advance Dist. Does

ST. LOUIS, MO.—Advance Distribution Enterprises, Inc. located in this city reportedly enjoyed excellent attendance Wednesday evening, January 4, at its new AC distributor’s showrooms in lieu of the annual entertainment known as “Music Merchant” coin-operated phonograph, the exciting, new “Phone-Tee” audio-visual adaptor, and the Rowe dollar bill acceptor. Billy Keel, of Rowe-AMI Corp.’s field service engineering staff, conducted the class instructions and trouble shooting work.

Representing Advance Dist. Co. were: Tom Entzinger, Fink’s, Inc.; Hank Schaeffer, Roger Price, Bill Russell, Jim Wade and Bill McKenny. All who attended were kept on their toes by the examples of their own machines by groups and single artists that stand up amazingly well. They also serve to remind the audience of the roots of the current hippy-kippy scene. Almost anything early by Elvis Presley, Chuck Berry or Little Richard will stand up, despite the passing of years.

A list of “oldest” is usually posted on the wall of the operator’s local one-stop and includes such gems as Could This Be Magic, Maybe, Every Beat Of My Heart, Roll Over Beethoven, Get A Job and many more. If jukebox operators have ignored these titles, they are often-soon are potentially profitable.

Take a mythical bar and grille in the Greater New York area. Into this spa come young men and women who have a yen to visit at the rock and roll scenes first appeared and they probably will find a hole-in-the-wall type bar. A Harlem location will probably find Get A Job just as relevant now as it was in 1965.

A discotheque filled with hippies knows that Chuck Berry is one of the guys. Rock and roll songs may not only dance to his Roll Over Beethoven or Stroll Little Sixteen, they will sit and listen to it.

Cash Box—January 21, 1967

ST. LOUIS—Nevad Industries Limited, through its new organization, Nevand Co., has been established to serve as the exclusive distributor in Canada of vending machines and parts made by National Vendors, St. Louis, Mo.

Nevand’s headquarters are at 2 Thorncliffe Park Drive, Toronto. The firm is a subsidiary of UMC Industries, Inc., St. Louis, of which National Vendors is a division.

E. Ted Grand, who had been Canadian representative of National Vendors since 1963, is vice president of the new company. Mr. Grand has been associated with vending in Canada since 1954. He was active in the formation of the Canadian Automatic Merchandising Association and was its president from 1956 until 1958.

A. P. Diederich, president of National Vendors, said the Canadian distributor not only is maintaining an inventory of machines and replacement parts, but also is staffed with factory-trained service personnel for school operators in the installation and operation of all models.

The new distribution arrangement is designed to provide improved service to Canadian customers and reflects the rapid expansion of the Canadian market, Diederich said.

Hiller To Veep At Wometco of Tenn.

MIAMI—Richard Hiller, general manager of Wometco Enterprises, Inc., is named vice president of the company, effective January 1, 1967.

Hiller has been general manager of Wometco Vending of Tennessee since the company first was formed as a division of Wometco Enterprises, Inc., of D.C. Prior to his present position, he held executive sales positions in the soft drink bottling business in Nashville and Louisville, Ky.

Wometco Enterprises, Inc., provides automatic vending industrial food service throughout Florida, Georgia, South Carolina, Washington, D.C., Maryland, Virginia, Panama Canal Zone and the Bahamas.

Dalton To Plant Mais for N.R.I. In Ark.

ST. LOUIS—Joseph L. Dalton has been appointed plant manager of the National Rejecters, Inc., plant at Hot Springs, Arkansas, it was announced by Eric L. Sokol, executive vice-president of the company.

Dalton will be responsible for manufacturing and related operations at the Hot Springs plant. He replaces David N. Breeden, who resigned recently.

Dalton joined NRL as assistant to the plant manager in mid-1966. He has a B.S.E.E. and M.A. degree from Tulane University. He was employed by American Bosch Arms Corporation for nine years as engineer, engineering administrator, and is superintendent of manufacturing, Mississippi Division.

