See You At MIDEM In ’68 • San Remo Prize Winner: Non Pensare A Me’ • 20th Buys Bregman, Vocco & Conn For $4.5 Mil • • DeManntoDot Publishing’s Big Baby: Trousdale • Mancini, Bricusse Tunes in BMI, ASCAP Split

STAX, VOLT-AGE ON THE CHARTS

February 11, 1967
One wail of a single.

Shirley Ellis belts out a big, big Pop/R&B smash
“Soul Time”

Where the spine-tingling action is. On COLUMBIA RECORDS®
The international music market has a big hit on its hands. With the first presentation of MIDEM in Cannes last week, there is little doubt that the event has zoomed up to a top-ranking position of importance as an annual gathering place of music men for the express purpose of doing business. At this writing, MIDEM is being viewed from the perspective of a two-day visit to the event by members of the U.S. staff of Cash Box. Among the observations that seem particularly relevant from the viewpoint of the domestic trade were: a good deal of business was being conducted by various publishers, both monetary deals and the establishment of sub-publishing agreements; while, as Cash Box reported prior to MIDEM, publisher representation far outnumbered label participation, American companies that attended the event found it well worth their time, from the smattering of direct product deals to the not to be discounted social aspect of meeting with rarely encountered licensees.

Of course, it can be said that MIDEM had a lot going for it. MIDEM comes at a time when every publisher and label of any consequence thinks in terms of global exposure of material or records. But, planning an event that recognizes the necessities of the times is one thing. Bringing it to successful fruition is another. Everything went so well, however, that MIDEM becomes not only a pioneer in the field of international music conventions, but a leader as well. For this, Bernard Chevy, the organizer of MIDEM, deserves tremendous praise for his foresight and organizational acumen. One shudders at the amount of detail and contact work that precedes a gathering of this type, especially when there is little precedent to go by. Yet, MIDEM’s first-time out had the aura of a music industry institution, a tradition of sorts.

Such an outstanding first showing whets our appetite for things to come, as it must have for all those who became the initial participants. Those who went to the city of Cannes to “feel things out” are returning to their homes with the strongest ad message possible, “word of mouth.” From now on, MIDEM is likely to draw a total who’s-who of music people.

In further solidifying the concept of a one-world-music-market, MIDEM deserves a grateful “thanks!” from the industry and support in the exciting MIDEM years ahead.
THE MOVE

NO.1 BRITISH GROUP ON ENGLISH CHARTS!

NIGHT OF FEAR

B/W The Disturbance

Producer: Denny Cordell

Cash Box—February 11, 1967
Here's a powerhouse profit package that features the swingin' orchestra of Henry Mancini in 12 great numbers played with the vibrant sound and tempo of today. Color advertising in top national magazines...concentrated point-of-sale materials...Mancini's huge following—are all sure to make this new and exciting album really go!

RCA VICTOR
© The most trusted name in sound
Villa's Reading Of 'Non Pensare A Me' Wins Top Prize At San Remo Festival

SAN REMO—The winning song of the 17th San Remo Festival della Canzone Italiana was "Non Pensare A Me" (Don't Think Of Me) with a total of 45 votes.

The song was composed by Eros Scirocchi with lyrics by Alberto Testa. It was published by the composer's own company Mascotte and performed first by Ivra Zavaglia and secondly by Claudia Villa (Femi-Cetta).

Publishing rights for the English-speaking world were purchased by Teddy Holmes of Chappell's London office two weeks before the festival. Norman Newell wrote the English lyrics, now titled "Time Alone Will Tell:"...

Claudio Villa

CLAUDIO VILLA

of music. He has been responsible for many hits notably "Candy Di Te" (Looking For You) "Non Costa Niente" (It Costs Nothing) "Ultimo Tram" (The Last Bus) and finally "Ti Udii Occhi Verdi" (Your Green Eyes).

The composer Scirocchi has worked with the lyricist of the winning song Alberto Testa on many popular tracks and this year's San Remo victory was the climax of their association. Testa is also very well known as one of Italy's top lyric writers.

The victory of this song at a time considered to be the peak epoch confirmed to many the fact that "good (Continued on page 57)

20th Foxes Bregman, Voco & Conn

NEW YORK — 20th Century Fox Films has purchased Bregman, Voco & Conn, the old-line publishing operation, for a reported $4.5 million. The deal was engineered by Iva Zavaglia, who is an independent-minded publisher, who has a strong interest in the company's new label.

The deal was finalized in the company's new offices on West 57th Street.

The deal is for a 90 percent interest in the company, which was formed in 1964 by John Phillips and Fredric Mancini.

HOLLYWOOD—From a writing staff of two and no disk affiliations, to support it, Trousdale Music has emerged, this year it's formation of a leading U.S. publishing company. A

TROUSDALE CLIMBS TO PUBLISHING HEIGHTS FROM BIRTH IN 1964

by such varied performers as Glenn Yarbrough, Herman's Hermits, Jan & Dean, Johnny Rivers, and The Turtles.

In May of 1966, Trousdale was purchased by ABC Records, as part of the deal with JMA Attractions, Inc., which it distributed. 1966 also saw the emergence of Trousdale's biggest copyright to date, "Monday, Monday," which has so far been recorded by over 50 artists, ranging from Petula Clark to Sergio Mendes, and Trousdale copyrights were recorded by Garth Tabor, Bickham & Harison, Grass Roots and many more.

The writing staff now included Sloan, Barri, and John Phillips of Mamas & Papas. They have written the hit song "Hopelessly Devoted to You.

Towards the end of 1966, in an overall expansion move, Dunhill press Jay Lasker supervised the for-

Cash Box—February 11, 1967

DeMann To Dot

NEW YORK—Freddie DeMann has joined Dot Records as national promotion and merchandising director of Dot Records, according to Randy Wood, president of the label. DeMann, who will re-locate to the west coast, has spent the last few years as promotion head of Bell Records (Ama-Mala-Bell) out of New York. Before his Bell association, DeMann spent a year in the promotion and sales department of the firm later joining MGM in a national promo spot. At Bell, he was also involved in sales and merchandising.
Big Ben joins the army of 'Gallant Men'!

*Ben Colder,* a staggering success with "Almost Persuaded #2," now ready for action with a new comedy single that's second to none! **Great Men Repeat Themselves**

b/w There Goes My Everything #2  K-13668
## Chart 41

**Spoonful**

<table>
<thead>
<tr>
<th>Title</th>
<th>Artist</th>
<th>Label</th>
<th>% of Stations Adding Titles to Prog. Sched. This Week</th>
<th>Total % of Stations to Have Added Titles to Prog. Sched. to Date</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sock It To Me, Baby</td>
<td>Mitch Ryder &amp; Detroit Wheels</td>
<td>New Voice</td>
<td>90%</td>
<td>90%</td>
</tr>
<tr>
<td>There's A Kind Of A Hush</td>
<td>Herman's Hermits</td>
<td>MGM</td>
<td>48%</td>
<td>48%</td>
</tr>
<tr>
<td>Everybody Needs Somebody To Love</td>
<td>Wilson Pickett</td>
<td>Atlantic</td>
<td>55%</td>
<td>55%</td>
</tr>
<tr>
<td>My Cup Runneth Over</td>
<td>Ed Ames</td>
<td>RCA</td>
<td>75%</td>
<td>75%</td>
</tr>
<tr>
<td>Darlin' Be Home Soon</td>
<td>Lovin' Spoonful</td>
<td>Kama Sutra</td>
<td>41%</td>
<td>41%</td>
</tr>
<tr>
<td>Epistle To Dippy</td>
<td>Donovan</td>
<td>Epic</td>
<td>96%</td>
<td>96%</td>
</tr>
<tr>
<td>Happy Together</td>
<td>The Turtles</td>
<td>White Whale</td>
<td>72%</td>
<td>72%</td>
</tr>
<tr>
<td>I Think We're Alone Now</td>
<td>Shondells</td>
<td>Roulette</td>
<td>56%</td>
<td>56%</td>
</tr>
<tr>
<td>Indescribably Blue</td>
<td>Elvis Presley</td>
<td>RCA</td>
<td>90%</td>
<td>90%</td>
</tr>
<tr>
<td>No Milk Today</td>
<td>Herman's Hermits</td>
<td>MGM</td>
<td>31%</td>
<td>31%</td>
</tr>
<tr>
<td>No Fair At All</td>
<td>Association</td>
<td>Valiant</td>
<td>65%</td>
<td>65%</td>
</tr>
<tr>
<td>The People In Me</td>
<td>Music Machine</td>
<td>Original Sound</td>
<td>33%</td>
<td>33%</td>
</tr>
<tr>
<td>Raise Your Hand</td>
<td>Eddie Floyd</td>
<td>Stax</td>
<td>52%</td>
<td>52%</td>
</tr>
<tr>
<td>Pucker Up Buttercup</td>
<td>Jr. Walker &amp; All Stars</td>
<td>Soul</td>
<td>53%</td>
<td>53%</td>
</tr>
<tr>
<td>I've Been Lonely Too Long</td>
<td>Young Rascals</td>
<td>Atlantic</td>
<td>98%</td>
<td>98%</td>
</tr>
<tr>
<td>Everyday I Have The Blues</td>
<td>Billy Stewart</td>
<td>Chess</td>
<td>25%</td>
<td>25%</td>
</tr>
<tr>
<td>Baby I Need Your Lovin'</td>
<td>Johnny Rivers</td>
<td>Imperial</td>
<td>94%</td>
<td>94%</td>
</tr>
<tr>
<td>1-2-3</td>
<td>Ramsey Lewis</td>
<td>Cadet</td>
<td>22%</td>
<td>22%</td>
</tr>
<tr>
<td>I Dig You Baby</td>
<td>Jerry Butler</td>
<td>Mercury</td>
<td>63%</td>
<td>63%</td>
</tr>
<tr>
<td>Daddy's Little Girl</td>
<td>Al Martino</td>
<td>Capitol</td>
<td>37%</td>
<td>37%</td>
</tr>
<tr>
<td>Cry Of The Wild Goose</td>
<td>Baja Marimba Band</td>
<td>A&amp;M</td>
<td>19%</td>
<td>19%</td>
</tr>
<tr>
<td>For What It's Worth</td>
<td>Buffalo Springfield</td>
<td>Atco</td>
<td>65%</td>
<td>65%</td>
</tr>
<tr>
<td>Don't Do It</td>
<td>Mickey Dolen</td>
<td>Challenge</td>
<td>17%</td>
<td>17%</td>
</tr>
<tr>
<td>Keep A Light In The Window</td>
<td>Solomon Burke</td>
<td>Atlantic</td>
<td>61%</td>
<td>61%</td>
</tr>
<tr>
<td>California Nights</td>
<td>Leslie Gore</td>
<td>Mercury</td>
<td>13%</td>
<td>13%</td>
</tr>
<tr>
<td>Love You So Much</td>
<td>New Colony Six</td>
<td>Centar</td>
<td>28%</td>
<td>28%</td>
</tr>
<tr>
<td>Ten Commandments</td>
<td>Price Buster</td>
<td>Phillips</td>
<td>73%</td>
<td>73%</td>
</tr>
<tr>
<td>I'll Take Care Of Your Cares</td>
<td>Frankie Laine</td>
<td>ABC</td>
<td>60%</td>
<td>60%</td>
</tr>
<tr>
<td>Spoonky</td>
<td>Mike Sharp</td>
<td>Liberty</td>
<td>43%</td>
<td>43%</td>
</tr>
</tbody>
</table>

#### Less Than 10% But More Than 5% To Date

<table>
<thead>
<tr>
<th>Title</th>
<th>Artist</th>
<th>Label</th>
</tr>
</thead>
<tbody>
<tr>
<td>When Something Is Wrong With My Baby</td>
<td>Son &amp; Dove (Stax)</td>
<td>9%</td>
</tr>
<tr>
<td>People Like You</td>
<td>Eddie Fisher (RCA)</td>
<td>9%</td>
</tr>
<tr>
<td>Summer Sunset</td>
<td>Roger Williams (Kapp)</td>
<td>72%</td>
</tr>
<tr>
<td>The Biggest Man</td>
<td>Tommy Hunt (Dynamo)</td>
<td>21%</td>
</tr>
<tr>
<td>59th St. Bridge</td>
<td>Harry &amp; His Bizarre (Warner Bros.)</td>
<td>8%</td>
</tr>
<tr>
<td>Who Do You Love</td>
<td>Woolies (Dunhill)</td>
<td>8%</td>
</tr>
<tr>
<td>Trouble Down Here Below</td>
<td>Lou Rawls (Capitol)</td>
<td>25%</td>
</tr>
<tr>
<td>Why Not Tonight</td>
<td>Jimmy Hughes (Fame)</td>
<td>8%</td>
</tr>
<tr>
<td>Another Page</td>
<td>Connie Francis (MGM)</td>
<td>7%</td>
</tr>
<tr>
<td>The Laser</td>
<td>Peter Courtney (Viva)</td>
<td>7%</td>
</tr>
</tbody>
</table>

(SURVEY COMPLETED TO FEBRUARY 1, 1967)
THE DAILY FLASH

"THE FRENCH GIRL"

Her hair...ings~ On slim hands waiting

Simmer morning in the Candlelight thru Sundays

Last morning, we found a room that rained

The led my hand through winding French roads

And let me hold some red French wine

In her warm hideaway she smiled

And combed her hair... We talked of vows... we talked... of loving

She left with promises to meet again

She told me where. Ah, she laughed each time I asked her name, made promises to meet again, but her friends down at the French cafe had no English words for me..."

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A YORK PALA PRODUCTION

PRODUCED BY CHARLES GREENE & BRIAN STONE
NEW YORK:
Phil Strassburg informs us that Billy Smith is no longer with the Phil Strassburg Associates pr firm.
Charlie Green called to talk about the Buffalo Springfield's outings and the new Daily Flash deck called "French Girl." Charlie also pointed out that the Flash appeared on last week's "Girl From U.N.C.L.E." TV's. Allan Rinde of the Marty Wax promo firm says that the new Junior Wells single, "I've Got a Stomach Ache," on Vanguard is "breaking out in all the major Eastern R&B markets. It's really the deck to watch. Be sure to give a good listen to the new Ian & Sylvia outing on MGM, it's called "Lover's Sound" and is backed with "Pilgrimage To Paradise." Both sides are powerful debuts for the duo on their new label affiliation. Other Ron Weisneriums are: "Tommy Jones" by Johnny Tillotson; "Don't You Dare" by Donna Lynn; "Marilyn Dooats" by the Innocence; and "The People And Me" by the Music Machine (they're all doing well).
Joe Feliciano stopped by the Ramblings office for a sort of impromptu concert that included his latest RCA Victor deck, "Themes From The Scene".

Send Piddles'" and "A Man And A Woman."
Matty Humdinger Singers says that the stuff that's moving in Philadelphia is: "Who Do You Love," the Woolies on Dunhill; "Keep Your Hands Off My Baby," the Orlons on ABC; "Movin' Man," Dion and the Belmonts; and "You Always Hurt Me," the Impressions. Matty, who is the ABC-Paramount rep in the Quaker City, offered the following as his "thought for the day:" People will believe anything if you whisper it.
The Youngbloods' album on RCA Victor is beginning to move now. The day (and "Epistle To Dippy" by Donovan are moving nicely. He went on to say that the new Bobby Vinton single is expected to be a sure winner. Alouette's Art Wayne says that Leslie Gore's "California Nights" is liable to be her biggest record to date. Merrin's Jerry Ross said the same thing and added that Jerry Esther's "I Dig You Baby," the Robbs' "Bitter Sweet," and "Oh Wee Baby" both by Junior Parker are also turning into big ones.
Arthia Franklin's 1st single for Atlantic was just cut by Jerry Wexler at Rick Hall's studio in Muscle Shoals, Ala. It's called "I Never Loved You, Cincinnati area. Micky Wallach also pointed out that the Impressions and "Nightfall." RAMBLINGS are doing well too.

HOLLYWOOD:
It's just about nine years since Tom Dooley encountered a white oak tree. But he hung around just long enough to help revolutionize the pop-folk market and create a dynasty of sorts for Nick Reynolds, Bob Shane, John Stewart and manager-partner Frank Werber. Since '67 the group has, according to Werber, sold about 18,000,000 records and earned about $7,000,000.

That "eternal triangle," mentioned in the intro to Dooley, might have been a fitting epitaph for the trio. Except, as stated in the press conference at the Brown Derby last week, its continuance would only serve to stifle individual artistic freedom. Each will go their own way—victims of musical type casting. Audiences, it seems, wanted to hear the same old songs sung in the same old way.

(Continued on page 16)
NEW FOR FEBRUARY

PERRY COMO
HELLO
YOUNG LOVERS

Perry's at his best with these well-known songs, "I've Got You Under My Skin," "In the Still of the Night," "Begin the Beguine," "Tomboy.

CAL/CAS-2122

SONNY JAMES
YOUNG LOVE

Still a favorite on today's musical scene, Sonny does "Young Love," "Apache," "Listen to My Heart," "Innocent Angel," "Broken Wings.

CAL/CAS-2140

FLAMINGO AND OTHER FAVORITES


CAL/CAS-2123

LIVING TRIO
HEART OF MY HEART


CAL/CAS-2124

SONNY JAMES
YOUNG LOVE

Summary of albums with various artists. Details include album names and track listings. Stereo albums now reduced to same price as monaural.
NEW ALBUMS ON RCA VICTOR

THE BEST OF TOMMY DORSEY
(Formerly titled "Yes Indeed!"

Great Dorsey hits from the 1935-1944 period. "Mary Lou," "Little White Lies," "Yes Indeed," "Boogie Woogie," "Doris" (LP/LPM 3674)

my cup runneth over
ED AMES
Great love to Helen. "Yes Indeed," "That's All I Want From You," "That's All I Want From You," "Lonely Again," "It Will Rain," "That's All I Want From You.

Lonely Again
Eddy Arnold

The Astronauts
travelin' men

HURRY SUNDOWN
OTTO PRENGER FILM
Original Soundtrack by Hugo Montenegro

SURREALISTIC PILLOW

THE BEST OF ARTIE SHAW
(Formerly titled "Moonlight"

THE STATESMEN QUARTET with Novie Lister
IN GOSPEL COUNTRY

Gospel songs and audience-requested favorites. "(Swe Me Light," "That Silver Haired Daddy of Mine," "Brighten the Corner Where You Are"

THE NIGHT OF THE GENERALS

Great love to "Man in the Moon," "Heaven Sent," "One More Monday." "The Capitol Singers" (LP 1313)

EDDIE ARNOLD'S "Yes Indeed!"
(Formerly titled "Yes Indeed!")

SOUTHERN SNAP

THE STATESMEN QUARTET

Gospel songs and audience-requested favorites. "(Swe Me Light," "That Silver Haired Daddy of Mine," "Brighten the Corner Where You Are"

THE STATESMEN QUARTET with Novie Lister
IN GOSPEL COUNTRY

Gospel songs and audience-requested favorites. "(Swe Me Light," "That Silver Haired Daddy of Mine," "Brighten the Corner Where You Are"

THE STATESMEN QUARTET with Novie Lister
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THE STATESMEN QUARTET with Novie Lister
IN GOSPEL COUNTRY

Gospel songs and audience-requested favorites. "(Swe Me Light," "That Silver Haired Daddy of Mine," "Brighten the Corner Where You Are"
MARIO LANZA sings
His Favorite Arias
Performances never before released!

OUTSTANDING NEW RED SEAL ALBUMS

CLINT EASTWOOD
A FISTFUL OF DOLLARS
Music composed and conducted by Ennio Morricone

MANGINI '67
The Big Band Sound of HENRY MANGINI

Lou Monte
tTOD THE SONGS

SOUL OF A CONVICT
and Other Great Prison Songs
Porter Wagoner

SCHUBERT
Music from
ROSSAMUNDE and DIE ZAUBERHARFE
(The Magic Harp)

DENIS VAUGHAN Conducting
THE ORCHESTRA AND CHORUS OF NAPLES
LUCIA POPP

BRAHMS
Sonatas for Violin and Piano
Nos. 1 and 2
WALTER TEMPLE
KURT LEHNER
HECTOR MOKRZEWITZ
Preludes

MARIO LANZA sings
His Favorite Arias
Performances never before released!
...Compass Records of course.

Just for the record, the Compass is all the product label that is heading into the "pop mainstream" of the record business. Whatever you're looking for—pop, R & B, country, folk or any blending of these styles most likely to spell hit are the directions we're heading in. We hope that you will hear the exciting new ideas and sounds we will release in the coming months, you'll come along with us.

Speaking of records, Mickey Kapp, who's at the helm, has a past record of a hit or two himself. Who knows, we could be starting a whole new generation of hits.

Our First Pop Singles Release

"Hey Woman"**
b/w

"Ain't No Soul"*+ KOA Award

"Nobody's Child"

Stephen Sargent & The Pride

CO-702

CO-701

*published by Mills Music

**produced by T. M. Music

800 West 57th Street
New York, N. Y. 10019

Compass Records, Inc.

(212) 521-0210

Cash Box—February 11, 1967
The New Vaudeville Band's Latest Hit

PEEK-A-BOO

Southern Music Publishing Company, Inc.
Monique I. Peer-Morris, President.

Producer: Geoff Stephens
Pick of the Week

HUNG UP IN YOUR EYES (2:27) [Viva, BMI—Curtis, Hardin] WHY MINE (2:12) [Viva, Whitewood, BMI—Hardin, Curtis, Garrett]

BRIAN HYLAND

Brian Hyland is riding a chart-bound vehicle with "Hung Up In Your Eyes," which is a pleasant, lusshy-ork'd romancer. Side is sure to get lots of airplay for the songster. On the flip, "Why Mine" is a light, bouncy effort that could also garner a share of the action.

UPS AND DOWNS (2:49) [Daywin BMI—Lindsay, Melcher] LESLIE (2:20) [Boom, BMI—Lindsay, Melcher]

PAUL REVERE AND RAIDERS (Columbia 44018)

"Ups And Downs" is likely to go no direction but straight up to the top of the charts. The side is a strong, wailing, driving pounding frenetic pulsating ditty that should result in all kinds of airplay for Paul Revere and the Raiders. "Leslie" is a funky blues-like venture for the group.