Sokol said, “Joe Dalton’s back-ground and extensive knowledge of manufacturing operations qualify him to maintain the high level of performance attained by the Hot Springs plant.

Production at the Hot Springs plant began in February, 1961 with some 60 employees. The plant’s current payroll total of about 275 employees...
a hundred singles simply to fill it up. There are always at least ten of them that never get played—so why not replace the ten duds with a representative sampling of oldies?

What is the magic appeal of oldies and why should they sell? Because the strains of, for example, Could This Be Magic, may remind a twenty-eight year old patron of a Brooklyn bar and grille, who now has two kids and four payments to go on his car, that he was once nineteen and care-free, had a girl friend named Myra with a sallow complexion, that he and his pals ducked outside the school auditorium at the spring dance to sneak a drink of beer and that he came close to flunking his World His-

Leo Pacanowski
Appointed Assistant Credit Head: Wurlitzer

NORTH TONAWANDA — The appointment of Leo Pacanowski as assistant credit manager at the Wurlitzer North Tonawanda Division was announced January 4, 1967 by Amile Addy, credit manager for the division. Pacanowski joined Wurlitzer in June, 1966 as a field auditor, covering parts of the Midwest, Southeast and South.

Prior to joining the company, Pacanowski was employed by Associates Commercial Finance Company in Buffalo, New York, as a sales representative. His additional experience in the finance and credit field included six years as branch manager in East Orange, New Jersey for Appliance Buyers Credit Corporation and six years as assistant manager for G.F.C. in the Buffalo-Niagara Frontier area.

Leo Pacanowski

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

MUSIC TO WATCH GIRLS BY Bob Crews Generation (DynaVoice 229)

BRING IT UP James Brown (King 4671)

HEY, LEROY, YOUR MAMA'S CALLING YOU Jimmy Castor (Smash 2069)

TINY BUBBLES Don Ho (Reprise 537)

OH YEAH! Joe Cuba Sextet (Tico 490)

AT THE PARTY Hector Rivera (Barry 1010)

BEND IT Dave, Dee, Dozy, Bubble, Mick & Tich (Fontana 1559)

WILD THING Senator Bobby (Parkway P-127 A)

WALK WITH FAITH IN YOUR HEART Ballet (London 20018)

GRIZZLY BEAR Youngbloods (RCA Victor 9015)

KNIJT IN RUSTY ARMOUR Peter & Gordon (Capitol 5800)

98.6 Keith (Mercury 72639)

SNOOPY VS. THE RED BARON Royal Guardsmen (Louis 3366)

LET THE GOOD TIMES IN Gun Martin (Reprise 534)

GOOD NIGHT MY LOVE Happenings (B. Y. Pussy 523)

BLUE AUTUMN Bobby Goldsboro (UA 50887)

COMING HOME SOLDIER Bobby Vinton (Epic 10090)

COLOR MY WORLD Pete & Clark (Warner Bros. 5828)

WACK WACK Young Nati Trio (Brunswick 55105)

SHADOW OF YOUR SMILE Boots & byrd (Charlton 796)

LOOK WHAT YOU'VE DONE Pea See Singers (Columbia 49227)
DAVIS EARLY WINTER SPECIALS

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

<table>
<thead>
<tr>
<th>Product</th>
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<tr>
<td>Seeburg M100C</td>
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<td>Seeburg 100W</td>
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<td>Seeburg DS160</td>
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Mr. Clint Shockey, Jim Will, Paul Himburg

Wurlitzer Greets Junior Achievers

NORTH TONAWANDA — Members of The Wurlitzer Company, a Junior Achievement Company sponsored by the North Tonawanda division of The Wurlitzer Company were guests of Roy F. Waltemade, vice president and extremely high, according to a reliable consensus of opinions from key operators. The heavy action at Pioneer Sales & Service is on Rowe AM's "Muscle Merchant" phonographs and the dollar bill validator. Joel Kleinman tells us that the new Rowe Model 212 coffee vendor has suddenly become very popular installation piece with the area-wide vending operators. Sales of the new "Camerator" Machine are running well. The company's "Stereo Showcase" coin-operated phonographs is exceeding its "fondest expectations." Location reports, he adds, indicate "fantastic reports" on two for 25¢ play activity, plus the dollar bill overide. In the vending department at London Music the new Seeburg "Jet" compact model coffee machine is enjoying fine acceptance by the operators and location owners because it is almost completely service-free. The Milwaukee music brotherhood was well represented at RCA's Victor's "Gala" show, January 5, in the Sheraton-Bernard, Ed Baker and Dick O'Connor. Special guests were post advisors Roy F. Waltemade, Mike, and Amie Addy. After a short business meeting, the members of The Wurlitzer Company departed to continue their holiday vacation from school.

The Wurlitzer Company produced giant and miniature Christmas stockings for sale prior to the holidays and are currently manufacturing redwood bird feeders and metallic decorated grotto plate holders for sale during the remainder of the business year.

Art Landel, president of The Wurlitzer Company, a Junior Achievement company and Roy F. Waltemade, vice president and manager of Wurlitzer's North Tonawanda Division, sponsor, examine the new Americana Phonograph produced at the Niagara Frontier installation.

MILWAUKEE MENTIONS

The cheerful colorful in the Badger State is that, generally, collections are steady and strong. Holiday business at the vast majority of locations was reported up. According to a reliable consensus of opinions from key operators ... The heavy action in Pioneer Sales & Service is on Rowe AM's "Muscle Merchant" phonographs and the dollar bill validator. Joel Kleinman tells us that the new Rowe Model 212 coffee vendor has suddenly become very popular installation piece with the area-wide vending operators ... Sales of the new "Camerator" Machine are running well. The company's "Stereo Showcase" coin-operated phonograph is exceeding its "fondest expectations." Location reports, he adds, indicate "fantastic reports" on two for 25¢ play activity, plus the dollar bill overide. In the vending department at London Music the new Seeburg "Jet" compact model coffee machine is enjoying fine acceptance by the operators and location owners because it is almost completely service-free. The Milwaukee music brotherhood was well represented at RCA's Victor's "Gala" show, January 5, in the Sheraton-Bernard, Ed Baker and Dick O'Connor. Special guests were post advisors Roy F. Waltemade, Mike, and Amie Addy. After a short business meeting, the members of The Wurlitzer Company departed to continue their holiday vacation from school.

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Holiday meeting at the Wurlitzer Company in North Tonawanda. Members of The Wurlitzer Company, a Junior Achievement Company sponsored by Wurlitzer and company personnel pictured are: Seated, Marvin Korinke and Angie Centori; standing; front row Shirley Lee, Ellen Pawl, Sandy Jacobs, Carol Gibbons, Marie Fritz, Rosemary Nemeth, Art Landel, Sandy Dewey, Judy Midlik, Gretchen Fritz; standing, rear, are Roy F. Waltemade, John Zielinski, John Orlowski, Ed Baker and Dick O'Connor.

Cash Box—January 21, 1967
Fischer Mfg. Co. plant building, and ready to crank the whiz for greater production output of Fischer pocket billiard tables Frank (and that goes for Prexy Ewald Fischer and Marve Mertes) looks forward to the company’s biggest sales and production year.

CHICAGO CHATTER

(Continued from page 83)

suance wise should re-evaluate their programs. Move on this vital subject later.

There is an exciting upsurge right on the heels of the year’s well-conceived amusement game activity, according to Freddie Shor, who heads United Amusements of America, at World Wide Distris in Windy City. Also, Harold Schwartz is enjoying healthy, continuing acceptance in this vast area with the Seeburg coin-accepting phonograph. Her Ovitz’s pet project these days is the Seeburg “Jet” compact coffee vending machine, which is a very popular location piece of late... Frank Lappin of Mosberg & Secore is the adman and his lovely Bjorg had a hectic holiday season when their little daughter was ill. However, everything is back to healthy normality in the Lappin household.