MORNINGSIDE RIDE (Amadeo, BMI—Reynolds)

WALK WITH ME (Travis, BMI—Seekers (Capitol 5757)

With "Georgie Girl" still moving strongly on the charts, the Seekers should soon be following that same success path with "Morningside Ride." Already a big item on the British scene, this lid is a sure-fire chart stand. Group offers an attractive folk-ish ode on the flip, "Walk With Me."

BABY, HELP ME (2:37) [Pronto, Quinvy, BMI—Womack]

YOU'VE GOT THAT SOMETHING WONDERFUL (2:22) [Pronto, Quinvy, BMI—Green, Ivy, Jenkins]

PERCY SLEDGE (Atlantic 2383)

Consistently powerful in R&B and pop markets, Percy Sledge has yet another chart-bound session with "Baby, Help Me." Soul and rhythm are the highlights here, making the deck suitable for wide programming. "You've Get That Something Wonderful" is a slightly less frenetic throber.

ONE MORE MOUNTAIN TO CLIMB (2:20) [Tobi-Ann, BMI—Kasha, Hirschkor]

ALL (2:36) [Tobi-Ann, BMI—Lehmann, Miller]

RONNIE DOVE (Diamond 217)

"One More Mountain To Climb" should be another big one for Ronnie Dove. The deck is a tear-stained, blues-tinged, pounding, pulsating ballad for the romantically inclined. On the flip, "All" is a smooth, easy-going romancer that may also garner a lot of play.

THE LOVE I SAW IN YOU WAS JUST A MIRAGE (2:59) [Jobete, BMI—Robinson, Tarpin]

COME SPY WITH ME (2:57) [Jobete, BMI—Robinson]

SMOKEY ROBINSON AND MIRACLES (Tamtam 54145)

"The Love I Saw In You Was Just A Mirage" looks like another sure fire outing for Smokey Robinson and the Miracles. This one is a driving R&B workout that should get a lot of play. "Come Spy With Me" holds more of the same.

GREAT MEN REPEAT THEMSELVES (3:55) [Glasier, BMI—Hartford, Starcher, Holcomb]

THERE GOES MY EVERYTHING #2 (3:65) [Blue Crest, Husky, BMI—Prazer]

GIRL COLDER (MG 13616)

Ben Colder did wallapping pop-country action with his recent "Almost Perused #2" and should move even quicker with this spoof of the while-back Buddy Starcher hit, "History Repeats Himself." Colder does a slightly inebriated version of a famous senator in this hilarious mess. Look for big sales. Flip is another tipsy effort, this one aimed at the Jack Greene country smash.

I'LL GIVE YOU TIME TO THINK IT OVER (2:42) [Beecwood, BMI—King, Turek, Kelley]

I'M NOT TRYING TO HURT YOU (1:54) [Beecwood, BMI—King, Turek, Kelley]

OUTSIDERS (Capitol 5543)

The Outsiders capped a big chunk of the "Help Me Girl" sales action and stand to do equally well with their followup effort titled "I'll Give You Time To Think It Over." Potent, pounding rock sound makes this one a good bet for Top 40 programmers. "I'm Not Trying To Hurt You" features a similar hard rock sound.

Record Reviews

WESTCHESTER HADASSAH (1:59) [Southern, ASCAP—Stephens]

STRANGE THINGS IN MY SOUP (2:24) [Curtain Call, ASCAP—Sherman, Goldenberg]

ALLAN SHERMAN (Warner Bros. 5896)

After selling several million copies in its original form, "Westchester Cathedral" gets the well-known Allan Sherman treatment, which should make it good for a few more sales. Sherman dubs the tune "Westchester Hadassah" in this spoof, and could soon be hitting pretty once again via the fun-filled lid. Flip is another comedy revamping.

RICHARD COREY (2:50) [Electic, BMI—Simon]

CLOUDY (2:40) [Saturday, BMI—Kasha, Hirschorn, Novy]

CHICAGO LOOP (Dyno Voice 230)

The Chicago Loop may find its way to the top of the charts with this biting social comment ditty about a wealthy suicide. Side is a strong, driving, rock venture. "Cloudy" is a soft, shuffling, melodic, reflective romancer.

LOVIN' SOUND (2:34) [M. Whitmark, ASCAP—Tyson]

PILGRIMMAGE TO PARADISE (3:24) [Pennywhistle, BMI—Rea]

IAN & SYLVIA (MGM 13685)

Bringing a large and enthusiastic following with them to their new MGM affiliation, Ian and Sylvia should have a pop smash with "Lovin' Sound." The side is an up-beat, folk-oriented, pop ballad with a lovely, reflective quality that is highlighted by the duo's hormonal treatments. "Pilgrimmage To Paradise" is another strong candidate for heavy airplay.

WORLD'S (2:58) [Derek Lawrence—Wilson, Oliver]

THAT'S MY WOMAN (2:54) [Island—Little]

NASHVILLE TEENS (MGM 13678)

The strongest session in a long time from the Nashville teens gives this session a good chance to stir up Top 100 action. Called "Words." the lid is a high-powered, pulsating danceable may really click with the kids. Funky swinger on "That's My Woman."

SOUL TIME (2:37) [Al Gallicco, BMI—Ellis]

WAITIN' (2:25) [Al Gallicco, BMI—Ellis]

SHIRLEY ELLIS (Columbia 44021)

That "Name Game" pal incorks one of her past hitsville excitement on this first-rate newie. Side to watch is a steam-rolling pounder called "Soul Time," which merits a lot of action. On the flip, "Waitin'," the young lark offers another groovy danceable.

Newcomer Pick

LIVE (2:32) [Thirty Four, LaBrea, ASCAP—Rhodes]

TIME WILL SHOW THE WISER (2:25) [Thirty Four, LaBrea, ASCAP—Rhodes]

MERRY-GO-ROUND (A&M 834)

The Merry-Go-Round makes a strong bid for the big spotlight with their A&M debut called "Live." Deejays and consumers may well go for the strong Liverpool-ish sound that pervades the session. Has chart-topping potential. "Time Will Show The Loser" features more good sounds.

TIME WAITS FOR NO ONE (2:95) [Beechwood, BMI—Chain, Kaplan]

I'M AWARE (1:47) [Beechwood, BMI—Chain, Kaplan]

KNACK (Capitol 5774)

Though newcomers, the Knack may have a flat out smash with this bouncy, driving, sometimes-frenetic modern rock excusion entitled "Time Waits For No One." The group could also click with "I'm Aware" on the flip.

BROTHER JOHN (2:15) [Lyresong, BMI—Meyer, Karras, Lawing]

THING OF THE PAST (2:65) [Lyresong, BMI—Lawing]

MOTHER'S HEROES (The Label 1113)

Mother's Heroes should get a big slice of the pie with this rhythmic and riotous updating of the old "Brother John" round. The side is a sort of R&B Mother Goose and sure to be fun for all. "Thing Of The Past" is a pulsating R&B romancer.

Cash Box—February 11, 1967
DONOVAN ADDS
A THIRD JEWEL TO HIS CROWN OF HITS!

'Epistle to Dippy'

The new Donovan album

Produced by Mickie Most
Newcomer Picks

GREATEST LOVE (2:18) [Marais, BMI—Toussaint]
HELLO MAMA (2:26) [Marais, BMI—Toussaint]
WILLIE WEST (Dees 356)

COME BACK WHEN YOU GROW UP (Painted Desert, BMI—Sharp)
ALL I WANT IS YOU (Arkoos, BMI—Williams)
SHADDEN & KING LEARS (Arbet 1016)

WORLDS OF TIME (2:14) [Renick, ASCAP—Pattacini, Megol, Weiss]
IF I EVER LOVE AGAIN (2:18) [Dartmouth, ASCAP—Solomon, H./S. Glaeser]
NICK PALMER (RCA Victor 9055)

WORLD OF TIME (2:14) [Renick, ASCAP—Pattacini, Megol, Weiss]
IF I EVER LOVE AGAIN (2:18) [Dartmouth, ASCAP—Solomon, H./S. Glaeser]

NICK PALMER (RCA Victor 9055)

THEM (2:54) [Witmark & Sons, ASCAP—Worth, Keating]
ALL AT THE VERY SAME TIME (2:07) [Zeller, ASCAP—Zeller]

GARY MARSHALL (RCA Victor 9083)

A MAN AND A WOMAN (3:08) [Northern, ASCAP—Barouh, Lai]
CLAUDINE LONGET (A&M 832)

THIS YEAR (2:54) [Witmark & Sons, ASCAP—Worth, Keating]

HERE, THERE AND EVERYWHERE (2:18)

A MAN AND A WOMAN (3:08) [Northern, ASCAP—Barouh, Lai]
CLAUDINE LONGET (A&M 832)

THIS YEAR (2:54) [Witmark & Sons, ASCAP—Worth, Keating]

NIGHT FALL (2:40) [Acuff-Rose, BMI—Melson]
TAKEN AWAY THE MEMORIES (Of A Love So Fine) (2:10)

SHERRY GROOBS (ABC 10875)

ROBERT GOULET (Columbia 44018)

WORLD OF CLOWNS (2:45) [Unity, BMI—arr. Manning]

SHIRLEY SCOTT TRIO (Impulse 255)

KEEP THE FAITH, BABY (2:40) [Pab, BMI—Scott]

RANDY LARKIN (M.O.L. 50)

RETURN OF THE RED BARON (2:49) [Efflugeot, BMI—Johnson, Larkin, Corbin]

SHIRLEY SCOTT TRIO (Impulse 255)

KEEP THE FAITH, BABY (2:40) [Pab, BMI—Scott]

RANDY LARKIN (M.O.L. 50)

RETURN OF THE RED BARON (2:49) [Efflugeot, BMI—Johnson, Larkin, Corbin]

Newcomer Picks

YELLOW BALLOON (2:08) [Teeny Bopper, ASCAP—Zekley, St. John, Lee]

YELLOW BALLOON (Canterbury 508)

The Yellow Balloon might float right up to the top of the charts and cover a lot of ground with the "Yellow Balloon." Side is a light, bouncy, soft-rock romp for the romance minded. No information available on the flip at this time.

DON'T DO IT (2:22) [4-Star, Popcorn, Cord, BMI—Dolenz]

MICKY DOLENZ (Challenge 59553)

The highly popular Monkees TV and record act should give strong emphasis to this solo outing by Monkee Micky Dolenz. Nick offers a pounding self-penned rocker called "Don't Do It," which should be grabbed up in big quantities. No information available on the flip side.

UKULELE TALK (2:29) [Record Songs, ASCAP—Drake]

DANCING WITH TEARS IN MY EYES (2:11) [Witmark & Sons, ASCAP—Dubin, Burke]

TRUE BLUES (Project 3)

The newly-formed Project 3 label offers a single session that should be in for loads of spins. The True Blues swing with a lifting sing-along that's highly recommended for good music airplay. On the flip, the group lends old-time razz-matazz to the standard.

NIGHT OF FEAR (2:18) [Essex, ASCAP—Wood]

THE DISTURBANCE (2:45) [Essex, ASCAP—Wood]

MOVE (Deram 7504)

The pounding, hard-driving tones of "Night Of Fear" should move quickly up the charts. The side is a poignant rock message outing, that is likely to be a big one with the teens. "The Disturbance," on the flip, holds more of the same.

THEME FROM "THE SAND PEBBLES" (And We Were Lovers) (2:23)

GAIL MARTIN (Reprise 0558)

Newcomer Gail Martin may soon be vying with father Dino if this debut deck is anything, indication. "Theme From The Sand Pebbles (And We Were Lovers)" is a lovely, highly melodic, lushly orchestrated romp that is likely to garner all kinds of honors. "Let's Not Take The Lovin' Out Of Love" is an easy going romancer.

Best Bets

ROBERT GOULET (Columbia 44018)

WORLD OF CLOWNS (2:45) [Unity, BMI—arr. Manning]

SHIRLEY SCOTT TRIO (Impulse 255)

KEEP THE FAITH, BABY (2:40) [Pab, BMI—Scott]

RANDY LARKIN (M.O.L. 50)

RETURN OF THE RED BARON (2:49) [Efflugeot, BMI—Johnson, Larkin, Corbin]

SHIRLEY SCOTT TRIO (Impulse 255)

KEEP THE FAITH, BABY (2:40) [Pab, BMI—Scott]

RANDY LARKIN (M.O.L. 50)

RETURN OF THE RED BARON (2:49) [Efflugeot, BMI—Johnson, Larkin, Corbin]
It’s a hit singles world at ABC...
**Best Bets**

**PLATTERS** (Warner Bros. 1289)
- WITH THIS RING (2:24) [Vee Vee, BMI—Wylie, Dixon, Hester] Could be big things in store for the Platters with this gooey throbber. Stands a nice chance for two weeks at the top.

**HERMIONE GINGOLD** (Cameo 406)

**JERRY VALE** (Columbia 44027)
- SIGNS (2:41) [Mills, ASCAP—Bartell, Bennett] Frays a chart threat, Jerry Vale should please many a good music spinner and buyer with this pretty ballad offering. Typical Vale smoothie has a lot of appeal.

**ERNE K. DOE** (Duke 411)
- LATER FOR TOMORROW (2:47) [Don, BMI—Malone, Morrison] Slow-moving, walling rock-romance could be a big winner for chanter Erne K. Doe. Chart material.

**DANCIN’ MAN** (2:45) [Don, BMI—Malone] Shouting, free-wheeling foot-stomper would sell well to prove to be a chart-bound item. Scan for.

**HOLIDAYS** (Revilot 805)
- LOVES CREEPING UP ON ME (2:55) [Groovesville, BMI—Walker, Selden] Raving, frenetic workout could score high on the charts for the Holidays. Eye this one. (B+)

**CAROLFRAN** (Roulette 4719)
- SO CLOSE (2:44) [Eden, BMI—Benton, Otis, Dixon] Walling, pulsating finger-snapper could make this deck go all the way. Should be a chart-climber.

**JEANETTE WILLIAMS** (Black Beat 568)

**PHANTONS** (Warner Bros. 5892)
- WHERE ARE YOU (2:18) [Ragmara, BMI—Bagge, Shuman] Sad, ghostly melodic-rocker could make this deck happen for the Phantons. Chart material.

**HUGH MASEKELA** (China 005)

**BOBBY WILLIAMS** (Sure-Shot 5081)
- I’VE ONLY GOT MYSELF TO BLAME (2:45) [Don, BMI—Schofield, Sanders] Pulsating, tear-stained bluesy piano-rock steady beat should be destined for a high place on the charts. Eye it with care.

**SUE DARBY** (ABC 10888)
- CAN’T GET ENOUGH OF YOU (2:30) [Saturday, BMI—Linzer, Randell] Solid, pounding foot-stomper could earn a sales galore for Sue Darby. Chart action is indicated.

**STEVE MASON** (Mason 7)
- A GOOD MAN IS HARD TO FIND (2:30) [Saturday, BMI—Linzer, Randolph, Connolly] More in the same bag here.

**RUSTY STEGALL** (Warner Bros. 5897)
- MORNINGTON RIDE (2:40) [Amadeo, ASCAP —Reynolds] Pretty, mid-tempo version of “Mornington Ride” could pull in a sizeable chunk of airplay for chart-topping Rusty Stegall. Deserves close attention.

**RAINY DAZE** (Un. 55002)
- THAT ACAPULCO G O L D (2:25) [Ciarlego, ASCAP—Gilbert, Goffi] Groovy, zestful finger-snapper could make this deck happen for the Rainy Daze. eyeball for all sorts of sales potential. No information available on the flip side at this time.

**KENNY BERNARD** (Compass 7002)
- HEY WOMAN—May be in action for Kenny Bernard for the Rainy Daze. Forformed Compass label via “Hey Woman.” Tune is a soulful, upbeat song, reportedly stirring up action on British shores.

**Kenny Bernard (Compass 7002)**
- (B+B) AINT NO SOUL—This lid is a livelier rock session which also has appeal.

**FIRE ESCAPE (GNP Crescendo 384)**
- LOVE SPECIAL DELIVERY (2:14) [Tormid, BMI—Garcia, Espinosa] Raving, frenetic romp should be heard throughout the airwaves. Could be a big one for the Fire Escape.

**BRASSOCRATS** (Columbia 1022)
- SOFT TOUCH (2:40) [Collins, BMI—Benton, Galbraith, Williams] Could prove to be a chart-bound item for Carolfran. Watch it go.

**DEBONAIRES** (Solid Hit 104)
- I’M IN LOVE AGAIN (2:10) [Groovesville, BMI—Ware, Terry] Rocking, pulsating toe-tapper could do good things for the Debonairea. Should be a chart-destined item.

**CLOTHES** (500)
- BABY’S COMIN’ BACK (2:15) [Damian, Galbraith, ASCAP—Fenwick, Marenco, Galbraith] Zestful, energetic finger-snapper could make this deck happen. Holds all sorts of sales possibilities for These Prosperous Times.

**PHRASIOS** (4719)
- HEADACHE IN MY HEART (2:30) [Benton, Otis, Dixon] Light but energetic rock-effort on the flip.

**CLARENCE GREEN AND RHYTHM-AIRES** (Duke 410)
- I’M WONDERING (3:00) [Don, BMI—Green] Soulful, bluesy piano-rock steady beat should be destined for a high place on the charts. Eye it with care.

**JOHN RYHS & LIVELY SET** (Impact 109)
- ROY WATCHERS THEME (2:05) [Gamba, BMI—Ryhs] Cheerful, catchy-rhythm could make this steady beat should be destined for a high place on the charts. Eye it with care.

**Bobby Williams (Sure-Shot 5081)**
- (B+)- NOTHING BUT LOVE (2:20) [Gamba, BMI—Finger] Tuneful, spirited instrumental number here.

**Kenny Bernard (Compass 7002)**
- AINT NO SOUL—This lid is a livelier rock session which also has appeal.
If you had The Best of Walt Disney, Ray Charles, The Mamas & The Papas, and The Barry Sisters in your living room—boy what a party!

If you had The Mamas & The Papas, Ray Charles, John Coltrane, and Sabicas in your living room—boy what a party!

If you had The Mamas & The Papas, Ray Charles, Dion & The Belmonts and The Free Spirits in your living room—boy what a party!

If you had Ray Charles, Della Reese, B.B. King, and The Tams, in your living room—boy what a party!

30 million people will see these ads in the great ABC promotion... The Wide World of Entertainment.
A Deluxe 2 Album Set packaged with prestige and commercial power backed up with a unique promotion.

The Chart Leaders of the year.
OF ENTERTAINMENT
recordings packaged to sell.

The Wide World of Jazz... on top of every jazz poll... on top of every jazz sale.

Introducing a new label / a new concept... the blues in depth.

The Original Soundtrack Album from the block-buster movie of the year.

The Sand Pebbles will appear in your town on:

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Houston  Phoenix
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Washington  Cleveland
Philadelphia  Norfolk
Toronto  Pittsburgh
Miami Beach
San Diego

MARCH & APRIL
Indianapolis
Montreal
Atlanta, Ga.
Charlotte, N.C.
Louisville
Kansas City
Vancouver

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These are the merchandising tools that will sell ABC’s Wide World of Entertainment!

See your distributor for complete details.
There’s a world of profits to be made on ABC Records.
The Wide World of Entertainment
San Remo Song Fest Pulls Largest Turnout Ever

San Remo, Italy—The biggest turnout ever packed the Italian city of San Remo for this year’s big song festival. Hotel accommodations were almost impossible to book if you were a late comer. Word around town was that a pair of tickets to the three nights of the song festival were worth as much as $200 to $300.

Below are a few photos taken by the Cash Box photographer in and around the Casino Municipale during the three evenings of the Festival.

Above: (Pic 1) Ron Kass, Liberty; Mrs. Leslie Gould; Al Bennett, pres. Liberty Records; Leslie Gould, managing Dir. of Philips Records, London. (Pic 2) Marty Ostrow, Cash Box v.p.; Nesushi Erldegan, Atlantic Records; George Albert, president and publisher of Cash Box. (Pic 3) Mr. & Mrs. Guln Clara, Armonico, Spain; Mr. & Mrs. Rapetti of Ricordi, Italy; and Mr. Banus of Vergara Music, Spain. (Pic 4) George Albert; Krikor Mintangian of Durium, Italy; and Marty Ostrow.


Above: (Pic 1) Guiseppe Gallazzi; Enrica Gallazzi, Francis, Day & Hunter Music, Italy; Mrs. Bourneman, F, D & H, Germany, as well as other F, D & H reps as Jack Denton, France; Mr. & Mrs. Eddie Day, London. (Pic 2) Cyril Shang, Shapiro-Bernstein, London; Norman Kurtz, Roulette Records; Lawrence Yaskell, Stigwell, Yaskell Music, Germany; and Men Nisel, Paulmann Music, London. (Pic 3) Neville Maren, Cash Box’ European Director; Gunner Bergstrom, Sonet Sweden; Gerry Bron, Bron Assn., London; and Dag Hasegquast, Sonet Sweden. (Pic 4) Marcel Stellman, Decca, London; Mrs. Stellman; Mrs. Warwick, Dionne’s mother; Heim Voigt, Polydor/DGG, Germany; Florence Greenberg, president of Scepter Records, U.S.A.; Sture Borgdahl, Sonora, Sweden; Mrs. Borgdahl.


Cash Box—February 11, 1967
SPLATTER PATTER
Cash Box

THE SHADOW returns! Yes, all you listeners out there in radioland, the shadow that was the underwire's world is back on the airwaves. A deluge of mail and telephone calls have been received in the offices of Boston, an advertising agency which completed twenty-six weeks of the annual programming of "The Shadow" and "The Black Museum" on WCBR-Boston, prompting the crime-fighter's return. The Van Clief Theatre Mystery Theatre, an offshoot of those broadcasts, has been a past year's greatest success of its kind, and has resulted from a vote of employment and personal growth among its younger citizens. "Born Free," by Roger Williams, has been selected Best Single Record for the past year, and is jointly sponsored by WIND-Chicago and Radio Free Europe. 

THE SELLERS!!
2 BIG CHART SINGLES!!

OH! WOMAN
Nat Stuckey
Paula 257

THE PUSHER
Billy Joe Young
Jewel 770

3 GREAT NEW RELEASES!

SHE'S CRAZY
Jerry McCain
Jewel 777

UP AND DOWN
John Fred and the Playboys
Paula 268

PHILLY WALK
Boogie Kings
Paula 269

2 FUTURE HITS!!

NOTHING TAKES THE PLACE OF YOU
Toussaint McCall
Ronn 3

LOSING BOY
Eddy Glines
Murco 1030

D.J.'s write:

THE SHADOW KNOWS: And WCRB-Boston listeners know too. They want more of "The Shadow," as Jane Grademier, account executive, and Bill Berg, president of Van Clief, Advertising in Boston, can plainly see as they sift through the listeners calling for the continuation of the program. See story page. SPUTTER: Los Shaggs, Dallas, has been named sales promotion and research director of WMCA-New York. Herbert J. Dunick fills the newly created post of supervisor of TV and radio news for WKYC-Television. Harold R. Drew has been elevated to the post of program director, both WBQO-AM and FM-Augusta. Robert "Bob" Bolton has been appointed program director of WBQO-FM. And Mike Randell, currently music director of the outlet, will assume additional duties of program director. VITAL STATISTICS: W. Henry Holmes, who has concluded a three-year tour of duty with the Armed Forces radio network, has been named news director for WBQQ-AM and WBQQ-FM... Bill Calder, formerly with KYTZ-Houston, has joined WIND-Chicago, is the new early morning air personality with Milwaukee... Thad Thompson, formerly a disc jockey and newsman with WHIN-Portsmouth, Va., has joined the news department of KATZ-St. Louis... Parnell has joined WINN-Louisville, where he was an air personality. He is now working in the same capacity for WEAM-Louisville. Tom Adams has moved from WINT-Miami, Fla. to WQAM-Miami, Fl. He is also doing part time work for Channel 10 in the same city.

THE Seeds

The Seeds have a sown a place for themselves on the charts this week, with "Pushin' Too Hard," which moves to number 46. The group is composed of Sky Saxon, lead singer, harmonica, banjo, maracas, trumpet, and vocals for the quartet; Jan Savage, full-ranged vocalist, lead guitar; Dan Hooper, piano, organ, harmonica and clarinet; and Rick Andridge, drummer. Sky Saxon founded the Seeds and wrote their songs and lyrics. He acknowledges Lightnin' Hopkins and Muddy Waters as influences. Rick Andridge's musical tastes are wide ranging, and he covers the scope from rock to Beethoven. He admires the "fantastic tale" of the Beatles and the Rolling Stones. Daryl Hooper's favorite sport—ready, now—is jousting. There's nothing strange about his musical ability, 'tho. Jan Savage, in addition to his music, loves photography. His musical interests run from jazz to rock. The Seeds record exclusively for GNP-Crescendo in Hollywood.

Peaches & Herb

Peaches and Herb, Date recording artists, are currently riding the charts with "Let's Fall In Love," which is number 79 this week. Before joining forces, Herb had recorded for Date as a solo artist and was signed to Date as a member of the female trio, the Sweet Things. Producer Dave Kapralik insisted that they try recording together after hearing them as separate backupcompatu singing on a road trip. Francine Day (Peaches), 18, began singing with neighborhood groups while she attended elementary school in Washington, D.C. She was first featured as a lead singer with the Kaytones, who attained great popularity at school and community events. Peaches then sang with a succession of groups until she and two other girls formed the Darlettes. The Darlettes changed their name to the Sweet Things when they signed with Herb, Date Fame, 21, began singing in church choirs when he was 7. He also participated in every school and neighborhood group that he could find. After graduating from high school, Herb worked in a Washington record store where he met producer Kapralik and asked for an audition. The rest, as the saying goes, is history.
YOU

GOT

TO

ME

B-540

Produced by Jeff Barry & Ellie Greenwich
Recording Engineer Brooks Arthur

...and it's getting to everybody

NEIL DIAMOND
Monkees Display Staying On Top Power

NEW YORK—The Monkees pack a 1, 2 punch this week on their Top 100 albums chart. Simultaneously, the Colgems label spin-off from TV retain the number 1 spot for the eighth week in a row, while their LPs, "The Monkees" and "More Of The Monkees" are number 1 and 2 respectively. The last act to achieve this chart status was the Beatles. However, the English stars did the trick with product represented on seven spots.

The Monkees chart stands translate into fantastic sales figures, according to RCA Victor Records, which distributes the Colgems line. The group had sold about 4 1/2 million singles, its first date, "Last Train To Clarksville," hitting the 1 1/2 million mark and "I'm A Believer" nearing 3 million in sales. Victor has sold close to 4 million copies of the two Monkees' LPs. The group was the first act to appear on Colgems as a result of a deal between Columbia Pictures' Don Kirshner, president of Colgems and head of the film-TV company's music division, and Victor.

King Carol Adds Mezzanine With Accent On Tapes

NEW YORK—With an opening full-page ad blast in the New York Times last week (2), King Carol opened its enlarged disk & tape dealership, including a new mezzanine floor, on 42nd St. in this city.

The Times as, to be followed in the coming weeks with other announcements covering various New York newspapers, gave the refurbishing of our official send-off, although the job was completed three weeks ago.

One of the chief reasons for the enlargement of the store, according to Ben Carol, is the growth of the dealership's tape sales, which now account for 20% of King Carol's income. A separate tape section has been installed on the mezzanine. "Tape needs its own department and people," says Carol. While reel-to-reel tape material outsells tape cartridges 5 to 1, Carol notes, he is optimistic about the future of tape cartridges. Six of the outlet's 30 employees man the tape section.

King Carol, which claims the largest selection of records and tapes, is, as the ad says, "open every day of the year 'til 11 P.M."

Looking to the future, the label has already its next singles releases recorded and scheduled and several album projects, in the works.

On the foreign end, a number of companies have already made known their interest to Kapp and a complete foreign distribution set-up will shortly be finalized.

Greene Stone Inks 5

NEW YORK—Charles Greene and Brian Stone of Greene/Stone Productions have inked and waxed five new acts for their York and Pala labels as well as Epic Records. The Poor, Jeffrey Stevens and the W. C. Fields Memorial Electric String Band were recorded for York Records, Larry Marks for Pala Records and the team of Tyrecio and Jerome for Epic.

Additionally, Greene and Stone have reached completion of a new Daily Flash recording of "French Girl" for MCA's new Uni Records label. The producer-managers have announced that they have initiated a major program for the development of new acts for the recording field and "will develop their talent search into San Francisco New York, Denver, Nashville and Philadelphia during the month of Feb

Bklyn Dealer Cares, G I.'s Get Records

NEW YORK—A Brooklyn disk dealer is spearheading a drive to keep G I.'s hospitalized in field hospitals in Vietnam well stocked with hits. The dealer is Joe Saccone, one-time librarian on radio station WGMG- New York, who now runs Spernara, located in the Fairfield Shopping Center in the East New York section of Brooklyn. He and his wife, Fran, have organized a "We Care" program in which disks are collected on a monthly basis and then sent to Viet- nam in care of General William Westmoreland, the commanding general of our forces there.

Greene Stone has already sent Saccone a letter of thanks for his efforts and those of the participating labels and distrubs, which include Decca, Victor, London, Uni-Capitol, B. T. Puppy, Liberty, Kapp, Dot, ABC, Malverne Dist. and Multi-Disc Dist.

Saccone also received enough money from businessmen in the shopping center to send a transistor phone to a Vietnam field hospital.

United Artists Records proudly presents

Miss June Lynn singing

"It's Hard To Say Goodbye"

The smiling, dazzling performance that has taken the world by storm.

United Artists Records

Cash Box—February 11, 1967

30
MAXINE and CHUCK

HAVE A NEW HIT SINGLE ON

WAND

HOLD ON I’M COMIN’

(ARRANGED BY CHUCK JACKSON AND BOBBY SCOTT)

b/w

NEVER HAD IT SO GOOD

WND 1148

THE SWEET SOUND OF SUCCESS IS ON SCEPTER

FOR BOOKINGS CONTACT: PAUL CANTOR/WAND MANAGEMENT 212-CI 5-2170
TWO
GREAT
NAMES
JOIN
FORCES

welcomes
GENE
CHANDLER
with his first
new smash single

"THE GIRL
DON'T CARE"

55312
Produced by
CARL DAVIS
AND...
The GREAT EXCITEMENT
ON
BRUNSWICK
Continues
with
Jackie WILSON

and his brand new
smash single follow-up to
"WHISPERS"

"I DON'T WANT TO LOSE YOU"

© Brunswick
RECORDS

55309
Produced by CARL DAVIS
Decca Unveils 1967 Phono Line

NEW YORK—Decca Records has introduced its 1967 line of phono and additions to the company’s line-up of guitars, amplifiers and accessories. Decca distracts got wind of the new product at recent branch and divisional manager meetings in New York, where merchandising plans were also formulated for the popular-priced line of phones. With the introduction of six new phonograph models, in addition to six of the most successful sets manufactured by the company being retained, the complete Decca phone line for 1967 will include a total of twelve models—4 manual monaural portables (including 1 AC/Battery set), 1 mono automatic portable, 4 stereo automatic portables, 1 stereo automatic console, 1 component system and a combination component system and demonstrator. The complete line, all solid state units, encompasses a broad range of equipment starting at a suggested list price of $169.95 to $100.95 (slightly higher in the West), representing a reflection of standards formulated through market research and consumer preference.

The new Decca phone additions include:

MODEL DPS 25 — THE PALM BEACH XII

The Palm Beach XII, a four speed manual portable, features an all transistorized solid state amplifier for instantaneous performance. The two driving speakers, front mounted controls and panel, foam rubber turntable mat and turntable cartridge. Carrying a suggested list of $189.95, the decorative cabinet is available in a choice of three newly created color combinations: Silver, Coral and Gold.

MODEL DP 599 — THE SEAFORD XI

An expected sales leader among the new Decca models is The Seaford XI, a four speed manual portable with an all transistorized solid state amplifier. The brand new cabinet design of this budget priced unit offers the speaker mounted in the removable lid afford-

ing the opportunity of playing the unit with the lid attached or detached. Carrying a suggested list of $249.50, The Seaford XI is available in simulated Walnut and Oak.

MODEL DP 181 — THE MORRISON II

A four speed, solid state manual AC or battery operated phone, that plays on 6 standard flashlight batteries. The Morrison II, with a suggested list of $299.50, offers features said to be found only in more expensive competitive phones. Featuring an all transistorized amplifier for instantaneous play along with light and compact one piece molded attach case styling, fashioned in a vinyl material, the unit is available in a choice of Charcoal Gray or Saddle Tan.

MODEL DP 882 — THE SUMMIT III

The Summit III is a deluxe full stereo system component automatic phone with an all transistorized solid state dual channel stereo amplifier, with a power output to 10 Watts. The added features include two input jacks for tape or tuner, the five controls include a selector switch which enables play of the new tape cartridge attachments through the amplifier. The suggested list is $199.50.

MODEL DP 672 — THE BAXTER II

The Baxter II, a deluxe full stereo solid state automatic phone, has been designed in a two toned cabinet featuring black speaker enclosures and base while the main unit is walnut. It also features two removable speakers for wide stereo separation, four controls set in a metal panel and a Gar- riard changer with extra manual spinning. The two decorative speaker enclosures hinge to the main unit to form a compact phonograph for easy portability. Suggested list of $299.50.

MODEL DP 617 — THE MONITOR III

A new and improved component system and demonstrator, The Monitor III, a deluxe full stereo, solid state automatic, features a Garrard changer with 11" turntable and provisions for manual as well as automatic operation. Additional features include five controls, 10 Watt output, two tape and two tuner input jacks, two output jacks for the regular speakers and two additional jacks for auxiliary speakers. There are two speakers in each enclosure for a total of four. The new tape cartridge attachments may be played through the amplifier. A rigid plastic dust cover is provided for the main unit, along with a three prong adaptor on the line cord. Suggested list is $199.50.

New Guitar

In the space of one year, since introduction, the Decca guitar, amplifier and accessory line of products has become a major force in the musical instrument market. At the Decca manager meetings, the company introduced a new solid body electric guitar at a suggested list of $299.95. This new Decca guitar features six in a line precision tuning keys, oval rosewood fingerboard with bound edges and pearl inlay position markers, super sensitive pickup with adjustable magnetic poles, volume and tone controls, steel reinforced neck and an adjustable metal bridge, in natural color with sunburst shading and contrasting neck. The upper edge of the body is beveled for fast play while all the hardware is finished in gloss chrome.

Leonard Stogel Moves To Larger Quarters

NEW YORK—Due to the expansion which Leonard Stogel & Associates has experienced during the past year, it has been necessary to move to larger quarters at 888 Eighth Avenue in New York City.

This new suite of offices is the home of Sam the Sham and the Pharaohs, Tommy James & The Shandelles, Keith, the Roynettes, and the Spike-Driver.

Stogel, who opened his personal management firm with one act, Sam the Sham, has combined management with music publishing and record production. His policy is to obtain the services of independent record producers for each of his acts. For instance, recent completed negotiations include Regis Mull on Verve Folkways produced by Barry K. Field, Donny Burke on Decca produced by Terry Phillips, Goldie & the Gingerbreads by Alan Lorber, and the Bar- kays by Hal Davis.

Stogel & Associates have initiated an "Open Door Policy" regarding new talent. The company states that independent record producers and writers are always welcomed at any time.

Herb Rosen will cover all phases of record promotion for the company.

Kendall Associates, Ltd, has been retained to handle all aspects of publicity, both for Leonard Stogel & Associates as a company and for the acts managed by the company.

United Artists Records proudly presents Miss Vera Lynn singing "It Hurts To Say Goodbye" Vol. 20/19

The stirring, dazzling performance that has taken the world by storm.

Cash Box—February 11, 1967
Baja Marimba Band
"Cry of the Wild Goose" 832

Merry Go Round
"Live" 834

Sandpipers
"For Baby" 835

Sergio Mendes & Brasil '66
"For Me" 837

A&M Records
Kahl & L&M Productions
Open 2 New Pubbies

NEW YORK—Phil Kahl has announced the formation of two new publishing firms in partnership with L & M Productions, Inc. They are Sololgy, Music and Power House Music.

L & M Productions president, Kay Lewis, makes her debut in the publishing business with the formation of Sololgy and Power House. In the past, she has been closely allied to the film industry. Lewis recently completed “Brown Eye-Evil Eye” starring Hugh Griffith and slated the first American co-production with Yugoslavia. Also on her list of film credits is the production “Seven Deadly Sins.” This stars Ginger Rogers, Ray Milland and featuring Barbara Eden.

“Great interest is being shown in the original film track scores to both these films and their distribution is being currently negotiated,” said Kahl.

Included in the new firms is composer Michael Collelchio, formerly a CBS staff. In that capacity, he was associated with such shows as Godfrey’s Talent Scouts, The Honeymooners and The Ed Sullivan Show. Although he could have written the two Emmy awards, film enthusiasts may best remember his score to "The Kiss," nominated for an Oscar in 1968. Where his compositions are two Johnny Mathis singles, "Cherie" and "The Story Of Our Love." Both did well on the charts.

Ruby & The Romantics
Inked To ABC Contract

NEW YORK—ABC Records has signed Ruby & The Romantics to an exclusive recording contract.

The quintet, headed by Ruby Nash, is renowned for its rite recordings of “Our Day Will Come,” “My Prayer,” “Strangers On The Shore,” as well as “The Masquerade Is Over,” “Heartaches,” and “I’m Sorry.” Ruby & The Romantics hail from Akron, Ohio, and have been together since they were all members of their high school glee club. After graduation the four boys decided to “sing for their supper” and formed a professional singing group. Ruby Nash practiced with them on occasion, and her voice blended so well into their sound that the boys added her to the group.

Ruby & The Romantics have now spent three successful years traveling the United States, Canada, and Europe.

Negotiations for the signing were handled between ABC Records and the group’s manager, Louis Zito.

Preskell Joins ABC
As National Promo Man

NEW YORK—Music business veteran Preskell has joined ABC Records and is now working in the area of national promotion. Preskell will concentrate nationally on both album and product. Preskell and Mickey Wallack will share responsibilities for ABC’s national promotion.

Preskell began his career in the music industry as a publicist with a Detroit promoter. At that time he was personal manager for the Andrews Sisters and the Ames Brothers. Following this, Preskell joined the Navy, where he stayed seven years and left to form his own publishing firm. Success of his own publishing enterprise led to a position as head of the Bob Merit Music Companies and subsequently to an executive spot with Walt Disney Productions, where Preskell activated Walt Disney and Wonderland Music Companies. Later appointed national sales director for Disneyland and Vista Records, Preskell negotiated an agreement whereby Disney became national distributor for Golden Records. This arrangement produced an unknown Mouse-keeter named Annette, who the Preskell guided into one of the most popular young stars of the period. Giving up the West Coast to spend more time with his family in the East, Preskell joined Kapp Records as director of national promotions and was also involved in marketing and sales. This association resulted in the outstanding success of Jack Jones and his “Lollipops And Roses.”

Top 50 in R&B Locations

1. Are You Lonely For Me
   2. Tell It Like It Is
   3. The Thamp
   4. Standing in the Shadows of Love
   5. Stand by Me

6. Mercy, Mercy, Mercy
   7. Live Your Life, Your Mama’s Callin’ You
   8. Oh Baby
   9. Love Is Here and You’re Gone
   10. Bring It Up

11. Hunter Gets Captured by the Game
   12. Feel So Bad
   13. Wack Wack
   14. At the Party
   15. Keep a Light in the Window Until I Come Home

16. I Dig You Baby
   17. Grit n’ Cornebed
   18. Everybody Needs Somebody to Love
   19. I’ve Passed This Way Before
   20. Danger She’s a Stranger

21. Tip Toe
   22. I Don’t Want to Lose You

23. Look at Granny Run Run
   24. sock it to Me, Baby
   25. Skate Now
   26. Humphrey Stumpy
   27. When Something Is Wrong with My Baby
   28. Pucker Up Buttercup
   29. The Biggest Man
   30. Raise Your Hand
   31. Girls Are Out to Get Me
   32. Hold on I’m Coming
   33. Run for Cover
   34. I’ve Been Lonely Too Long
   35. Tell Daddy
   36. Everyday I Have the Blues

Attention Record People
Record and Tape Manufacturers
Something new is happening in Pittsburgh! It’s P.R.M. Record Distributing

Record Promotion Service
The much needed offices, ability, knowledge and staff once again available in the Pittsburgh Territory

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ROBERT MERSEY—hit maker for Barbra Streisand and Andy Williams—throws his own hit in the ring!

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"TAKE A CHANCE"

Where Bob Mersey and hit are synonymous.

On COLUMBIA RECORDS®

Cash Box—February 11, 1967
MIDEM Convention Makes Auspicious Debut

CANNES, SOUTH OF FRANCE—The Cash Box Camera catches glimpses of the many leading record company and music publishing executives from around the world who helped make the first MIDEM Convention an unqualified success.

Above: (Pic 1) Leon Cabot, president of Vogue Records, France; and George Albert, president and publisher of Cash Box. (Pic 2) George Albert, Gerry Oord, Bovenia; and Marty Ostrow, vice president of Cash Box. (Pic 3) Ostrow, Mr. & Mrs. Kriker Mintangian, Durium Records, Italy; and George Albert. (Pic 4) Marty Ostrow; Peter Baumberger, RCA International; George Albert.

Above: (Pic 1) George Albert; Al Bennett, president of Liberty Records, U.S.A.; Marty Ostrow. (Pic 2) Marty Ostrow, Sol Rabinowitz, CBS, George Albert; and on far right, Christian Deffes of CBS, Paris. (Pic 3) Frank Marchi of MGM Records in America; Marty Ostrow, John Nathan, MGM's European Director; George Albert. (Pic 4) Marty Ostrow; Lee Pincus, Gil/Pincus Music in U.S.A. and Ambassador Music, London; George Albert; Guido Rignano, Recordi at the Cash Box Stand in the Midem lobby.

Above: (Pic 1) Marty Ostrow, Pete DiAngelis, and Dave Berger of ABC Records in America; George Albert (Pic 2) Bernard Chevry, general manager and organizer of MIDEM, with George Albert and Marty Ostrow. (Pic 3) Mr. George Meyerstein, Philips, France; and George Albert; (Pic 4) Marty Ostrow, Eddie Barclay of Barclay Records, France; George Albert. (Pic 5) Marty Ostrow, Heinz Voigt, Polydor/DGG, Germany; George Albert.

Above: (Pic 1) Neville Marten, Dave Rosner, April-Blackwood Music, U.S.A.; George Albert; Mario Panvini, Cash Box' Italian Rep.; Marty Ostrow; (Pic 2) Marty Ostrow, Mario Panvini; Leon Edo, Campi Music; George Albert and Neville Marten. (Pic 3) at the stand of Discos Ekipo, Spain, are Ekipo reps Arturo Max and Anri Bessiere with George Albert and Marty Ostrow. Pic 4) Neville Marten, Marty Ostrow, Nesuhi Ertegun of Atlantic Records, George Albert and Mario Panvini.