We were shocked to hear that coin last holidays in the new Christmas week when Gunnar Gabrielson died suddenly in Atlanta. Gunnar, who had been active in his distribution in Atlanta with his brother不忍，Tuth gabrielson, for many years, always looked forward to the annual MOA Conventions to meet and greet his great host of coin-biz friends. We’ll all surely miss his gracious presence. There’s definitely no letup at Chicago Coin these days, what with the fine acceptance everywhere of Chico’s new “Festival” four-player flipper, and the exciting new ball automatic bowler Mort Socore and Ross Scheer are convinced that the healthy sales picture will continue unabated. Chicago Dynamic co-owners Sam Ginsburg are unwavering in their desire to continue always to give the nation’s operators the very best money making opportunities possible through Chico Coin amusement equipment.

We have never experienced a healthier attitude than exists at Atlas Music Co. these days where Eddie Ginsburg, et al continue to rack up heavy sales in all areas. This includes: Music, amusement games and vending machine sales... Hy Sandler recently joined his brother Irving Sandler, and Warren Sandler at Sandler Vendors in Minneapolis. Hy, who was associated at Lieberman Music Co. for years, specializes in the area of music... Stan Jarosek returned to the Seeburg office to resume his activities after an absence of some seven months as an active director in Windy City in the Crusade of Mercy fund raising drive. Stan, who’s delighted to be back in Chicago, tells us that the coin machine people certainly supported this fine charity drive. Stan concluded by stating that the Seeburg “Little LP’s” are now back in full swing.

It’s always an exciting period at D. Gottlieb & Co. whenever a new flipper amusement game takes “a bow.” The star performer this month is the Gottlieb “King Of Diamonds” single player flipper packed with big action and our making features. And, that’s why Alvin and Nate Gottlieb and Judd Weinberg are all smiles these bleak wintery days... Very lovely Virginia Kay, the much read columnist of the Chicago Daily News, made the scene at the gala soirée hosted by RCA Victor Records, January 5, in the Shearton-Chicago Hotel.

Wurlizer’s new “Jazzy”s” are racing up until mileage to cover coin-accepting marketplaces throughout this wide region calling on the company’s distributors and their great host of operators... Frank Schroeder returned to his office in the Tipton

"BANG." Jimmy Wilkins reports that they are continuing to re-order both the Bally "Bazazz" and the "Loop the Loop." Master built pool tables are also very well according to Jimmy. We received a nice surprise while talking to Jimmy, he turned out to be the star reporter for phonowor. He reports that Mr. & Mrs. Bud Benner of San Jacinto, were in town for a short time Tex Leerskov, op from Barstow, and his wife, just returned to the states after an extended tour of South America and Mexico. Mr. & Mrs. Larry Spraw, operator from E&L Amusements in Fontana, took a five weeks tour of the United States. As a matter of fact, he tells us that the business did so well while he was gone, he may stay away for another month! We hear that Walter Cook of Palos Verdes Estates is finally going to build a home on the ten acre spread that he has in San Juan Valley. We want to wish a belated Happy Birthday to Bill Bradley, operator from Covina. That concludes Jimmy Wilkins weekly report.

BILL HAPPEL, ACE GOLFER FOR

BARGER SALES, IN THERE PITCHING... Now you are probably wondering what a sports headline like the above is doing in a coin machine column. If you are that is a good sign, it means that you are alert. If you didn’t notice, it means that you are not awake and you probably don’t know who won the Super Bowl either! All kidding aside, Francis Schneider, sales manager for Fisher pool tables, was in town last week. Bill conducted the grand tour which of course included the Wabash Country Club. Bill tells us that no large amounts of money were exchanged after the game.