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HOT OFF THE WIRE!
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Sensational new LP product launches London's 20th year

Number 1 in sales
because it's Number 1 in sound

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Stereo PA571009
Mono PA61009

Stereo PS492
Mono LL3492
CLASSICS

The first major opera recording of 1967

A great conductor’s debut on London

Stereo OSA1433 4 records Mono A4433
Stereo OS26005 Mono CM9483
Stereo CS6481 Mono CM9483
Stereo CS6488 Mono CM9488
Stereo CS6500 Mono CM9500

See your distributor for special terms!
new york—london records has signaled the downbeat on the 16th annual "march in mantovani month" (m-m-m) promotion with the release of the new "mantovani golden hits" lp. the mantovani program takes on added significance this year with two simultaneous 20th anniversaries—that of mantovani with the label, and that of the label itself. mantovani is a charter member of the label’s roster, having had his first single record, "la mer" (london 111), in the company’s very first record release in 1944. he is the only artist represented in that initial release who is still active with the firm.

key element of the 97th m-m-m drive, the brand new "mantovani’s golden hits" album, is the 45th mantovani lp to be released by london. six of mantovani’s previous albums have brought the label nriaa gold-record awards.

the new "golden hits" album contains such titles as "charmaine," "greensleeves," "diane," "main theme from Exodus," "around the world," "swedish rhapsody," and "la vie en rose." the mantovani m-m-m program is incorporated in london’s overall sp-

balto-wash branch opened by mercury

chicago—mercury records opens a non-stocking branch, mercury distributing of baltimore-washington this week (6). the branch, located at 5806 annapolis rd., hyattsville, maryland will be managed by hal charn, former eastern regional sales rep. for philips records. charn, a one time band leader and booking agency executive, began in the business seven years ago as local mercury baltimore-washington promotion man, working with joseph m. zamoiski, the label’s distributor. a year later he took on the branch.

two promo men will work with charn. john armetta who was with zamoiski for the past year will represent mercuries and will handle philips, smash and fontana radio promotion.

gorge goldner and shadow morton

of

phantom productions

will listen to new artists, writers and producers

call (212) 581-1520 for appointment.

fortune telling—voyle gilmore, vice president, a & r at capitol records (left) discusses future recording plans with pianist george shearing and mrs. shearing during a special day at the manne hole in hollywood, california last week.

new york—decca records recently held a branch and division manager’s meeting to introduce the decca album product release. the release will consist of 12 new decca-coral pop and classical packages.

lps to appear on the decca label include: "a closer walk with thee," by earl grant; "love after midnight," by herbert rehbin and his orchestra; "don’t come home a drunkin’," by loretta lynn; "where’d you stay last night," by webb pierce; "most requested," by freddy marlin and his orchestra; "playback 66," a compilation of 1966 new events featuring the voices of noteworthy political figures, astronauts, and other newsmakers, recorded on the scenes by united press international; and the "latin soul of johnny zamot and his latinos.

also on the decca label are an irish l.p. recorded live on location by the dublin’s fair city label, and two gold label classical sets, one featuring dvořák’s "czech suite, op. 36" and "serenade in d minor." op. 44, played by the musica aeterna orchestra, frederic waldman, conductor; and another package highlighting works by benjamin franklin and norman dello joel, performed by the princeton chamber orchestra under the direction of nicholas harshanyi.

new york—decca records recently held a branch and division manager’s meeting to introduce the decca album product release. the release will consist of 12 new decca-coral pop and classical packages.

albums to appear on the cora label include: "i’ve got you under my skin," by pete fountaine; "in dublin’s fair city," by the guinness choir of dublin; and a collection of irish and american country melodies by larry cunningham and the mighty avons.

full color litho books highlighting all the new decca-coral product is in the hands of the company’s sales force who are now contacting their respective accounts. point-of-sale merchandising aids, in the form of mounted lithos, have been prepared and are available in quantity from all decca sales branches.
AL HIRT

"BOY WATCHERS' THEME"

c/w "YO-YO (Puppet Song)" 9106

On the air and on the charts, Al's new single is gonna make it! Watch "Boys" chase "Girls" right to the top!

If it's happening...it's here!

RCA VICTOR

© The most trusted name in sound
UBANK—WARNER BROS. Records has reduced the price of its regular 4-track stereo tape cartridges to $4.98, with accompanying reductions for dealers and distributors. The new price structure is applicable to all Warner Bros. and Reprise 4-track stereo tape cartridges.

At the same time, Phil Rose, director of the company’s tape division, disclosed that all but two of the 4-track stereo tape cartridge series have been discontinued, with only the regular single tape cartridge and the twin-pack continuing in distribution through Warner Bros. distributors. The twin-pack contains both a single tape cartridge and a twin-pack Nitrate cartridge designed for Warners/Reprise and Muntz distributors.

Reaction from distributors handling the company’s 4-track stereo cartridges has been encouraging, according to Rose, with virtually all distributors in major markets throughout the U.S. now carrying the line since it was first made available to them this past Jan. 1st.

UA Releases Playback ‘2’

NEW YORK—This week has been marked by United Artists Records for initial delivery of the following new Playtape “2” EP Cartridge to distributors and record outlets nationally.

According to distributors, the suggested retail price of the new UA cartridge has been established at $1.40.

Included among the initial release package of 48 Playtape EP’s, are catalog pieces from such artists on the UA roster as Ferrante & Teicher, Bobby Goldsboro, Jay & the Americans, Mel Tormé, Bobby Darin, Anthony & the Imperials, Del Reeves, Jimmy Roselli, Lenny Welch, Ray Barretto, Tito Rodriguez, Count Basie and his Orchestra, in addition to highlights from several UA original soundtracks. “Dr. No,” “Golddinger,” “A Man And A Woman,” “Hawaii,” “Never On Sunday,” “A Funny Thing Happened on the Way To The Forum,” and “Phae- tra.”

An extensive advertising and publicity campaign, including in-store displays and radio, is being prepared by the label to coincide with and follow-up the first release date.

Gauss Develops High Speed Tape Duplicator

HOLLYWOOD—A revolutionary new high speed tape duplicating unit was unveiled today by Bill Gara, general manager of Gauss Electrophysics, of Santa Monica, Calif. According to Gara, the machine, called the Gauss Model G-12, is capable of producing top quality tapes for cartridges at 240 ips (inches per second), which is twice to four times faster than any existing tape duplicating equipment.

Developed by inventors Keith Johnson and Paul Gregg, the G-12 solves one of the major problems of the tape cartridge industry—the lengthy time it takes to duplicate tapes. As an illustration of the G-12’s speed, Carl pointed out that in order to duplicate a 40-minute tape (the equivalent of one album), it takes existing machines anywhere from 40 to 80 hours, depending upon which system the manufacturer is using.

The G-12 can duplicate that same tape in 20 seconds, less than half the time of the second fastest system and four to five times faster than all other systems.

Carl pointed out that the G-12 can also be used for the duplication of any tape, any speed, whether it be reel-to-reel, 4 or 8-track.

Through a newly-developed “focus gap head” the G-12, in addition to its speed, will not only produce tapes of better quality than those currently being used in cartridges, but the “noise” level is such that it sounds as good as the best 7 1/2 ips, 4-track tapes now on the market. Through the “focus gap head,” the cross talk between tracks, which is heard on 8-track, is virtually eliminated.

Cara said that Capitol Records has been using the G-12 in its Jackson- ville, Illinois facility for several months. Other American companies are now being contacted by Gara, and foreign machines have already been sold overseas.

PUBLIC NOTICE

MUSIC MACHINE VERSION OF “HEY JOE” WILL NOT BE RELEASED AS A SINGLE IN SPITE OF OVERWHELMING DEMAND!

AVAILABLE ONLY ON ORIGINAL STUDIO DOLLS MONO 5015/STEREO 8875

ORIGINAL SOUNDS STRIKES AGAIN

ALBUM PLANS

DIAMOND—“5 Get 1 free” on all Diamond albums. Expires June 30, 1967.

PEACOCK-DUKE

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

FUTURE

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

GATEWAY

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

GNP CRESCENDO

15 albums free with purchase of 100 LP’s. $3.79 and $4.97 retail. Indefinitely.

JEWEL-PAULA-WHIT

One 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.

NASHBO

Buy-7-get-one-free on entire catalog including new LP’s. 75% 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, SMP/SPS series are discounted 10%. all other classical albums discounted 20%. No expiration date.

PRESTIGE

15% discount on all LP product until further notice.

ROULETTE

15% discount in free merchandise. Expiration date indefinite.

SCEPTER-WAND

2 Albums free on every 10 purchased. No termination date announced.

SIMPSONS

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

SOUND-FONATNA

Special discounts available through distributors. Expiration date not announced.

STARDAY

20% discount to dealers on all Starday and Nashville product, Jan. 16 thru Feb. 28. Distributor 40% discount on entire line also included.

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 Everman Classics (Mono & Stereo) 20% off on original LP’s (Mono & Stereo).

ARSI Distributes Merc. Tapes

CHICAGO—The Mercury family of labels’ four and eight-track stereo tape cartridge will be distributed nationally to automotive specialty outlets by Automatic Radio Sales, Inc.

According to a contract signed by Irwin H. Steinberg, executive vice-president of Mercury and ARS.I., the complete Philips, Smash, Fontana and Limelight pre-recorded cartridge catalog was made available to 3,000 already established automotive outlets by A.R.S.I. from its Melrose Massachusetts home base. The catalog now includes 89 four-track and 187 eight-track cartridges.

A.R.S.I. has been a manufacturer and distributor of radio and stereo play-back equipment for cars since 1920. Dave Housman, its founder and still president, is credited with making and selling the first car radio. The firm has been active in the sale of tape-for-car-play since 1962.

PRESTIGE INCs

TRUDY PUTTS

BERGENFIELD, N.J.—Cal Lamplcy, Prestige Records A&R director, has announced the signing of Trudy Pitts, p-p-jazz organizer. Plans are being made for the artist’s first session and an early March release of an album and single.
February
Is
"Boots Randolph Month"

CURRENT CHART LP
"Boots With Strings"
(Monument M8066 / S13066)

CURRENT CHART SINGLE
"The Shadow Of Your Smile"
(Monument 976)

NETWORK TELEVISION
February 11—"The Jackie Gleason Show"
February 19—"The Ed Sullivan Show"

PLAYBOY CLUB...
PRIVATE RECEPITIONS
February 7—Los Angeles
February 15—New York City
February 22—Chicago

ASTRO STEREO
Featured in February
On American Airlines' Asto Stere

NATIONAL RADIO SALUTE
Coast-to-Coast Radio Salute

COLOR-SONICS
Featured Artist

NATIONAL ADVERTISING
Major Trade & Consumer Publications

Boots Randolph is another reason why monument is artistry

RIAA—1 Million Dollars In Sales!
"Yakety Sax"
(Monument 8002)
New York—Quin Ivy and Marlin Greene have started a new R&B label, South Camp. First artist to be signed to South Camp is Jane Edwards, a young singer who has appeared with a group called the Entertainers for the past year. Her first recording on South Camp will be issued shortly. Label will be distributed by Ateo Records.

Ivy and Greene have produced all of Percy Sledge's singles and LP's for Atlantic at their Norala Recording Studio in Sheffield, Alabama. Their latest Percy Sledge single, "Baby Help Me" will soon be issued on Atlantic.

English New G.M. For Helios Music

NEW YORK—In an effort to expand the company's operation, Claus Ogerman, Helios Music Corporation president, has appointed Scott English as general manager of the publishing division of Glorious Productions. English will be looking for new and exciting material and traveling extensively to Europe and back.

The new general manager reports that Ogerman is presently on the coast arranging an album for Frank Sinatra.

Anderle To Administer New Beach Boys Label

HOLLYWOOD—David Anderle will serve as administrative head of the new Beach Boys label, Brother Records. Anderle, previously head of directional management for the group, will work with Nicholas Grillo, who has been named financial administrator for the Brother label.

Offices for the label and other Beach Boy activities are now open at 9000 Sunset Boulevard, suite 808.

According to Anderle, Brother Records was formed to "give entirely new concepts to the recording industry, and to give the Beach Boys total creative and promotional control over product."

Brian Wilson will provide the creative direction for the label. Wilson plans to sign artists whose performances and material is consistent with the caliber of record production he has achieved with the Beach Boys. The Beach Boys attorney, Abe Somer, is presently in London conferring with Sir Joseph Lockwood of EMI about Brother distribution abroad.

Anderle joined the new label after serving as head of MGM Records talent acquisition and development on the west coast and running his own personal management company. Grillo will continue to manage all personal business affairs for the Beach Boys, as well as administering their corporation.

Grillo (standing) and Anderle

United Artists Inks Serendipity Singers

NEW YORK—The Serendipity Singers have signed an exclusive long term recording contract with United Artists Records. The Serendipity Singers have been set to sing the title song behind credits and for the UA soundtrack album of Harold Hecht's epic film production, "The Way West," starring Kirk Douglas, Robert Mitchum and Richard Widmark, and slated for release later this year. Deal was made by UA through Fred Weintraub, president of Fredana Management and Bryan Sennett who is Fredana's account executive for the Serendipities.

The Serendipity Singers consists of six boys and two girls. They began with an emphasis on folk-oriented numbers. Now they offer a mixture of songs that are a combination of folk, jazz and sophisticated pop styles. Added to this repertoire are comedy sketches and dramatic blackouts.

The Serendipity Singers are Mike Brovsky, Bob Young, Jon Aizen, Tony and John Perry, and Gamble Rogers, plus the girls, JoAnne Carey and Lena Rae Shaw. They debuted at New Year's Bitter End, owned by Fred Weintraub, who has also unveiled such talents as Bill Cosby, Peter, Paul & Mary, and Woody Allen at the same showcase. During recent seasons, they have appeared on most major TV variety shows and have had a best-selling single, "Don't Let The Rain Come Down," plus a steady series of top albums.

Break Uses SESAC To Present Product

NEW YORK—The John H. Break Company, a division of American Cyanamid, is currently utilizing the production facilities of the Special Projects Division of SESAC for musical scoring and background material for audio-visual presentation of a new product soon to be introduced by Break.

SESAC has become increasingly active in the commercial-motion picture field during recent months and the Break production is the latest account to use its facilities exclusively for the nationwide introduction of a new product. The following accounts that have recently utilized SESAC material in audio-visual presentation are: American Airlines; The Coca Cola Company; Harley Davidson; The Prudential Insurance Company; General Motors; ASTA—the American Society of Travel Agents; Minute Maid; Chrysler Motors; The First National City Bank; and the National Board of the Y.M.C.A.

TRAVELIN' GUITAR—The guitar in the center of this photo is that of none other than Elvis Presley. The instrument is to be displayed in the pop music exhibit of "The American Spirit" pavilion at "Expo 67" in Montreal. The instrument is reputed to be the one used in the RCA Victor's artist's TV debut as well as being the guitar with which he recorded such white-bomb hits as "Hound Dog" and "Heartbreak Hotel." Above are: (left to right) Dave Boxer, CFO of RCA; Jack Masse, chief designer of the U.S. Air Force; the guitar; George Harrison, vice president and general manager of RCA Victor Ltd. of Canada; and Lorraine Vialu, an Air Canada hostess.

The Rubin Mitchell Era Begins Feb. 13

Rubin Mitchell Polishes Off Diminished Fifths

Rubin Mitchell plays dirty arpeggio

(The Rubin Mitchell Era Begins Feb. 13)
Another solid smash from the Standells. A white, hot, shock-rock that will flip these standouts straight to the top of the charts.
Survey Claims 'Impulse' Equals 78% Of Sales

NEW YORK—Cy Leslie, president of Pickwick International, economy priced record merchandiser, stated recently that 78% of the dollar volume of all record purchases made at retail are "impulse sales". The Pickwick president stated that several extremely important conclusions could be drawn from the statistical report made during the year ending Dec. 31, which included the sale of nearly 900 million records.

"Unique to the record industry is the fact that impulse sales are impulsive, not planned or budgeted, as are groceries, clothes or any other major expense," he added.

"Yet, people spend up to 34% of their income on recordings. There are more avenues appealing to special interests, more good musical L.P.s and more leisure time in which to enjoy them. The importance of sales aids to spur impulsive purchases can no longer be discounted."

Basic For Burton Bash

NEW YORK—Count Basie and his band will be one of the feature attractions at the forthcoming dinner and dance being sponsored by an informal group known as the Friends of Robert J. Burton. Proceeds of the dance, to be held in the American Hotel on March 21, will have been earmarked for the establishment of a fellowship in copyright law at Columbia University in memory of the late Judge Burton, an expert in the field of copyright.

The announcement of Basie's participation was made by committee chairman Morris Levy, president of Roulette Records, on the eve of his departure for a European business trip. Levy also indicated that the Basie band will alternate on the stand with the Joe Cuba Sextet, Tito Puente and his group may also take part, according to the announcement.

Subscriptions for the dinner-dance, which are priced at $50 per plate or $500 per table of 10, with an anticipated full house of 2,000 persons, the committee's goal of $100,000 is expected to be realized. According to plans, the Burton fund will become a permanent entity, and the annual interest from it will be awarded to a Columbia Law School student interested in pursuing a research program in copyright or related fields.

First invitations were mailed earlier in January, Levy said. The response to date, he noted, has been " Gratifying," placing the campaign well along toward its final goal. Those who have received invitations should get their cards in promptly, Levy assured.

Bell Starts $50G Push For Bob Crewe

NEW YORK—Larry Uttal, president of Bell Records has announced the initiation of a National Distributor Sales Incentive Program on "Music To Watch Girls By," the hit album by the Bob Crewe Generation on Dynovoice Records, one of the labels which is distributed by Bell. Uttal said, "We plan to spend over $50,000 between Feb. 1st and March 31st to promote the Bob Crewe Generation. We feel that we have tremendous catalog potential in this act. The singer gained immediate national acceptance, and the initial reaction to the album has been sensational. We are negotiating for a television series, and have discussed the possibility of tie-ins with promotions with Pepsi-Cola, and the Generation has been offered guest shots on most of the major variety shows."

Bell has developed "point of purchase" material, salesmen's selling aids and a very pointed advertising program. Our incentive program is designed to allow distributors to share in the success of the product, and at the same time stimulate powerful consumer sales reaction.

The "Music To Watch Girls By" promotion offers cash prizes to salesmen, sales managers, distributor executives, operations men and promotion men based on individual and distrib- utable performances. Salesmen can earn cash for every album sold over quota and can qualify for a Grand Prize based on highest percentage over quota. Top distributor sales manager, sales executive and operations man a Grand Prize. Promotion man award is based on distrib standing and overall promotion effort.

Sweepstakes tickets are earned for windows and percentage points over quota as well as distributor standings. Should the "Music To Watch Girls By" album go to number one, all qualified participants will draw for a grand prize of a Lincoln Continental.

Capitol In Big Promo For The Knack

HOLLYWOOD—"The Knack Era" officially opens this week for Capitol Records when the label releases "I'm Aware," the first single by the new Los Angeles rock foursome, The Knack.

Racking the first release by the four youngsters is an extensive merchandising, advertising and promotion campaign that includes trade and consumer ads; "Knack" stickers and puppies in four-colored sleeve for the single with special counter merchandisers; a deluxe-four-color press kit that is being mailed to all dealers; and record contests for the more than 4,000 teens who have joined the Knack fan club in the past 60 days.

All the elements that went into Capitol's extensive merchandising/advertising/promotion build-up for the Beatles in Dec., 1963, have been revamped and updated for the Knack. Aside from the promotional similarity to the Beatles, the Knack also resemble the British foursome in several other areas—they have the same clean-cut look, and members of the group write all the songs and do all their own arrangements. "I'm Aware" was written by Mike Chapman and Dicky Chapman. The other two members of the group are Pug Baker and Larry Gould.

Pack Your Club With Fantasy

We will lease or sell to you the special colored slides necessary for projection on your go-go girl, or combo, or walls to create a beautiful artistic illusion.

BEAT THE COMPETITION BE FIRST AND EXCLUSIVE IN YOUR AREA

Entertainment Unlimited

GATEWAY TOWERS
PITTSBURGH, PENNSYLVANIA 15222
CALL AREA CODE 412 471-3319

BOBBY AND THE COVER GIRL—Pamela Hammer, the winner of the Bobby Vinton cover girl contest arrived in New York City from her hometown, Pitts- burgh (decal), Mrs. Albano; standing (left to right) are Nick Albano, manager of national sales; and Pete Bennett of Vinton's office.

Bell Cash Box—February 11, 1967
Bang And Shout Keep Up The Hooplah

NEW YORK—Bang Records, which came on the scene less than two years ago with the proverbial ‘bang,’ has proven its ability to last beyond the flash-in-the-pan stage as it continues to ride the chart range. Its latest best-selling offering being Neil Diamond’s “You Got To Me.” Another Bang venture that has met with success is the R & B subsidiary label, Shout, which is represented in the national chart picture, in fact, Shout is currently nosing well into the Top 40 scene as a result of Freddie Scott’s “Are You Lonely For Me,” Scott, who has recorded for a variety of labels in the past is now signed exclusively.

JUSt OUT OF SERVICE—HAVE HAD PRIOR EXPERIENCE IN A & R WORK WITH LARGE COMPANY.
HAVE DONE TAPE EDITING, ALBUM PRODUCTION, ETC. KNOWLEDGEABLE IN GOOD AND POP MUSIC FIELDS. GOOD SECOND MAN.
PLEASE ADDRESS ALL REPLIES TO: BOX #774
CASH BOX
1780 BROADWAY
NEW YORK, N.Y.

for Shout, and word has it from Bang exec Bert Berns that the singer has just recorded his first album session for the label, to be released shortly. In joining the Shout roster, Scott adds his name to a list that also includes Bobby Harris and Donald Height. Height is presently stirring up a good deal of action on his own with his recently-released “365 Days” outing.

Bergen and right hand man Bill Darrell also mentioned that the label is currently milling over the possibilities of deals with indie TV and film producers for full-length feature films. The firm is also planning on starting a low-budget LP line, which will include “controversial material,” among other subject matter. As always, according to Berns and Darrell, the label is looking for new masters and new talent. The idea that Bang is undergoing a general expansion, prompted by the myriad activities underfoot, is strengthened by the fact that Berns is looking to open new offices, possibly on the West Coast.

Other members of the Bang setup include sales manager Joan Berg and former artist Effe Smith, who handles the promotion and coordination of Shout product. The Bang talent roster includes the London Corporation, formed (formerly with Them), Gail Dearman, the Stangelongs and the McCoys.

TALENT ON STAGE

TONY BENNETT

NEW YORK—The years have established the flattering fact that songs sung by Tony Bennett are always in demand. He has had an uncanny knack for picking the “right” song, whether it be an encounter with an evergreen or love-at-first-hearing with a new chart item.

And, as he once again displayed at his Fourth of July Bash last week (2), the Columbia Records staff has just held to his own on his favorites to the extent that many of his fans may hold the belief that he introduced them to their favorite song. He was first to sing “Old Devil Moon,” taking a chance on love—“‘Sing You Sinners,’” Georgia Rose,” “I Don’t Know Why,” “There’s No Business Like Show Business” and others—many of which were sung with more loving care.

Not given to flattery, Bennett leaves nary the time between seasons of the year before going into the next number, most of which are new bars, are followed by enthusiastic response from the audience. Besides “I’ll Be Seeing You,” “Love Is Here To Stay” and “I Wanna Be Around,” another relative newcomer that Bennett has made his own is “Reminiscing Over You Smile.” Naturally, it’s a fine song.

JOE CUBA SIXTET
HERBIE MANN
TAMIKO JONES

NEW YORK—On Thursday night, Feb. 2, Joe Cuba and his Sextet opened their engagement at Basin Street Club with a lively party. Among those with them, Galli Dearman, the Stangelongs and the McCoys.

‘Dedicated’ To Trousdale

NEW YORK—Larry Newton, president of ABC Records, has announced publication of the copyright, “Dedicated To The One I Love,” and at the same time revealed it to be the new single by the Mamas & the Papas, released last Friday (3rd). The song was previously a smash hit by the Shirelles.

The deal, handled between Newton and Jack Pearl, attorney representing Sid Nathan and his Arno Music Corp., which held the copyright, puts the important song into ABC Records’ Trousdale Music Publishing firm, which has published all of the material recorded by the Mamas & the Papas whose records are released on ABC’s Dunhill label.

Trousdale’s ownership of the copyright is retroactive to Jan. 1, 1967.

Newton also said that “Dedicated To The One I Love” will be included in the new album by the Mamas & the Papas.

Trousdale

(Continued from page 7)

nuration of an ASCAP publishing house, also affiliated to Dunhill Records, called “Boyle Heights Music.”

Disks Beyond Label

Says Lasker: “It’s common belief in the recording industry today that the contemporary publishing house cannot survive without the support of a parent record company. This, to a certain extent, is true. However, it does not necessarily mean that the entire product by such a company should be recorded by the artists of that company. Many of our writers are producing easy-listening material, material in the field of contemporary jazz and other diversified product far beyond the scope of the artists we have here at Dunhill. There are also those interests in the past have rested primarily in the field of Top Forty music.”

KNACK, KNACK

WHO ARE THERE?

At present, the Boyle Heights catalog consists largely of material from the former Trousdale Organization, former lead vocalist with The Blues Project, whose composing ability is profitable and who is also signed to Dunhill as an artist; and Gabriel Mekler, a pianist of classical origins, also touted to Dunhill as an artist. Mekler is currently at work on a theme song for MGM’s forthcoming million-dollar production “The Three Musketeers” directed by John Frankenheimer. Mekler has also scored the music for one of the segments in the “Mission Impossible” fall series, “Stage 67.”

Trousdale recently increased its writing staff with the signing of the Page brothers, Bill and Gene. Both are respected figures in the pop field, and Gene largely as a result of his talent for arranging (a fact that Lovin’ Feeling” etc.) and Billy on the strength of his off-recorded hit song “The In Crowd.” Both Bill and Gene are operating as producers for the Dunhill combined.

In Europe, the Trousdale/Boyle Heights catalog is handled by Gerard Tournier, Agence Musicale Internationale, France; Stig Anderson, Swedish Music AB; Sweden; Dick James, Dick James Music, London; Magnifico, Italy; and by RCA Espanola in Spain. In Japan, the catalog are represented by the Victor Publishing Co., and in South America as Ediciones Musicale of Buenos Aires, Lay S.A., and Industria e Comercio, and in South Africa by Gerald McGrath’s Lastre Records of Cape Town.

Current Trousdale/Boyle Heights copyrights in release include “Miss Charlie” by The Sidekicks on RCA, written by the Trousdale/Boyle Be- ruary, “Go Where You Wanna Go” by The Fifth Dimension on Soul City, and “This Precious Time” by Terry Knight and The Pack. In the comedy field, Ele- ene. Included in Dunhill’s January release schedule are “Sunflower” by P. F. Sloan, “On A Quiet Night” by The Dirty Shames; and “Last Time, Last Time” by Dunhill’s newest act, The Lamp of Childhood.

Cash—February 11, 1967
The Knack are here! And it'll take a Knacked of Congress to keep 'em off the charts!

I'M AWARE b/w Time Waits For No One. 5774

You have just been successfully made aware of Knack and you'll never forget it!!!
THE SUPREMES—Sing Holland, Dozier, Holland—Motown M/MS 665

The Supremes pay tribute to Brian Holland, Lamont Dozier, and Eddie Holland, who have produced all of the girls' number one record hits. The artists sing "You Keep Me Hangin' On," "Love Is Here And Now You're Gone," currently high on the charts, and "It's The Same Old Song." The album is certain to be a powerhouse with plenty of chart action.

WILD THING—Trogs—Atco 33-193/SD 33-193

The Trogs offer a generous helping of rock tunes. The LP includes the title track, "Wild Thing," which was a smash single. "With A Girl Like You," also a huge success, and "Our Love Will Still Be There." The Trogs are at the top of their form on this album, and the listening public most likely will set out en masse for its record dealers.

THE SAND PEBBLES—Original Motion Picture Soundtrack—20th Century Fox M/S 4189

The original soundtrack album from "The Sand Pebbles" captures well the alternately gentle and explosive moods of the flick. Lionel Newman conducts the Jerry Goldsmith, score, which includes "Getting Acquainted," "My Secret," "Almost Home," and others. These in turn, "And We Were Lovers," also included in the set, has recently been recorded as a single by a number of artists. Watch for this powerhouse package on the charts.

NEON CYRKE—the Cyrkle—Columbia CL 2632/CS 9432

The Cyrkle present a bag of pop goodies. The group serves up a yeasty brew, which contains "Don't Cry, No Fear, No Tears Comin' Your Way," "It Doesn't Matter Anymore," and "I'm Happy Just To Have You." penned by Lennon and McCartney. The solid sounds on this album should make the disk a real mover.

CHEGANCA—Walter Wanderley Trio—Verve V/V6-9376

Brazilian organist Walter Wanderley creates a light, smooth, soft sound on this album. The artist's music, which grew out of Sao Paulo, reflects the mood of that city. The feeling on the LP is dynamic, sophisticated, and shaded with the delicate beauties of Brazil. Included on the disk are the title tune, "Cheganca," "Take Care, My Heart," and "A Man And A Woman." Lovers of good music everywhere should greet this package with approval.

SUAREALISTIC PILLOW—Jefferson Airplane RCA Victor LPM-3766/LSP-3766

The Jefferson Airplane's recent single "My Best Friend" has been making a lot of noise on the pop music scene, and their new LP could easily go all the way to the top of the chart. In addition to "My Best Friend" the set includes "She Has Funny Cars," "Somebody To Love," "1/2 Of A Mile In Ten Seconds," "How Do You Feel," and others. Should be especially popular with the teen set.

LEE HAZLEWOOD—It's Cause And Cure— MGM E/ESE 4403

An album of fourteen tunes. Included on the disk are "The Girls In Paris," "The Old Man And His Guitar," and the comic "Suzy Jane Is Back in Town." The artist renders his material in a sensitive manner and the LP might break out and become a chart-contender.

SWINGING & SINGING—Doc Severinson and Friends—Command R 909 SD

The exciting trumpet of Doc Severinson is featured here. The songs pulse with rhythm and lyric power, and a chorus of voices provide a swinging background for the varied range of the trumpeter's musical concepts. Among the efforts are a set of tunes from the flick, "It Paris Burning," "Don't Go Breaking My Heart," and "Guantamera." The album should prove a popular item in the marketplace.

FRANCE—Stanley Black/London Festival Orchestra and Chorus—Phonogram 20th Century Fox M/S 4190

This romantic, lushly orchestrated package gives a vivid musical description of the spirit and personality of France. Stanley Black leads the London Festival Orchestra and Chorus through eleven of the 33-1/3s known as the Massenet Choir of England joins in on two of them including "I Love Paris," "What Now My Love," "La Normandie Can-Can," and "Mademoiselle De Paree." Could be some sales action on tap for this one.

VIBRATIONS — 3 Sounds—Blue Note BLP 4218/SBL 4248

The 3 Sounds perform 10 pop outings. The trio composed of Gene Harris, piano and organ; Andrew Simpkins, bass; and Kalil Madi, drums. The set includes "The Frown," "Let's Go Get Stoned," and "Your Is My Heart Alone." The trio consistently displays musical togetherness on this LP and the album should be a hit with both pop fans and those who appreciate jazz-oriented music.

YOU'RE A GOOD MAN, CHARLIE BROWN—Various Artists—King LE/LES 900

Ronnie Been stars as Charlie Brown in this delightful album of songs based on Charles Schulz's famed comic strip, "Peanuts." Included in the set are "Doctor Lucy," "My Blanket And Me," "The Baseball Game," and others. Clark Gesner wrote both the music and the lyrics. The arranger and Jay Blackton arranged and conducted for the album. "Peanuts" fans should really appreciate this one.

ANYTHING GOES!—Dave Brubeck Quartet—Columbia CL 3602/CS 9462

The Dave Brubeck Quartet offers a swinging package devoted entirely to the tunes of Cole Porter. Besides the title song, "Anything Goes," the set includes such favorites as "Night And Day," "I Get A Kick Out Of You," "What Is This Thing Called Love," and "Just One Of Those Things." The album should have a double treat in store for them here, and "Anything Goes" could go all the way saleswise.

SOLD OUT, CARNEGIE HALL CONCERT—Jimmy Roselli—United Artists UAL 3561/UA6 6964

Jimmy Roselli is recorded live at Carnegie Hall. The album features old standards, sentimental ballads, and swingers. Included on the disk are "You Do Something To Me," "Strangers In The Night," and "I'm Sitting On Top Of The World." The artist displays fine musicianship on the LP, which is likely to gain an enthusiastic following.

SWEET MARIA—Billy Vaughn Singers—Dot DLP 3782/25752

The Billy Vaughn Singers perform a selection of two tunes. Among the tracks are the title number, "Sweet Maria," which is the Singers' current single. "A Man And A Woman," and "Where Will The Words Come From." The group's sound is lyrical and lilting, which makes for a very pleasant listen. The album should make many friends for the Billy Vaughn Singers.
This is the month that record-buyers will
MEET ARTHUR PRYSOCK!

He’s got a lot going for him. He sings straight from the soul with a big, rich sound. His fans are legion, and he’s the favorite of many of the top DJs. He has a whole string of recent hits, including a new pop single that’s on the charts right now!

St. Louis, Memphis, Birmingham, Mobile, Miami, Dallas, Los Angeles and San Diego will all meet Arthur Prysock in person on his cross-country tour during the next 4 weeks!

And he has three (count ’em) three new albums on VERVE. When your customers see this Arthur Prysock display, they may demand to meet him. On the spot. Be ready to meet that demand. Set up the display, stock up on product, and go with Prysock!

CURRENT CHART SINGLE:
YOU DON’T HAVE TO SAY YOU LOVE ME
VK 10470
Produced by Hy Weiss

From MGM...
the First Family of Recorded Music
DUKE ELLINGTON'S GREATEST HITS—Reprise R/RS-6234

Recorded live, this album is an offering of some of the better known Duke Ellington efforts. Highlights of the set are: "Don't Get Around Much Any More," "Black And Tan Fantasy," "Creole Love Call," and "Satin Doll." All of Ellington's many, many fans should go for this in a big way.

WHAT CAN I SAY?—Val Anthony & Sy Oliver—LPM/SMP/SPS 1060

Singer Val Anthony is backed up by the Sy Oliver band as he renders a batch of pop standards. The tracks include "I'm Gonna Sit Right Down And Write Myself A Letter," "Stars Fell On Alabama," and "What Can I Say After I Say I'm Sorry." The Sy Oliver sound and beat gives pulse and feeling to the romantic ballads, rock and drive to the jump and up-tempo tunes. The set is likely to catch on fast with fans of quality music.

GENE CLARK WITH THE GOSDIN BROTHERS—Columbia CL 261/CS 9118

Gene Clark, formerly with the Byrds, is joined by the Gosdin Brothers on this set. The sound is folk rock. The offering includes "Think I'm Gonna Feel Better," "Keep On Pushin'," and "So You Say You Lost Your Baby." Chanter Clark is backed up by guitars, bass, drums, and piano and harpsichord. The arrangement makes for compelling listening, and the disk should attract a large following.

THE MAGNIFICENT MEN—Magnificent Men—Capitol 7/ST 2678

The Magnificent Men have come up with a fine collection of blue-eyed soul performances for their premier LP. Included in the set are "Misty," "Much, Much More Of Your Love," "Peace Of Mind," "I Wish You Love," and "I Got News." This package could really start these ballads running for the Magnificent Men, and they could find themselves occupying a chart position before they know it.

CONTOURS—Sam Rivers—Blue Note BLP/BST 4296

This potent LP spotlights Sam Rivers in four groovy jazz numbers: "Point Of Many Returns," "Dance Of The Tripedal," "Euterpe," and "Mellifluous Cacophonous." Also on playing tenor sax, soprano sax, and flute, Rivers serves up a wide variety of hip and modern jazz sounds that should keep his fans well satisfied. Might be a big one for him here.

THIS IS CRISS!—Sonny Criss—Prestige P/P/PRS 7611

Alto saxophonist Sonny Criss swings out on a generous selection of jazz tracks including "Black Coffee," "When Sonny Gets Blue," "Greasy," and "Sunrise, Sunset." With Walter Davis (piano), Paul Chambers (bass), and Alan Dawson (drums) assisting him, Criss should have a real winner here. Jazz fans should be eager to add this set to their collections.

SIR JOHN BARBIROLLI CONDUCTS GRIEG—Halle Orchestra—Vanguard SSV 222/322/222SD

The Halle Orchestra plays Grieg under the baton of Sir John Barbirolli. The pieces on the album are "Peer Gynt Suite, No. 1," "Symphonic Dances, Opus 46," "Two Elegiac Melodies, Opus 54." These imperishable works are accorded excellent interpretation, and the LP should become a valued addition to many a classical music library.

ALBUM REVIEWS

POP BEST BETS

NOBODY SEES ME CRY—Diannah Carroll—Columbia CL 2571/CS 9371

Diannah Carroll brings her rich, many-sided voice to bear on a wide selection of pop tunes, including "I Wonder What Became Of Me," "Little Girl Blue," "I'll Be Around," "Nobody But Me," and "Goin' Out Of My Head." The songstress could really go all the way with this one, and her fans have every reason to cheer her on.

EXCITING AND GRAND—Rene Grand and his Combo New York—Scoec SCLP 9295/92919

Fiery, Latin-flavored sounds are the order of the day on this LP as pianist Rene Grand leads his Combo New York through "Jugo De Mango," "Hey! Mr. Gil," "Adrian's Nova," "Merenque Moderno," and seven other groovy tracks. Grand's fans should want to save a special spot on their shelves for this one. Might see some chart action too.


A showcase of groovy listening, especially for fans of the group. This is an offering of free-wheeling big band workouts all of which paint a very colorful picture. Among the more outstanding tracks are: Night Life," "Doggin' Around," "Baby What Do You Want Me To Do," and Let's Go Get Stoned.

SONGS FROM THE OUT-PORTS OF NEWFOUNDLAND—Various Artists—Ethnic Folkways FE 1675

This interesting cultural album contains twelve songs and one story recorded "on the spot" in various out-ports of Newfoundland. Sung by local artists, such numbers as "Rolling Home," "The Last Of Grand's Fisherman," "Story Of The Sailing Vessel, The Newfoundland," and "The Ghostly Fisherman," are remarkable for their beauty and authenticity. Should be big with ethnic-folk music fans.

JAZZ PICKS

CORNBREAD (MEAT LOAF, GREENS AND DEVILLED EGGS)—Father Tom Vaughn—RCA Victor LPM/LSP 7078

Father Tom Vaughn plays jazz piano. He is backed up by Dan Jordan on bass and Dick Rician on drums. Selections include the title track, "Cornbread, Meat Loaf, Greens and Devilled Eggs," which was originally intended as a good "background piece," and "Grand's Fisherman," which brings in the whole "soul" movement. Other tracks are "On Green Dolphin Street" and "It Might As Well Be Spring." Father Vaughn's virtuosity on the piano should make the album a sought-after item by jazz buffs.

QUOTE, UNQUOTE—John Handy III—RCA Victor R/RS 52124

Trumpeter John Handy III plays alto sax. He is supported by Julian T. Ewell, bass; Edgar L. Bate- man, Jr., drums; and Walter Bishop, piano. The tracks include the title tune, "Quote, Unquote," "Blues In The Vernacular," and "Boo's Ups And Downs." The album showcases Handy's versatility; his dexterity at high speeds, his ultra-high register playing, and a bit of his unusual trill. The LP should be a fast-moving item among jazzophiles.

CLASSICAL PICKS

SCHUMANN SYMPHONY NO. 2 IN C MAJOR, OPUS 61—Detroit Symphony Orchestra—Paul Paray, conductor—CBS 26046

Schuman's "Symphony No. 2 in C Major," Opus 61, is performed on this album by the Detroit Symphony Orchestra under the leadership of Paul Paray. The Symphony shows Schumann's skill in the manipulation of large forms and in their use as a medium for true emotion and true passion. The LP is likely to become a favorite with classical music devotees.
NEW YORK—Peter Walker, whose sounds were featured at the Psyché- delic San Remo Song Festival, has married. The wedding of the pseudo-Stephanie de Tadema, a student at the Art Institute of San Francisco, was held at the Villa del Piano, a historic mansion overlooking the Pacific Ocean.

Vanguard Bows Walker

NEW YORK—Dr. Dr. Godfrey Walker, who heads the voice department at the Village Theatre, has just been named president of Vanguard Records. The label, the "Rainy Day Ragas," is a shortened version of the label's original title, "Rainy Day Ragas." However, the label's producer, the prosodic agent of a forest of four-months, among the more recent of the label's releases is "Waterfall," which has been given the title "Grenadan." This was the Walker's third and certain most important San Remo ap- pearance. It was also the first San Remo Winner

(J jumped from page 7)

San Remo Winner

music will always find its way to the to..." on the Claudio Villa, for twenty years a tremendously popular artist in Italy and a familiar figure on the San Remo Song Festival. His first appearance was in the very first Festi- val way back in 1951. In 1955 he won the San Remo Festival with "Buongiorno Tristeza." Since then, he has appeared practically every year the beginning of Jan, he was declared the winner of the big prize, the much coveted San Remo ma- nager of Mercury Records. In 1962 he joined Liberty Records as West Coast Regional Manager, a position which was promoted to marketing director, prior to his appointment as general man- ager of the firm's Stereo-Tape Di- vision in March 1966.

Eliott, the new general manager of Liberty Stereo-Tape, was sales pro- motion director of Musicraft Records in 1964. Four years later he owned his own management firm, which he later relinquished in 1957 to head up ARDCO, Allied Record Distribu- ting Company. In 1962 he estab- lished Consolidated International Rec- ord Company of America (CIRCA) to handle the HMV operation. He resigned as president of CIRCA to accept the post of sales manager of Liberty Stereo-Tape in April 1966.

Diamond Re-Services 'March' To Benefit Astro Widows

NEW YORK—The tragedy that took the lives of three American astro- nauts has special meaning to Joe Koly, whose company was involved in the project. About three weeks ago, the label marketed a single called "March Of The Astronauts" by the Great Soci- ety Band, featuring an instrumental on one side, a vocal on the other. Mike Colichio wrote and arranged the number as a sort of "River Kwai" march.

Sharing the grief of other Ameri- cans, Koly has decided to re-release and re-service the single, and deliver all profits from the sale of the record to the families of the astro- nauts who lost their lives, Gus Gris- som, Ed White and Roger Chaffee.

Along with the disk is a letter from the Koly brothers asking buyers to refer to the trade papers to learn why the record is being re-released.

Mancini, Brocusa

(motion pictures and the theatre. This includes an upcoming film musical based on "Peter Gunn," for which Mancini composed the music.

Before 1965, a joint ownership re- lationship existed for the management of BMI and ASCAP writers. This policy was ended in 1965, after which BMI decided to pay 100% of performance fees to the BMI writer, who would then make a settlement with his ASCAP teammate. Last fall, ASCAP announced a new policy designed to meet the writer's demand for a 90% cut of BMI writing royalty. BMI has since agreed to provide these payments, for which BMI writers will be able to obtain their release from BMI involving efforts with ASCAP members.

Capitol, Parker In Merchandising Tie-In

Hollywood—An incentive mer- chandising tie-in between the Capitol Records record club and the Parker Pen Company, has just been con- cluded. Mike Dibber, director of special merchandising, Capitol Record Club.

The tie-in will enable Parker, through its writing instrument de- alers, to sell consumers a new Parker Pen, which will be sold for $3.98, with a $7 off coupon for a complete Parker set, free when they purchase the first LP at the regular price of $3.98. Parker requires only that the consumer "test- write with a Parker."

The Capitol/Parker arrangement differs from many other premium merchandising arrangements in that all items being offered are all best-sellers that are purchased at any record store—they are not "SI" al- bums that have been specially re- corded and pressed for sale for one specific promotion.

Among the Capitol LPs that Parker Dee has chosen to sell in the tie-in are albums such as the "Sunflower," "Copper," "The Sound of Music," "The Sound of Music," and "The Sound of Music." Among the artists involved in the promotion are the Beatles, Beach Boys, Chet Atkins, Billie Holiday, Andy Williams, Les Paul, Dave Brubeck, Frank Sinatra, and Guy Lombardo.

In the past few months, Capitol has also continued similar special mer- chandising tie-ins with RC Cola, Kim- berly-Clark and Star-Kist Foods, as well as Shell Oil.

Mendell Named Aid To Liberty's Bennett

LOS ANGELES — Liberty Stereo- Tape general manager Lee Mendell has been appointed special assistant to Al Bennett, the corporation's presi- dent. The new position is one of the changes in this corporate assignment cre- ated by Bennett, Simultaneously Men- dell will assume the position of Liberty Stereo-Tape executive vice president, who will be elevated to general man-ager of Liberty Stereo-Tape. A new sales manager will be announced shortly.