FROM THE RECORD RACKS... The Solle sisters at Lushagen report in with the news that Mike Boretti, promotion man for Smash, was in there touting one of their new releases “Lay Down Your Arms” by Grady Lloyd. Another fast moving deck this week, according to the girls, is “Lady” by Jack Jones on the Kapp label... BUDDY ROBINSON OF CALI

(Continued on Cover 3)
WANT
WANT EXPERIENCED MECHANIC, AGE 25 TO 45. This job pays well for the right person. Type. Give reference, night town, close to work. No phone. 1325 15th St., N.E., Washington, D.C. 20002.

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PHILADELPHIA—With the first returns in on key locations in the area for Cinejukebox, new audio-visual machine introduced in this country by David Rosen, is a "real winner," said Rosen. Moreover, said Rosen, the returns are "certified—and our books are wide open for any doubting Thomases."

"More significant than the dollar take itself, which came to surprise," said Rosen, "was the fact that the operators are able to get front money from the operator who has the machine." And the results showed, that both the operators as well as the box itself, made more money. And it wasn't at the expense of the jukebox.

To take a typical location was the report of Lee Weiner, local operator, who placed the Cinejukebox as a test location at Bruno's Beef and Ale House at nearby Cherry Hill, N.J., a high income area where there is a great deal of better eating places, motels and night clubs, including a racetrack nearby.

While the jukebox alone averaged $20.00 per week, the first week found the Cinejukebox taking in $90.00. The second week was $68.80 and the third week it went up to $77.75. Significantly, the jukebox average kept its own and lost no ground. The added take came entirely from the motion picture play, said Rosen.

Most important, said Rosen, was the fact that the operator had "front money" of $50.00 per week as compared with the usual $50.00 split with the location owner on the jukebox alone. It wasn't until the operator took his $50.00 that the $5-50 split came in for the additional monies. This meant that instead of the usual $15.00 realized by both operator and location owner for the jukebox alone, the first week saw the operator taking in $50.00 plus an additional $9.50 for a total of $59.50.

"While the location owner's take was cut down to $9.50, he was completely satisfied since the Cinejukebox brought in more customers for more business in general. In addition to increased traffic, the Cinejukebox also enhanced the room's public image by being among the first to offer this new and exciting entertainment medium."

The "success story" for Cinejukebox at Cherry Hill was typical of all other tests, said Rosen. Virtually the same figures applied to the report of Automatic Equipment Co. in nearby Chester, Pa., which has a Cinejukebox on test location at the Del-Mar Tavern in Foxcroft, Pa., where the patronage comes largely from industrial plants throughout the area.

Still a third location turning in the same figures is the operation of Samuel Stern, local music operator, who placed Cinejukebox on a college campus locally. The machine is at The Living Room, a restaurant on the campus of Temple University in the city itself.

Rosen further pointed out that the operators are on a "try it before you buy it" lease-purchase plan with him. Indicative of the profit structure for the operator is the fact that Rosen's lease-purchase plan begins as low as $20.00 per week rental, including films, for a minimum lease of 25 weeks, with all monies applied to the purchase of the machine if so desired by the operator.

Rosen was among the first to introduce music-movie machines in this area four years ago. At that time, with a Cinebox that played only movies, Rosen said that his 22 machines averaged $86.00 per week with films only.

"It only proves," said Rosen, "that the operator who is on the ball and not content to sit on the sidelines and just wait has a highly marketable product in audio-visual, regardless of what make machine he takes. This is the first machine to come along in years that offers the operator a means of contracting as was done in the early days of the jukebox. For those operators with imagination in merchandising and promotion, the business is there for the picking. And it's those operators who come in first and get the early experiences who will enjoy the greatest pickings from audio-visual. Our books, which are open to any interested party for inspection, bear that boast completely. Our claims are backed 100 percent by 'truth' and we never hide that 'truth.'"
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