Mendell entered the record business as a clerk in a retail outlet. Soon he was tapped by Capitol Records in Montreal as branch manager. A short time later he moved to RCA as their branch manager where he worked for eight years. He moved to the U.S. in 1961 as West Coast regional sales manager of Mercury Records. In 1962 he joined Liberty Records as West Coast Regional Manager, a position which was promoted to marketing director, prior to his appointment as general man- age...
FOCUS ON JAZZ

MORT PEGAS

You don't have to be stranded in Chicago as I was two weeks ago during the dead of winter to totally appreciate how much a good radio station can mean. But in the midst of all that nothing does in a raging blizzard and its crippling after effects than the dial that brings you good music continuously can certainly be a boon to one's sanity. This is a rather obvious reason why the virtues of radio station WSDM-FM under the management of Herb Shorr, the female and whose music is all good to hear. I'll tell you how good it is: it made him feel as if he had heard of my share of good music in my time, picking up all the phone calls from station manager, Mickey Shorr, with the thought in mind of writing a column about his broadcasts. This launched the slogan "Snick Dab In The Middle" not only as a way to remember the call letters but as a reference to its position on the tuning band.

In The Black

WSDM became air-borne on February 1, 1965, just after receiving approval for changing its call letters from WHFC. When I asked Shorr why he wanted to change the call letters he replied, "I didn't want to rule out the possibility of getting the payola deals as we did on WHFC. That gives you an idea of how commercial radio stations are. "

Shorr is a knowledgeable, and enthusiastic, and at the same time, anyone who enjoys good music would find himself completely satisfied. That very fine line is most difficult to travel, but Mickey Shorr's WSDM "Denn Pals" do it and do it extremely well.

Perhaps the most pleasing aspect of the operation is the fact that the station is only ten years old and what they do to have is genuine. This is characteristic to the way they air. All the girls I heard were literate, knowledgeable, and very good. These jaded ears and cynical eyes by Kurt Burdeen, the station's music director, must follow Mickey Shorr's instructions in his analysis of the music to be aired: music for people who like jazz, but not necessarily for jazz experts.

Some Tongue-In-Cheek

There is a certain amount of tongue-in-cheek about WSDM. For example, most of the girls (excuse me, Denn Pals) have nicknames. For instance, a girl who does the morning stint from six to ten is known as Jeanie J. Kate, and she is then. There is Little Orphan Annie, who does from five to seven and always plays Funky Finger. Figure eleven at night it's Yvonne Daniels, the daughter of Burt, screen wasom singer and entertainer. I was told by someone whose opinion I respect, and I respect Yvonne's knowledge of jazz, new, and vintage, is tremendous. A while, and from out of left field you will hear a voice with a distinct Oriental flavor come on and announce the name of the tune just played and the name of the artist who did it. These taped interjections are done by Ming Swing. The total effect of listening to these girls, their jokiness is fun, fun, fun. Even the way they do the commercials is pleasant. They are a departure from the stereotype delivery, because much of what they have to say is not the usual local radio pabulum is delivered consistently, warly, and very believable.

The station beams out into The Greater Chicago area with a strong 2,000 watts and is off the air for three hours a week for engineer's and a four-hour period every three on Monday morning. The other 165 hours of each week are filled with a variety of programs and an all-around "aren't we having a good time together feeling.

The last thing I asked Mickey Shorr, who was the creator of this radio station and music appreciator, was something special he would like included in this report on WSDM-FM. First he wanted it known that the Den Pals who inhibit "Snick Dab In The Middle" can only stay until they reach their twenty birthday. When that ripe old age is reached they are retired and sent to the Playboy Club where they may graduate to Bunnies. Then, in a more serious vein, Shorr wanted it made known that WSDM is contemplating shopping for any small local station can benefit immediately from what has taken him and his staff two years to perfect. He particularly asked that any of his colleagues in radio direct their inquiries to him, Mickey Shorr, WSDM-FM, Chicago, Illinois.

For myself, living Chicago, itself a rewarding experience, was made infinitely more so by listening to a radio station that seems to have captured that elusive quality of pleasing most of the people of the most time. Thank you, Mickey Shorr, and your talented staff who keep it right where it belongs, SMACK DAB IN THE MIDDLE.

NEW CHART ADDITIONS

NEW TOP 100 SINGLES

65—THERE'S A KIND OF A HUSH
Herman's Hermits
67—DARLIN' BE HOME SOON
Love's Spoful (Kama Sutra)
82—WHEN SOMETHING IS WRONG
WILLIAM BENDIX & SMOKEY DOW & DAVE STONE
84—THE PEOPLE IN ME
The Rascals (Mercury Sound 67)
96—EVERYDAY I HAVE THE BLUES
Billy Stewart (Chess 1961)
98—I THINK WE'RE ALONE NOW
Sheenola (Roulette 429)

NEW TOP 100 ALBUMS

63—BETWEEN THE BUTTONS
Rolling Stones (London LSL 349/P 69)
70—THE SUPREMES SING HOLLAND DOZIER HOLLAND (Motown M 210)
71—COLOR OF YOUR WORLD/WHO AM I
Petula Clark (Dance Bros. W/S 167)
72—SUGAR 
Nancy Sinatra (Reprise R 929/RS 6319)
81—MELLOW YELLOW
Darren (Epic EM 2439/BN 2397)
96—KAEMPFERT GREATEST HITS
Decca (Decca 4810/74810)
97—GREEN, GREEN GRASS OF HOME
Tom Jones (Parloa F 63099/PAS 3100)
109—98.6 AMN'T NO GONNA LIE
Keith (Mercury MG 2102/S 61102)

NEW TO TOP 5 IN R&B LOCATIONS

30—WHAT IS SOMETHING IS WRONG
With my Baby
Son & Dave
37—THEN YOU CAN TELL ME GOODBYE
Tuesday (Frustrati 977)
40—I'VE BEEN LOVELY TOO LONG
Young Rascals (Albat 2177)
44—EVERYDAY I HAVE THE BLUES
Billy Stewart (Chess 1961)

36—BABY I NEED YOU LOVIN'
Johnny Rivers (Imperial 66227)
44—LET'S FALL IN LOVE
Leroy Hobbs (R&D 1623)
46—1-2-3
Ramsey Lewis (Cadet 5556)
48—WHY NOT TONIGHT
The Four Tops (Pepper 191)
49—365 DAYS
David Holt (Show 208)
50—I'M GONNA MISS YOU
Artists (Brunswick 5330)

FISH STORY—Don Dumont of Du- mont Dist. took a day off from the recent Epileptic's society and entered the Sixth Annual Major League Fishing Tournam. Don won angling recognition for landing a 288 lb. 8-foot shark in 3 hrs. and 31-min. Pictured above (1, 2, 3, and 4) are: Bob Greenberg, a member of Fremont Record East. Hartfor;erry Brenner, manager of Dumont-Boston; Den Du- mont; and Dick Godlewski of Eastern.
Paramount, RCA Victor Push Music For "Dad"

NEW YORK—The national music campaign backing the March release of "Oh, Dad, Poor Dad, Mamma's Hung You In The Closet And I'm Feelin' So Sad" has been launched by Paramount Pictures and RCA Victor Records with two singles and the soundtrack album on the film "Dad, Poor Dad, Mamma's Hung You In The Closet And I'm Feelin' So Sad." The first "Oh, Dad, Poor Dad" musical releases are the soundtrack long-play composition and conducted by Neal Hefti and two instrumental singles from the score by Hefti which are the title song and "These For A Boy And A Girl." PR representatives for Paramount and RCA will work closely on tie-in in the film and all its major music outlets in key cities across the country. Special emphasis will be made to get the film's novelty songs played by the top discjays.

"Oh, Dad, Poor Dad," stars Frank Sinatra, Robert Morse, Barbara Harris, Hugh Griffith and Jonathan Winters. In "A Seven Arts-Ray Stark-Paramount presentation, the motion picture was produced by Ray Stark and Stanley Kubin and directed by Richard Quine from a screenplay by Ian Bernard.

Start Of MIDEM
(Continued from page 7)

few hundred people, was packed to capacity with men in tuxedos and wives in cocktail dresses. Stetch won on stage of one company's talent. Although called a gala, it was again market-place event.

For example, on the first evening of MIDEM, Monday, this theatre in the Casino Municipal saw an array of disk stars from around the world all of whom were for the EMI company or are available on labels distributed by EMI around the world. It was an interesting event that saw both newcomers and vets perform with a sensation and the first MIDEM of a kind with one of the best sound hook-up heard in any auditorium.

Among EMI's list of opening night performers was Dandy Lord, Peter & Gordon, Vie Dana and Paul Jones from the English speaking countries, and the Lou Donaldson, Loco Brady, Aimee and Carl Annoux, J. J. & Bob, Bontempe, Jennifer and Georges Chelon.

The Tuesday night gala of Spanish stars held at the Grimaldi Company was not heavily attended. But there was a good turnout at the Vogue gala that followed.

Run By A Pro

A key aspect of the convention's successful operation was the manner in which it was run by Bernard Chevry, a professional who stages other conventions in Cannes. The whole town of Cannes went all out to welcome the conventioners, something that would be impossible to accomplish in big cities. He sent 45 cars to San Remo to bring people interested in attending the MIDEM right to their Cannes Hotels. With service such as this, some trade men who have been debating whether to attend the first MIDEM meet or return home, decided to "have a look at this new thing, and, if it means anything, I'll stay for a few days."

The locale, Cannes, in the warm (50° to 70° this time of year) sunny south of France, is superb for a convention site. Beautiful, with good food, plenty of hotel accommodations in this off season, and only a few hours drive away from San Remo (an important spot, if the San Remo Fest segways into the MIDEM meet again next year).

And Cannes is only a bit more than an hour away by jet from Paris. The whole Smash Merchants Convention is held, is right on the Mediterranean with water rolling up almost to the doorstep and a view that's "out-of-sight."

The feeling was unanimous. Next year's Convention will definitely be bigger and better, stronger and more important. Many record manufacturers who were planning to attend MIDEM and stopped in to see what the San Remo Festival was like (if they had not seen it before) commented that the San Festival was "interesting but was not as important as an MIDEM meeting could be."

Publishers felt strongly about the San Remo Meet from the standpoint of nixing-up some too quickly new material and negotiating for other material on the Italian scene. But they all agreed that the potential of the MIDEM meet made the Cannes event more important.

SMITH PROMOTED—Otis Smith has been promoted to direct national sales and promotion at Orpheum Productions (Riverside Records). Smith will report directly to Allen H. Jeter, vice president and treasurer. Smith's prior affiliation was with M.G.M. Records for approximately four years. He left to take the position of controller at Orpheum. Orpheum Productions has since gone into the R & B field, and was represented on the charts with "Skinny Now" by Lou Courtney, which was produced by Robert Bateman.

Becker Is Capitol Vp Of Operations

HOLLYWOOD—Bruce D. Becker, has been elected to the newly-created position of vice president of operations at Capitol Records Distributing Corp. The announcement was made recently by Stanley M. Gortikov, president, Capitol.

Becker, who was serving as CRDC's national inventory manager until his election, will continue to be responsible for the control and coordination of finished goods and, in addition, will now be responsible for inventory management, distribution and product programming.

Becker joined CRDC as national inventory manager four years with General Foods as an inventory manager, and more than 12 years with Taggart Communications Co. in various manufacturing and customer research positions.

Put Off ABC, ITTC Merger

NEW YORK—The proposed merger of the American Broadcasting Co. and International Telephone & Telegraph Corp. has been indefinitely delayed. The merger, originally set to take place on Feb. 2, was put off by the Federal Communications Commission, which last week voted, 5-2, to allow the Delco Radio sale to proceed. In its present evidence it has been gathering over the past year involving anti-trust issues. The FCC vote, it was explained, didn't alter its approval of the Dehco-Radio sale. As to the Delco-Radio, it is a merger as greatly beneficial to the expansion of the label.

Roker Forms Tag Label

HOLLYWOOD—Renny Roker has announced the formation of TAG Ltd. Records here. Officers of the new firm are Roker, sales and promotion; Magnificent Montague, A & R; and Jan Harvey, chief engineer.

Roker said the new label will concentrate mainly on R & B with some product also planned for the Latin American field. The first release for TAG is "Straight Love, No Cancer" by Syl Johnson, a purchased master which is getting action in the Chicago area. The single a and LP by Kitty Wells, a label artist, is planned for Cuba. A sub-label, TAG-Tag, has been formed with product slated for a September release.

TAG is initiating weekly talent auditions among young talents in the Watts area of Los Angeles, who obtain applications to audition through the Watts Towers. TAG is a discor record store owned by the record company.

Roker was formerly R & B promotion manager for the Imperial and United labels, and Montague is a disc-jay formerly on WWR, New York, and the Imperial Records label. He is a vocal artist with the new label. Roker will return to the Watts Towers as a disc-jay, and TAG is a discor record store owned by the record company.

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Japp Enterprises Opens In New York

NEW YORK—Mal Williams has formed Japp Enterprises, at 500 W. 55th St. with Mal Edwards and Arlene. Japp Entreprises handles record production, management, and public relations.

Becker and Japp Enterprises have produced and produced such artists as Maaxine Brown, the Impressions, the Byrks, Joe Tex and Sammy Taylor. At present, Japp is handling Ede and Lynn Kellogg.

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VIEW OF OPENING DAY REGISTRANTS AT MIDEM

Cash Box—February 11, 1967

59
NASHVILLE—Musicor Records has designated March as "George Jones Month," according to label president Art Talmadge. A major campaign on Jones' entire country catalog is due for all levels of trade and consumer exploitation.

The drive kicks off with the famed country star's newest LP, "Walk Through This World With Me," leading the way. The singer will also be represented with a new sacred LP, "Cup Of Loneliness," which is expected to become a best-selling follow-up to the smash "Old Brush Arbor," his first sacred album.

As in the case of the earlier "4033," Jones' latest single venture of "Walk Through This World With Me" became a hit when it was lifted from the album just now being released. Talmadge stated that Jones' "success is so close to being automatic that we title an album from the single—even before we actually know that the single has made it.

The George Jones Month drive, which will incorporate trade and consumer advertising, special dealer display units, and a strong radio promotion drive, also involves a discount program on the entire Jones catalog of Musicor albums. These include "The George Jones Country And Western Songbook," "Mr. Country And Western," "Old Brush Arbor," "Love Bug," and "I'm A Fool." In addition to "George Jones And Gene Pitney," "It's Country Time Again" (also with Gene Pitney), and "Close Together" (with Melba Montgomery), Also included is Jones' recent LP, "4033."

Many Thanks—For six consecutive years country music artists Carl and Earl Butler (left and right) have given freely of their time to entertain at the annual Christmas party for the rehabilitation program of the Salvation Army Men's Social Center in Nashville. In recognition of this service, they recently were awarded the above plaque by S. A. Major W. H. Strandberg (center).

LORENE MANN HAS A HIT, 'NOUGH SAID

"DON'T PUT YOUR HANDS ON ME"

RCA Victor 9045

published by: NOVACHAMINJO MUSIC

Suite 210
806 16th Avenue So.
Nashville, Tenn.
Office 253-8497

Cash Box—February 11, 1967
NEED YOU (2:24) [Bibo, ASCAP—Blackburn, Mitchell, Porter]

AND ON (1:57) [Marston, BMI—James, Hollingsworth]

SONNY JAMES (Capitol 5533)

Riding a red hot sales tail, Sonny James should quickly capitalize with this pretty ballad offering called “Need You.” A real charmer, done up in typical smooth James fashion, the tune should be another bingie for Sonny, “On And On” in a rolling, building finger-snapper.

JACKSON (2:45) [Bexhill, Quartet, ASCAP—Rodgers, Wheeler]

PACK UP YOUR SORROWS (2:25) [Ryerson, BMI—Farina, Marden]

JOHNNY CASBY & JUNE CARTER (Columbia 44011)

Johnny Cash teams up with June Carter for what should be a money-maker for the pair. Side to watch, “Jackson,” is a fast-paced, chugging noodle aimed at a many-artist audience. Fans of both artists should dig this one. Flip is an attractive version of “Pack Up Your Sorrows.”

CHARLESTON RAILROAD TAVERN (2:10) [Southtown, BMI—Smith]

BOBBY BARE (RCA Victor 9958)

Bobby Bare can be assured of healthy reaction to his latest Victor single offering called “Charleston Railroad Tavern.” His smooth style is aimed toward a melodic weeper that’s bound to garner a pas- sion and sales. “Vincennes” is an easy-paced tale of a wanderin’ feller.

MY KIND OF LOVE (2:32) [Vector, BMI—Reed]

SUBJECT TO CHANGE (2:27) [Newkeys, BMI—Baham]

DAVE DUDLEY (Mercury 76555)

“My Kind Of Love” looks like it’ll turn into another chart ride for best-selling regular Dave Dudley. This one is a light, galloping session with big sound and a contagious rhythm. One of his best in a long time. “Subject To Change” is a slowed-down, romance-orientied ode.

YOUR OLE HANDY MAN (2:12) [Combine, BMI—Parton]

ANY OLD WAY YOU DO (2:12) [Wilderness, BMI—Howard]

JAN HOWARD (Decca 32096)

Jan Howard is currently riding the crest of a strong wave of popularity and should remain up there as a result of “Your Ole Handy Man.” Jan comes across a dual-track, folk-flavored lopper which can be assured of chalking up a good sales score. “Any Old Way You Do” is also quite racy.

SWEET MISERY (2:18) [Cedarwood, BMI—Crutchfield, Walker]

WHEN SOMEBODY MENTIONS YOUR NAME (2:34) (4 Star, BMI—Knight)

JIMMY DEAN (RCA Victor 9001)

Jimmy Dean’s Victor debut of “Stand Beside Me” was a roaring success and his followup, called “Sweet Misery,” should follow suit. Songster should also see good pop action with this bright and lively swinger. “When Somebody Mentions Your Name” is an attractive heartbreaker.

BLAME IT ON MY DO WRONG (2:20) [Blue Crest, BMI—Frazer]

I DON’T HAVE SENSE ENOUGH (2:23) [Rustland, BMI—Smith]

DEL REEVES (United Artists 50128)

Del Reeves shifts from “doodle-oo-doo-doo” to “doodle-oo-do-wrong” on this catchy newie. Del dubs the outing “Blame It On My Do Wrong” and serves up a guilt-filled thumper that should go nicely. Flip, “I Don’t Have Sense Enough,” is plaintive wooer.

THE PARTY’S OVER (2:22) [Pamper, BMI—Nelson]

MAKE WAY FOR A BETTER MAN (1:59) [Delmore, ASCAP—Cohen]

WILLIE NELSON (RCA Victor 9160)

The Willie Nelson following should be up for this latest session by the songster. Labeled “The Party’s Over,” the lid is a tear-stained lyric with an infectious, lustily-orked sound. Undercut, “Make Way For A Better Man,” is a happy-go-lucky romper.

HASTA LUEGO (2:20) (T. M., BMI—Hicks)

WISHING ON A STAR (2:35) [Coldwater, BMI—Walker]

HANK LOCKLIN (RCA Victor 9902)

Here’s a pretty item that should keep lots of Hank Locklin fans happy. Titled “Hasta Luego,” the lid features a sweet, south-of-the-border melody which is a sure-shot for strong action. Nice vocal by Hank. “Wishing On A Star” is a pretty wooser.

BOB (2:48) [Jack, BMI—Matthews, Clement]

SHOW HER LOTS OF GOLD (2:26) [Starbard, BMI—Hill, King]

WILLIS BROTHERS (Starday 796)

Looks like another “Give Me Forty Acres” is in the works for the Willis Brothers as a result of “Bob.” A strong, dense-powered session with lots of Latin brass, this one should prove to be an eye-opener. “Show Her Lots Of Gold” is a thunkin’ tale of a gal with dollar signs in her eyes.

IT’S A WOMAN (2:28) [Mimosa, BMI—Macrae]

LOVE, LOVE, LOVE (1:53) [Mayhew, BMI—Rivers]

HOMESTEADERS (Little Darlin’ 0018)

The Homesteaders’ first chart stand, “Show Me The Way To The Circus,” has been quickly followed by this chart tabbed “It’s A Woman.” Boys serve up a light-hearted, spirited ode dedicated to the world’s greatest puzzle, “Love, Love, Love (Makes The World Go Round)” is another clever thumper.

I’LL NEVER TELL ON YOU (2:18) [Screen Gems, BMI—Karliski, Kolber]

BED OF ROSES (2:52) [Cedarwood, BMI—Crutchfield, Sanders]

ROY DRUSKY & PRISCILLA MITCHELL (Mercury 72650)

That “Mr. Peters” duet, Roy Drusky and Priscilla Mitchell, could be back up there with “Till Never Tell On You.” There’s more cheating going on here, but the twosome says that mum’s the word. “Bed Of Roses” is a bitersweet thumper.

BUT WAIT THERE’S MORE (2:46) [Tree, BMI—Tubb]

THE SECOND THING I’M GONNA DO (1:57) [Tree, BMI—Tubb]

JUSTIN TUBB (RCA Victor 9082)

Justin Tubb stands his best chance to crash through with this self-penned beauty. Flipp side, “But Wait, There’s More,” is a throbbing, poignant tale of heartbreak with a real strong sound. Strong building sound that could go big. “The Second Thing I’m Gonna Do” is a light-hearted romancer.

TOUCH MY HEART (2:49) [Mayhew, BMI—Paycheck, Mayhew]

MICKI EVANS (Little Darlin’ 0019)

What with the overwhelming response to Roy Price’s “Touch My Heart,” this femme answer version by Nicki Evans could well generate its own chart reaction. Nice vocal job by the lark on this debut outing. Flip features an instrumental version of the same tune by steel guitarist Lloyd Green.

RUSTY ADAMS (Jed 10,006)

• GONNA HANG JOHN SUT-

TON (2:29) [Cedarwood, BMI—Adams, Crutchfield, Pierce] Rusty Adams could stir up a lot of sales action with this potent, mid-tempo ballad. Give it a listen.

(B+) LONG BLACK VEIL (2:29) [Cedarwood, BMI—Dill, Wilkin] More in the same bag over here.

BILLY LARGE (Columbia 44002)

• MY $3.98 PLASTIC MAIL ORDER GUITAR (2:19) [Ac-

claim, BMI—Max] Cheeful, amusing ditty should move well in country circles. Could be a winner for Billy Large.

(B+) A NEW STREET TO WALK ON (2:25) [Acclaim, BMI—

Large] Sad, soulful ballad about a guy who plans to do some traveling. (Continued on page 64)
Not too long ago, RCA Victor issued a "Wanting for Murder" poster for Homer and Jethro on the jacket of their latest Victor album. News from Nashville has been received that the musical marauders have decided to turn themselves in and collect the reward and are due here Feb. 2 and 3. They have also been in contact with Chet Atkins in regards to recording another album while in town to pick up the loot, according to Bob Ferguson of Victor's Nashville office.

Hank Snow had nothing but praise for our boys overseas after returning from his Christmas tour of South Viet Nam. The idea for the tour came as an indirect result of a letter from a GI in Viet Nam who requested an album for the local hospital. After pondering a Far East trip for a while, Hank made his decision to go and informed President Johnson of his plans. He was authorized to set up the tour on his own, and his evangelist son, Jimmie Rogers Snow, and his wife Carol, volunteered to accompany dad and the Rainbow Ranch Boys. (Since the tour was strictly Hank's idea, neither he nor his received any pay whatsoever.) The group's 18 days in Viet Nam involved many flights over Viet Cong concentrations and a large number of outdoor shows, all performed in front of a tank or armored personnel carrier for retreat in case of attack. One of the shows was done for 80 members of the Green Berets and they were frequently in rain and 100° temperatures. Although reluctant for much publicity about the tour at first, Snow told an interviewer soon after his return that he would like the world to know that he's been there and that he feels every entertainer would do himself and his country a favor by going out there and showing the troops that we're behind them, 100%.

Claude Gray and the Graymen are set for show dates from one side of the U.S. to the other between now and Apr. According to manager Joe Wright, "I Never Had The One I Wanted," has been selling him so busy on the road that he can't get into Nashville to finish his newest album. David Houston kicks off a tour of Canada last week (Feb. 1), with appearances in Winnipeg, Regina, Edmonton, Vancouver, Red Deer and Calgary. David's group now consists of Tommy Tomson, Gene Wyatt and Tillman Frank. Look for David to have a gospel LP out shortly. Connie Smith's upcoming release is a representative of "Music City News," by whom she had been named "Country Music Goodwill Ambassador." Her appearance was in conjunction with the national premiere opening of a new movie, "Nashville Rebel" and "Kawi's Jim." Jimmy Newman is in the midst of a seven-week tour which takes him on a series of one-nighters including Vancouver. Tour is being handled by the aforementioned single.

Columbia Keeps Up Strong C&W Image

NEW YORK—Columbia Records, long one of the leaders in the country market, has employed a new and exciting string of artists, as evidenced by the current picture.

On this week's country chart are some of the top guns in the Columbia corral, including Ray Price's #1 chart topper "Touch My Heart" and Marty Robbins with his "Mr. Shorty" smash, and a relatively new cutter "Stamp Out Loneliness" by Stonewall Jackson, and "Mabel" by Skeets MacDonald.

Action is also strong on the album front, where the rounds are led by such winners as "Happiness Is You" by Jimmie Davis, "All's Fair In Love And War" by Stonewall Jackson and the potent Ray Price followup to his aforementioned single.

A speculative glance into the near future shows impending chart action for another passel of recent Columbia goodies, highlighted by the latest Marty Robbins offering, "Fly Butterfly Fly" b/w "No Tears Milady," both of which are already receiving excellent acceptance for chart action. Also to be chart item in the near future is the Johnny Cash-June Carter duet called "Jackson." And the ever popular Ray Price has been set for a new single release, "Danny Boy." In addition to the consistent Columbia hitmakers, the label also feels strongly about several newcomers including Linda Lewis, whose initial Columbia single "You" will be The Next One. "Everyday" has just been released, and Johnny Duncan, who offers "Looking For Someone Lonely.""}

everything's rose-y

Canada's latest addition to American charts. Chart position for "This Is It" b/w "I'll Be The One To Love You Again" Is being monitored by Rose personally.
Chart bustin’ sort of a feller

BOBBY BRADDOCK

ALL SET TO SWEEP THE COUNTRY WITH

GEAR BUSTIN’ SORT

OF A FELLER

K-13658
<table>
<thead>
<tr>
<th>Song Title</th>
<th>Artist</th>
<th>Label</th>
<th>Year</th>
</tr>
</thead>
<tbody>
<tr>
<td>Don't Come Home a-Drinkin' (With Lovin' On Your Mind)</td>
<td>Conway Twitty</td>
<td>RCA Victor LPM 2752</td>
<td>1954</td>
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<tr>
<td>There Goes My Everything</td>
<td>Merle Travis</td>
<td>RCA Victor</td>
<td>1954</td>
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<tr>
<td>Once</td>
<td>Hank Thompson</td>
<td>Decca</td>
<td>1954</td>
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<tr>
<td>Somebody Like Me</td>
<td>Eddy Arnold</td>
<td>RCA Victor</td>
<td>1956</td>
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<tr>
<td>Hurt Her Once for Me</td>
<td>Wilburn Bros.</td>
<td>Decca 20328</td>
<td>1959</td>
</tr>
<tr>
<td>Lover's Cathedral</td>
<td>David Houston</td>
<td>Epic 1082</td>
<td>1962</td>
</tr>
<tr>
<td>Mr. Shorty</td>
<td>Marty Robbins</td>
<td>Columbia</td>
<td>1963</td>
</tr>
<tr>
<td>Where Does the Good Times Go</td>
<td>Elly Roberts</td>
<td>Decca (Capital 5812)</td>
<td>1964</td>
</tr>
<tr>
<td>Hula Love</td>
<td>Sonny Stamps</td>
<td>RCA Victor</td>
<td>1964</td>
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<tr>
<td>I'm a Lonesome Fugitive</td>
<td>Johnny Cash</td>
<td>Capitol</td>
<td>1964</td>
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<tr>
<td>Misty Blue</td>
<td>Johnnie Wright</td>
<td>Decca (32027)</td>
<td>1965</td>
</tr>
<tr>
<td>I Never Had the One I Wanted</td>
<td>Claude Gray</td>
<td>Decca 32039</td>
<td>1965</td>
</tr>
<tr>
<td>The Hurtin's All Over</td>
<td>Conway Twitty</td>
<td>RCA Victor</td>
<td>1964</td>
</tr>
<tr>
<td>Funny, Familiar, Forgotten Feeling</td>
<td>Jack Smith</td>
<td>ABC-Dunhill (RCA Victor 9795)</td>
<td>1965</td>
</tr>
<tr>
<td>Touch My Heart</td>
<td>Johnnie Wright (Monument 5396)</td>
<td></td>
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<tr>
<td>Stand Beside Me</td>
<td>Glen Campbell</td>
<td>Capitol</td>
<td>1966</td>
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<tr>
<td>If the Whole World Stopped Loving You</td>
<td>Roy Drusky</td>
<td>Mercury 72637</td>
<td>1966</td>
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<tr>
<td>Wife of the Party</td>
<td>Moon, Federn &amp; Fein</td>
<td>RCA Victor</td>
<td>1966</td>
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<tr>
<td>Motel Time Again</td>
<td>Johnny Nelson</td>
<td>Little Dot 3003</td>
<td>1966</td>
</tr>
<tr>
<td>Green River</td>
<td>Waylon Jennings</td>
<td>RCA Victor</td>
<td>1965</td>
</tr>
<tr>
<td>Someone Told Me My Story</td>
<td>Johnnie Wright (Capitol 5893)</td>
<td></td>
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<tr>
<td>Happy Tracks</td>
<td>Faron Young</td>
<td>Decca (1851)</td>
<td>1965</td>
</tr>
<tr>
<td>Just Between You and Me</td>
<td>Johnnie Wright (RCA Victor 9500)</td>
<td></td>
<td></td>
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<tr>
<td>Mr. Do-It-Yourself</td>
<td>Don Gibson</td>
<td>RCA Victor</td>
<td>1966</td>
</tr>
<tr>
<td>What's Come Over My Baby</td>
<td>Decca West</td>
<td>RCA Victor</td>
<td>1961</td>
</tr>
</tbody>
</table>

**STAMP OUT LONELINESS**
Ray Price (Columbia 3966) 1956
**WE'LL GET A WAY WITH WOMEN**
Hank Thompson (Warner Bros. 8886) 1956
**MARES**
Sheets MacDonald (Columbia 49346) 1946
**DRIFTING APART**
Waylon Jennings (Decca 33082) 1966
**STRANDED**
Jim Nabors (Chart 1410) 1967

**OH! WOMAN**
[Player Personnel] (Dot 266) 1960
**I WON'T COME IN WHILE HE'S THERE**
Hank Thompson (Mercury, Tennessee 4006) 1957
**TEARS WILL BE THE CHASER FOR YOUR WINE**
Wanda Jackson (Capitol) 1960
**OUR SIDE**
[Player Personnel] (Dot 302) 1960
**COUNTRY BOY'S DREAM**
Carl Perkins (Dolita 505) 1960
**GET WHILE THE GETTIN'S GOOD**
[Player Personnel] (Decca 32077) 1963
**BURNING BRIDGES**
Steve & Sue (Sunset 645) 1962
**DUMB BLONDE**
Ray Price (Monument 5432) 1962
**THE REAL THING**
[Player Personnel] (Capitol 10103) 1963
**OFF AND ON**
[Player Personnel] (Capitol 5791) 1963
**GONE ON THE OTHER HAND**
[Player Personnel] (Capitol 5791) 1963
**LOVELY AGAIN**
[Player Personnel] (Capitol 5791) 1963
**COLD HARD FACTS OF LIFE**
Porter Wagoner (RCA Victor 9667) 1960
**ALL OF ME BELONGS TO YOU**
[Player Personnel] (Tower 206) 1960
**I WOULDN'T HAVE TO EAT**
Bill Phillips (Decca 32074) 1960
**MAMA'S LITTLE JEWEL**
[Player Personnel] (Capitol 32061) 1960
**DROPPING OUT OF SIGN**
Joe Dowell (Capitol 32067) 1960
**URGE FOR GOING**
George Hamilton IV (RCA Victor 9509) 1964
**DON'T PUT YOUR HANDS ON ME**
Norman Brown (Capitol 32073) 1964
**WALK THROUGH THIS WORLD**
[Player Personnel] (Capitol 32073) 1964
**THE KIND OF A WOMAN I GOT**
[Player Personnel] (Decca 32012) 1960
**YOU CAN HAVE HER**
[Player Personnel] (Capitol 33077) 1967
**IK CAN'T TAKE IT NO LONGER**
[Player Personnel] (MGM 13640) 1967

**COUNTRY REVIEWS (Continued from page 61)**

**MARTY MARTEL (Dial 4063)**

**PARTY GOING GUY (2:38)** [Tree, BMI - Putnam, Williams] Brisk, bittersweet item about a man who tries to forget his lost love by living it up.

**DICK FLOOD (Totem 1)**
(2:18) WILLOW IN THE WIND
(2:48) Haunting weeper about a GI's doomed love affair.

**BLUES AND THE BLUEGRASS—The Dixie Gentlemen with Tut Taylor—Tune TRC 1001**
This album of Dixie sounds and bluegrass hits includes "How Many Hearts Have You Broken," "Ain't No Sunshine," "Ain't Nobody's Business If I Do," and a whole lot more.

**JIMMY MARTIN (Decca 32092)**
- **GIVE ME THE ROSES NOW (2:36)** [Champion, BMI - Martin, Williams] The Sunny Mountain Boys' back up band kicks off this big, buoyant, catchy ditty. Should pull in a lot of air play from country stations.
- **Pray The Clouds Away (2:54)** [Champion, BMI - Martin] Sonic, religious tune addresses people in trouble to "pray the clouds away."

**BUDDY MEREDITH (Rio 5021)**
(2:18) COMING BACK IN STYLE (2:00) [Newkies, BMI - Hall] Bright, happy-go-lucky swinger.
As they make their way to the stage of San Remo to accept the award for presenting the winning song of the 1967 San Remo Festival, "Non Pensare A Me," Claudio Villa (Fonit-Cetra) and Iva Zanicci (Ri-Fi) wade their way through the press and admirers. In the inset, the composer Eros Scianitti (left) and lyricist Alberto Testi display their winning trophy. For complete details on the event, see the domestic and international News Report sections.
EMI have launched an intensive sales campaign to further promote the Tamla Motown label in Britain. More than 100 dealers in all parts of the country have received counter browser units capable of holding 20 albums, and four new LPs have been issued: "Four Tops Live," "The Temptations Greatest Hits," a Collection of 16 Original Big Hits Vol. 4," and "Martha and the Vandellas Greatest Hits." The label’s No. 1 selling group, the Four Tops, are currently in Britain on a nationwide tour promoting their "Standing In The Shadows Of Love" single. The EMI sales slogan, "Tamla Motown Reach Out For 1967," is of course a play on the Tops fantastic 1966 seller "Reach Out I’ll Be There."

In March, Philips become the first major British record company to issue compatible stereo albums with the launching of a new Fontana "Jazz Life" series taken mainly from Americancatalogues and featuring jazz greats such as Roy Eldridge, Art Tatum, Howard McGhee, Dexter Gordon, Eddie Boyd, etc. Releases which will be made monthly will retail at £2.9d ($3). This month Philips are releasing under license Pye music cassettes, and its first release comprising 20 cassettes will feature star names like Petula Clark, the Kinks, Sandie Shaw, Donovan, Frank Sinatra, Nancy Sinatra, Trini Lopez, the Lovin’ Spoonful, Dean Martin, etc. The Pye cassettes will retail at £2.9d. Also in February, Philips will issue the first classical music cassettes, and the price is slightly higher at £2.5.0 ($6.35).

Top Australian singer Normie Rowe, now back in Britain after spending Christmas in the sun, is looking forward to his first nationwide British tour which takes place from Feb. 17th thru March 19th headed by Gene Pitney and the Troggs. Normie’s backing group the Playboys have been brought over especially for the tour, and the combination of his stage appearances plus a new single "Ooh La La" just issued on Polydor should give Normie his first taste of British success. "Ooh La La" was recently issued in Australia and has already sold 70,000 copies, Australia’s equivalent of a million seller here. The disk has also been released in the States on Atlantic. A British composition "Ooh La La" is published by Southern Music.

Following hot on the heels of their Blues and Soul week, Pye Records are planning a Dean Martin week from Feb. 18th to 18th. An album "At Ease With Dean," an EP "The Glory Of Love" and a single ("Open Up The Door Let The Good Times In") have been released and a promotional tie-in has been arranged between Columbia Pictures and Pye Records for Dean’s latest film "Murderer’s Row." Dealers from all over the country will attend special screenings of the film and there will be special cinema displays plus poster and window streamers.

RC (Great Britain) are currently scoring in the British Top 50 with four smash singles and appear to double this figure in the coming weeks. Already in the Top 50 are two by Italian singer Rita Pavone, "Heart" and "You Only Want My Love." A third is by the Monkees and "Distant Drums" by Jim Reeves which has reached the half million mark. Future RCA chart entries are expected from Elvis Presley’s "Indescribably Blue," the Mamas and the Papas’ "Words Of Love" and another Jim Reeves single "I Won’t Come In While He’s There." Behind the big drive of the RCA label is its new Publicity chief who, since mid-October, have stepped up the exploitation of RCA records and artists. RCA kicked off 1967 with a half million seller via the Monkees, and a continuing stream of new and established artists are expected to reap a larger percentage of the British charts in the future.

The British company of A. Schroeder Music is looking forward to some healthy sales with "Reach The Top" by the West Coast Delegation just issued on the Dream label as well as the new Alan Price single "Simon Smith And The Amazing Dancing Bear."

From the Charlie Chaplin film "A Countess From Hong Kong," Petula Clark has recorded "This Is My Song" issued on Pye and published by Leeds Music. Pet has just returned to Paris after a three and a half month cabaret tour of the States and, after a short holiday, will return to America at the end of March when she will appear before President Johnson at a special White House Press Correspondents Dinner on April 28th.

Vic Lewis of Nema Enterprises has booked the Four Tops at the Paris Olympia after their British tour which ends Feb. 7th. In late Feb. Lewis flies to America to arrange U.K. visits for Mel Torme, Buddy Greco, Anita O’Day, and Ruth Price and announces that in May Tony Bennett and Count Basie will play a British tour presented by Harold Davidson.

QUICKIES: After nine weeks, "Green Green Grass Of Home" is still topping the Best Selling Sheet Music lists for Burlington Music. American singer Lee Mead in town for series of cabaret engagements including the Pigalle willer and EMI issue latest Stateside single "If It Happens." ... Pye Records have placed Cyril Stapleton’s "This Is My Song" single with American Decca ... Clinton Ford’s Piccadilly single "Run To The Door" has been placed in the States on Roulette ... First release of Polydor music cassettes include tapes by Bert Kaempfert, and Roberto Delgado.
Roy Berry Back From 'Fact Finding' Tour

LONDON — Roy Berry, director of Campbell Connelly publishing company, recently returned from a 'fact finding' world tour during which time he spent one week in each of the four principal cities, Tokyo, Sydney, Los Angeles and New York.

In Tokyo, although the Copyright Law is to be changed on January 1, 1965, he found that this did not necessarily mean that performing fees would be increased when the new law of crediting performing fees with the playing of a record comes into force. His impression was that there would be an extra income demanded from the user but this would be the subject of negotiation and the performing fee would increase slowly through the early years after the change in copyright law. He found that western music is very acceptable in Japan and it might well be that an interchange of music between the east and the west could be brought about.

In Sydney he reports that Campbell Connelly had a tremendously successful year with chart entries by The Hollies “Bus Stop” and “No Milk Today” by Herman’s Hermits and also that the Conroy Music Library is building up very nicely. The American show “Sweet Charity” (the score of which is owned by the publisher in Australia) had just opened. In Los Angeles Berry negotiated a publishing deal with two successful independent producers of York Records, namely Charles Greene and Brian Stone who were responsible for the earlier recordings of Sonny and Cher.

He also acquired many new songs in the U.S. and feels that 1967 will be another successful year for Campbell Connelly.

The Details: How It Went At San Remo

claiming an audience of some one hundred million.

The Songs

The even songs from the first night to go forward to the final were “Allaiera Dai” published by Leonardi, “Amore” published by Remo Germani, “Ciao Amore Ciao” published by Remo Germani and “Io Vuoi Tu E Rose” published by Remo Germani.

Jerry Gabel (Ri-Fi) and Remo Germani (SMG) a very lovely song with a particularly successful melody were performed. Both songs were in the best Italian tradition.

The second song “La Musica E’ Finita” published by Ariston and composed by the well known Alberto Bindi was performed by Ornella Vanoni (Ariston) and Mario Guarnera (Ariston)—a song in the Birdi style of modern melodies and wonderfully performed by Vanoni who was acclaimed for her elegance and style. It was also well presented by Guarnera.

Song number three, “La Rivoluzione,” published by Sugar Music was the song selected by the special jury. Despite the title it is a kind of mild pop tune. It was performed by Gianni Pattenet (Fonit Cetra) and Gene Pitney (Music—CGD). The next song in the contest selected was “L’immensità,” published by C-N-F and by Johny Doreo (CGD) and Don Backy (Clan). The song is a very good melody without having any special appeal. Another protest song selected on the first day, “A L’Amour” published by Cogona and fantastically well performed by Italian group, I Giganti (Ri-Fi) were equally matched with the British group The Bachelors.

The last song to be performed was “Dico Che Ti Amo” published by RCA Italiana and composed by Ennio Morricone. The song was hit in 1962 with “Quando Quando,” was performed by Ananaria and Renato Carosone, and “Settimile” and “Nel Cuore” were performed by the Italian group (Festival)—a tune reminiscent of the many earlier rhythms of the roaring twenties.

The last number to get through to the final was perhaps the most melodic and delicious song of the evening “Io Tu E Rose” published by Jovinale and beautifully performed by Guarnera and Cogona. It was selected by the special jury to represent Italy in the famous group on the music scene.

It is interesting to note that the first night’s results found many top artists not ranking as finalists. These included Bobby Solo, Connie Francis, Fred Bongusto, The Hollies, Cher and Sonny Bono, Domenico Modugno who was eliminated with his own composition “Troppi Tetti Azzurri Del Mio Pazzo Amore”.

Tenco Suicide

However the biggest sensation of this year San Remo came three hours after the end of the first night performance with the tragic suicide of Luigi Tenco, the brilliant 33 years old composer of “Ciao Amore Ciao,” who was performing but was not selected for the finals although considered by many to be one of the best performers.

(Continued on page 78)

See MIDEM Story, More On San Remo & Photo Spreads In Domestic Section
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(RAC...
IT’S THE 20th ANNIVERSARY OF THE YOUNGEST OF THE BIG COMPANIES
MEET THE VOGUE

Leo VIDALIE, Production Director (1947) assisted by André CLERGEAT (1956) and Robert NIQUET (1952) supervises the Production Department which is also responsible for the production of records of foreign origin.

Leon CABAT, President, founder of the Company and commercial Director.


Jean CAUVIN (1961) Financial Director. Deals with all the financial, statistical and accountancy of the Company.

The Copyright Service deals with royalty payments.

For the pressing of your discs—if you seek the quality for which the Vogue Group is noted—two ultra modern factories at your disposal.

Jacques BAROUH (1956) Administrative Director of the Music Publishing Section.


Cesar ROSSINI (1951) head of the legal and administrative department.

Supervised by Paul CLAUDE (1950), the general Secretary, the Copyright Service deals with royalty payments.

Jacques BAROUH (1956) Administrative Director of the Music Publishing Section.


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the people you should know
the people you should meet
if you are doing business with vogue

Jean GEORGEFF (1957), Xavier ROY (1960), Bernard GUERBY and their Col-
leagues in the Promotion Department

Colette de NATTEs (1947) and André VIDAL (1948) of the Commercial Service deal with more than 100 countries

The Vogue Factory, M.P.P. VOGUE is headed by Charles DOLL, President, as-
sisted by Serge DOLL, E.I.P. Engineer

Guy KHAVESIAN, managing Manager (1956) assisted by Simón KABA
(1950) and Maurice SYNCHOWIEZ (1956) runs the Commercial Service and plans the work of a network of sales representatives.

Charles DELAUNAY, Publicity Director (1947) and Charles VELLA, head of the Publicity Department (1958) are in charge of a team of draughtsmen, artists and designers.

Technicians and staff of the A & R Department in the recording Studio at the rue d'Hauteville

Guy LE LAIDIER (1964) Technical Director in the cutting Laboratory...
Movie themes are as popular as ever. In fact, "Le Grandarne De Saint-Tropez" on Seven Seas is considered one of the hit tunes of the month. Another, "It's Paris Burning?" is also topic of much discussion. CBS, Command, and Atlantic are reportedly urgent to release their versions so great competition is expected. "Changes" on CBS by Brothers Four promises to be a smash hit. The group is scheduled to arrive here towards the third week of April. "Merci, Cherie" on Union, the prize winner of the last Eurovision contest, is rated as one of the most favorable tunes this month.

Sandy Posey's "Borns A Woman?/"Teach Me My First Love" (the latter sung in Japanese) is unique. Besides the above, the following are forecast to be hits by DJs in Japan: Andy Late of Andy & Peter and Gordon, "A Lazy Shade Of Winter" on CBS by Simon & Garfunkel, "Mama" on A&M by Herb Alpert. "Wish You Were Here, Buddy" by Pat Boone, "Rain On The Roof" on Kama Sutra by Lovin' Spoonful, "Yellow Willow" on Epic by Donavan, "I Can't Control Myself!" by Troggs, "Hurry Sundown" on P.B.M., "Stop, Stop, Stop" on Imperial by Hollies, "Don, John—John" on Phillips by Frankie Valli, and "50th Anniversary" on Verve by Lenny Rossie.

Phillips Department of Nippon Victor presents a "Welcome Sale For Great Artists" in honor of their tenth anniversary. This "Welcome Sale" will be held February through June for the purpose of sales expansion of records of artists scheduled to tour here during that term, among whom, Los Indios, Doonican, It's Continental, etc., are expected. Nippon Colombia announces a strong push for "Don't Leave Me" by the Cycle, "A Lazy Shade Of Winter?/"For Emily Whenever I May Find Her" by Simon and Garfunkel, "El Drag" with Sunny Singers, "I'm Sorry" and "My First Lovely Love" with the Blue Comets, all recently released. Teishiku Records came out with the first release on Coral label this February among which are "Golden Young Rhythm" by Boss Combos, "The Great Hamp & Little T" by Lionel Hampton and Charlie Teagarden, and "Hello, Los Brown."

Japan's Best Sellers

**INTERNATIONAL**

<table>
<thead>
<tr>
<th>This Week</th>
<th>Last Week</th>
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<tbody>
<tr>
<td>1</td>
<td>Yuki Ga Naitelru (Sad Sunset) — The Spiders (Philips) Publisher/Label</td>
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<tr>
<td>2</td>
<td>Omoide No Nagisa — The Wild Ones (Capitol) Publisher/Wataru</td>
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<td>3</td>
<td>Isuko-E — The Blue Comets (CBS) Sub-Publisher</td>
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<td>4</td>
<td>Gone the Rainbow — Peter, Paul &amp; Mary (Warner Bros.) Sub-Publisher/Nichio</td>
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<td>5</td>
<td>Mesuuloponke (Polydor) Publisher/Fuj</td>
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<tr>
<td>6</td>
<td>9 Last Train to Clarksville — The Monkees (RCA Victor) Sub-Publisher/Emp</td>
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<td>7</td>
<td>The Hair On My Chinny Chin Chin — Sam the Sham &amp; Pharaohs (MGM) Sub-Publisher/Shinko</td>
</tr>
<tr>
<td>8</td>
<td>6 Dusty Arms — The Rusty Arnold Boys (Capitol) Sub-Publisher/Friendship</td>
</tr>
<tr>
<td>9</td>
<td>12 See See Rider — The Animals (London) Sub-Publisher/Revue Japan</td>
</tr>
<tr>
<td>10</td>
<td>Nantouko Nantouka — The Spiders (Philips) Publisher/TOP</td>
</tr>
<tr>
<td>11</td>
<td>My Boy — My Brothers (Philips) Sub-Publisher/EMP</td>
</tr>
<tr>
<td>12</td>
<td>10 Ottrela Nette — Sound Track (Fontana) Sub-Publisher/Suset-Sha</td>
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<tr>
<td>13</td>
<td>4 Frelche-faced Soldier — Colleen Lovett (Dot) Sub-Publisher/Tone</td>
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<tr>
<td>14</td>
<td>Little Man — Sonny &amp; Cher (Atco) Sub-Publisher</td>
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<tr>
<td>15</td>
<td>Devil With A Blue Dress On &amp; Good Golly Miss Molly — Herman's Hermits (Odeon) Sub-Publisher/Taiyo-Kusano</td>
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**LOCAL**

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<tr>
<th>This Week</th>
<th>Last Week</th>
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<tr>
<td>1</td>
<td>Mada-Minu Koibito — Yusuke Kayama (Toshiba)</td>
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<td>2</td>
<td>Hatsuuki-ni Yoroshiku — Teruhiko Saigo (Crown)</td>
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<tr>
<td>3</td>
<td>Blue Trumpet — Kusuo Funuki (Columbia)</td>
</tr>
<tr>
<td>4</td>
<td>She's A Good Woman (Ishimura)</td>
</tr>
<tr>
<td>5</td>
<td>Let Kiss — Kuyu Sakamoto (Toshiba)</td>
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<td>6</td>
<td>Konya Wa Odorob — Ichiro Nakamura (Victor)</td>
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<td>7</td>
<td>Shinkje-No — Sachiko Nishiha (Polydor)</td>
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<td>8</td>
<td>Kiri No Masu-Ke — Akira Fuse (King)</td>
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<td>9</td>
<td>Yonon-O Aoiide — Yusa Kiyama (Toshiba)</td>
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<td>10</td>
<td>Koibito Julie — Akira Mitra (Victor)</td>
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<td>11</td>
<td>Ippondokko No Uta — Kiyo Shusenji (Crown)</td>
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**ALBUMS**

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<thead>
<tr>
<th>This Week</th>
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<tr>
<td>1</td>
<td>Andy Williams Deluxe — Andy Williams (CBS)</td>
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<tr>
<td>2</td>
<td>2 Best Of Peter, Paul &amp; Mary, No. 2 — Peter, Paul &amp; Mary (Warner Bros.)</td>
</tr>
<tr>
<td>3</td>
<td>Go West, Stage Coach — Mouriledge Lorch (Philips)</td>
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<tr>
<td>4</td>
<td>4 Brothers Four Deluxe Album — The Brothers Four (CBS)</td>
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Aztec Services are bringing Herb Alpert & The Tijuana Brass to Australia for a concert tour which will get underway the first week in April. The Australian tour will also take in New Zealand and New Zealand. TJB have been among the best-sellers on albums in this country since they first came on the scene some four years ago.

Walter was recently appointed general manager of the Australasian group of publishing companies headed by Belinda Music (Australia) Pty. Ltd. Kay comes to this country after several years with the Belinda office in London and he also spent some time with the company in South Africa.

We understand that Peter Lane recently returned to Australia from England. Wherever you are, Pete, please let me have your address . . . we're holding some mail for you.

EMI having a nice run with the first single by local (Adelaide) girl Bev Harrell with "What Am I Doing Here With You." The record is the subject of a lot of plays by disc-jockeys from coast-to-coast, and is already charting strongly in a couple of States. Blind Deacon Grantley Dee has his third single release on the move for the EMI group with "You’re Sixteen" and "Eek! Ear!" by Toe Posters.

Indicative of the headway being made by artists from the west coast of Australia (John Young, Glen Ingram, etc.), is the fact that a Top station hit "West Australian Performer Of The Year." The only conditions that are artists must have been resident in Western Australia when nominated records were made, and that such records were taped in Western Australia.

Leeds Music now have the rights to the Planetary-Num catalog for the territory of Australia. The Leeds group now also handle the interests of the Shaftsbury Music (England) organization in this country. The new division of the Leeds operation will handle the Kama-Sutra publishing interests here. Heading up our best-seller list this week is the giant smash for England's Tom Jones with "Green Green Grass Of Home" which has reached the top in no time at all. It is being threatened here by "I Believe" from The Monkees.

Through the Astor organization we find the following new releases on these labels: "I Belong" by Storm With Camel (Kama-Sutra), "My Own World" by Petula Clark (Astor); and "Nashville Cats" by the Lovin' Spoonful on the Kama-Sutra logo.

Galapagos (W & G Records, advises that they are to issue a single of "Laura's Theme" by Dutch trumpet star Willy Schobben. The master is leased from the Artoe company, but in local competition with RCA we find a new issue by Lori, she presents the Grape Escape have their first effort on RCA, with "The Easy Life" and "Night Plane." There is a strong drive from the RCA boys in support of Rita Pavone's rendition of "Heart."
**Denmark's Best Sellers**

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<thead>
<tr>
<th>This Week</th>
<th>Last Week On Chart</th>
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<tbody>
<tr>
<td>1 6 Oh, Oh What A Kiss (Uber die Wellen) (Rocking Ghosts/Metronome) Multitone A/S, Denmark</td>
<td>1 6 Oh, Oh What A Kiss (Uber die Wellen) (Rocking Ghosts/Metronome) Multitone A/S, Denmark</td>
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<td>2 3 Mintoget, Sine Die (Lindfeld/Sonet) No publisher</td>
<td>2 3 Mintoget, Sine Die (Lindfeld/Sonet) No publisher</td>
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<tr>
<td>3 2 &quot;Sad&quot; (Krijenbergh/Berghof) No publisher</td>
<td>3 2 &quot;Sad&quot; (Krijenbergh/Berghof) No publisher</td>
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<tr>
<td>4 1 Er fra Min Kærlighed (Defenders/Sonet) Keld &amp; Denkys/HMV</td>
<td>4 1 Er fra Min Kærlighed (Defenders/Sonet) Keld &amp; Denkys/HMV</td>
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<tr>
<td>5 1 I'm A Believer (Monkees/RCA Victor) Screen-Gems Musikforlag, AB, Sweden</td>
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<td>6 22 Ved Disse Manders Munde (Keld &amp; Denkys/HMV) Warny Music, Denmark</td>
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**Sweden's Best Sellers**

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<tr>
<td>3 8 Yellow Magazine (Donovan/Epic) Philips AB, Sweden</td>
<td>3 8 Yellow Magazine (Donovan/Epic) Philips AB, Sweden</td>
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<td>4 6 Ved Disse Manders Munde (Keld &amp; Denkys/HMV) Warny Music, Denmark</td>
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<tr>
<td>5 9 I Can't Help Myself (Shades/Columbia)</td>
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<td>6 14 Consolation (Him) House AB, Sweden</td>
<td>6 14 Consolation (Him) House AB, Sweden</td>
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<tr>
<td>7 11 &quot;I See A Tear In Your Eye&quot; (Loretta &amp; Ada Stewart) Sonet Music AB, Sweden</td>
<td>7 11 &quot;I See A Tear In Your Eye&quot; (Loretta &amp; Ada Stewart) Sonet Music AB, Sweden</td>
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<tr>
<td>8 15 Morningtown Ride (Seekers/Columbia) Thore Ehring Musik AB, Sweden</td>
<td>8 15 Morningtown Ride (Seekers/Columbia) Thore Ehring Musik AB, Sweden</td>
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<tr>
<td>9 16 Man of Constant Sorrow (Monkees/CBS) No publisher</td>
<td>9 16 Man of Constant Sorrow (Monkees/CBS) No publisher</td>
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**Norway's Best Sellers**

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Eduardo Battista, president, and Guillermo Acosta, A&R man for Musart Records, one of Mexico’s largest diskeries, are in New York for business meetings with Peer-Southern Music’s Latin Dept. to select material for Spanish release.

Luis Bastón has been named manager of product and artistic coordination of the French branch of Columbia Records as the new advertising manager. Rogello Alpizar is now sales supervisor of distribution throughout the country.

Gamma Records will hold an exhibition of the Spanish picture “Cuando no estás” starring the fabulous singer Raphael. He sings in this film some of his biggest hits. Gamma will make a large promotion on this singer to popularize him in Mexico.

Musart Records started to release new recordings of the Spanish label Zafiro whose hits they have taken from Los Beatles and Massiel are among the first which have been selling in Mexico. Zafiro distribution in the past was made by Gamma Records.

**Mexico’s Best Sellers**

1. Guantanamera: Dinger Gonzalez (Veltro)—Sandippers (Tics)—Hernanastos Castro (RCA)—Enrique Guzmán (CBS)—Manolo Murcos (Musart)—Prado (Orfeon)—Libertad Lamarque (RCA)—Chuck Anderson (CBS)

2. Teresa Losa Yaki (Capitol)—Manolo Murcos (Murart)—Manoel de Jesus (Orfeon)—Los Aragones (Murart)—Chuck Anderson (CBS)—Pol (Peerless)

3. Tony Tovilla: Bora López (Tosco)—Liberd Adolfo (TIZO)—Los Aragones (Murart)—Chuck Anderson (CBS)—Pol (Peerless)

4. Don Subercaseaux: Jose Yaki (Capitol)—Manolo Murcos (Murart)—Marty Morgan (CBS)—Bobby Hebb (Philips)—Chris Monte (Tico)—Ines Miller (RCA)

5. The Beach Boys: California (Capitol)—6. Teresa Losa Yaki (Capitol)—Giani Ales (RCA)—Enrique Guzmán (CBS)

6. Micaela Benvenida: Grande (Peerless)

7. Me Da Vergogenza—Santera Santana (CBS)

8. Bern Free: Nac Libre (Fonlabel) Y Teicher (Gamma)—Roper Williams

**Brazil’s Best Sellers**

This Last Week

1. "A Carta/Gatinha Mancheta (Formata) Eraowo Carlos/REPB

2. "Bege"—Tomorrow My Way (Young/Todamerica) Quí Falt N (n.p.) Bobby de Carvalho/Ceris/Caris

3. "A Banda" (Fonlabel) Chico Buarque/RGE; Lara Leko Philips/TEDP

4. "O A Deus (Formata) Any Sanches/Continental

5. "Brasil 1200"—Frutos Da Terra (Ferdigas)—Luizwithout—Antonio Perago (CBS)


7. "Joe Bata"—The Jordan Copacabana/CD2


9. "Para O Casino (Aberbro)" Wanderley/CBS

10. "E Amor (Formata) Natal Aguiar/Hunter

11. "Nao Vai Embora"—(Fonlabel) Barros de Alencar/Chantecler

**Brazil’s Top Twelve LPs**

This Last Week

1. Roberto Carlos, Vol. 6—Roberto Carlos/CBS

2. Dr. Zhivago—Original Soundtrack (MGM/CBS

3. "Sorriso De Jair"—Jair Rodrigues/Philips/CBS


5. Umb Embalo—Renato E Seus Bleus Caps/CBS

6. "O Sorriso De Jair"—Jair Rodrigues/Philips/CBS

7. "Sorriso De Jair"—Jair Rodrigues/Philips/CBS

8. "O sorriso"—The Jordan Copacabana

9. Studio 7—The Jordan Copacabana

10. "Seis Dias"—Ricardo/Capa

11. "Amanhece"—(CBD) Os Iguais/RCA Victor

12. "Ons Mie"—Ricardo/Capa

13. "E Amor (Formata) Natal Aguiar/Hunter

14. "Nao Vai Embora"—(Fonlabel) Barros de Alencar/Chantecler

**SAN REMO DETAILS**

(Continued from page 67)

of the best of this year’s entrys. CDs and TV showed them responsible for many of the best songs to come from Italy—at least, according to the result of the first week of the biggest hits included “Quando” of Gualtiero Marcato (Late), another familiar to American listeners, in which the song writer Tenco was contracted to Ricordi and RCA and his tragic death will be keenly mourned by the entire Italian music world.

The next song, from the second night to go forward were: firstly, "Feder" published by Sciascia and given the title "Non Pensate a Me". It was published in Brazil by Sergio Endrigo (Foniet-Creta) and Iva Zanicchi (Ri-Fi), and the song singer Paco Brazil. The fortune written by Sciascia in the "Al Di Li Veni".

Some number three "Dove Credi Di Andare" published by Ussignolo and written by Sergio Endrigo (Foniet-Creta) and Remo Remigio (Carosello). Endrigo con- vinced the posters of the new Italian generation that the chance of a new song to be heard was warranted its place in the final. The next song found The Bachelors (Dutch-Ricardo) stuck with their second song (giving them two songs in the final). This time Per Venera Gius E Grande "I’ll Watch You" published by Ricordi and also received treated contract against Goich and The Bachelors.

The song which was chosen *Joie Amore* featured both as composer and singer Gualtiero Marcato (Late). The regular and popular figure at San Remo, published by Curci and performed by Donaggio (Voce del Padronee) and Carmen Villani (Foniet-Creta). Song number six to qualify for the final was "Cuore Matto" published by Guich and performed by two of the most popular artists and one of the label’s most popular artistas Little Tony. Altogether making a successful return to San Remo for the Durum label.

The seventh song “Bisogna Sapere Perdere” ended the second night’s performances and qualified for the final. Published by RCA Italy and performed by two of their major artists, it is a work still very much alive in Italy, the Rokes. A band arrangement and a very popular musical phrase which drew considerable applause.

For the final, the many famous names fell by the wayside—including the famous Chris Los Broque and the most surprising of all Dionne War- rick, whose performance of "Dedicate It" was published in the final. Besides that it stopped the show with prolonged ap- plause, the song continued throughout the announcement of the following songs.

Taken as a whole, the songs pre- sented justified their place on the San Remo stage although it seemed that not one song emerged strong enough to make it a certain international hit.
How can Seeburg guarantee that this will never happen?
never happen?
never happen?
never happen?
never happen?
never happen?

We do it with a revolutionary new kind of trip-switch nobody else has.

Seeburg's new magnetic reed switch trips records with fantastic regularity. It's just one of the little extras that make the Seeburg Stereo Showcase the most advanced coin-phonograph in the world.

With this switch, there is never any "sticking" at the end of a record to annoy location patrons and make the bartender drop everything to cancel it.

We won't bother you with the technical details. (Ask your distributor for those.) We will tell you that it works so well we've placed a five-year warranty on it.

Operators and location personnel who have seen this new switch in operation cannot praise it enough, enough, enough, enough, enough...

Seeburg Growth through continuous innovation
The Seeburg Sales Corporation
International Headquarters
Chicago 60622
Sound Advice

Tomorrow, Tuesday, February 7, the Appellate Division of the New York State Supreme Court in Albany is scheduled to convene. Among the cases to be heard is the state sales tax contest between New York jukebox operators and the state Attorney General. The operators of course want to be let alone, and the Attorney General, of course, wants more tax money.

It is a confusing case. It began with the enactment by New York of a new state sales tax of 2% which went into effect August 1, 1965. The law also included an optional additional 3% tax which could be leveled by local communities. As anyone who lives in New York knows, the city jumped at the chance.

That is one of the problems and/or motivations behind the state’s energetic push for a decision in their favor on this case. Albany and New York have been seeking more money more often than any other state in the country.

Now back to our story. Batrwick Enterprises, an operating firm, protested paying the tax on the grounds that jukebox collections were not taxable according to the law. The section of the law which created the fuss was called “admissions”—movie theater tickets, cover charges at night clubs, etc. The case went to court and the judge ruled that operators were not liable to taxation under admissions, but are liable because the music on their boxes is, according to the judge, “a tangible item of value.”

The operators, represented by Sen. Jeremiah Morinarity, appealed this decision and that is the case now up for debate this Tuesday. What the operators seek is a declaratory judgement from the Appellate Division, “declaratory” meaning “definition”—what does “tangible” mean? The operators contend that the music heard on a jukebox is not tangible according to the language of the sales tax law and is therefore not subject to taxation.

Well, let us consider jukebox music. You cannot smell it, bite it, touch it, spill a drink on it or take it home. You can hear it. Now one is lead to the awful dictum: “Define sound”. Beyond that, define “music.” Music is not a service; it does not fix the bathtub or paint the window. Is it a spiritual thing? An intellectual or emotional stimulant? Can sound be taxed? Can thought be taxed?

Such are the knots that will have to be untied on or about this Tuesday. We wish the operators good fortune and hope that the court listens favorably to their arguments. “A penny for your thoughts” is an old saw that has lost its charm. It becomes even less charming when a state government attempts to interpret it literally.

Minus 68 Times 12 Equals $241,610

National Vending Theft Survey: The Six-Figure Swipe

CHICAGO—Losses suffered by 68 vending operators through theft of coins and products from machines totaled $241,610 in a 12-month period according to a recent national survey on security problems.

Theft from machines and damage to equipment caused by break-ins were ranked as leading problems by the 68 vending service companies which replied to a questionnaire mailed by the National Automatic Merchandising Association. (Not all participants replied to every question.)

Damage to vending machines as a result of break-ins was rated by 66 firms as the “most serious” or “second most serious” of six problems and another 20 firms tabbed vandalism as the “most serious” security problem.

Individual losses from burglary of machines over a 12-month period ranged from $50 to $18,000. Theft by employees cost 46 responding firms a total of $64,076 and 53 firms sustained $41,321 in damages from vandalism.

By far the most frequent method of robbing machines is through “destructive entry,” operators reported. It was mentioned by more respondents than all other burglary approaches combined, including stolen keys and “picked” locks.

Among the successful remedies which have helped reduce losses operators cited more frequent collection of coins, strict control of inventory, obtaining the cooperation of location managers, padlocks and containment bars on machines and intensified screening procedures in hiring employees.

The NAMA survey revealed that most operators get busy after a theft or damage has been committed, but a large number fail in the enactment of strict preventive measures.

Two-thirds of the survey participants report all thefts to police authorities and nearly all press for prosecution of the suspect after an arrest has been made.

On the other hand, fewer than 50 per cent have established definite procedures for reporting to police, and fewer than one out of five use a check list to analyze their locations’ security problems. Only 7 out of 71 respondents get in touch with other operators on security problems and to organize joint action.

Only one out of two firms has established an “internal security program” in spite of the severity of the problem, NAMA officials said. Slight-ly more than half the respondents have drawn up procedures for enlisting location managers’ cooperation with security problems.

NAMA established a Security Committee several years ago and dealt with security problems in the programs of its national and Western Convention-Exhibits in 1966. David D. Dayton is chairman of the committee.
A partial view of the exhibition hall. The show was completely sold out.

LONDON—There are two main annual exhibitions in the British coin operated amusement machine industry and they are the Amusement Trades Exhibition, which is held in London and the Northern Amusement Equipment and Coin Operated Machine exhibition, which is held in the out of season holiday resort, Blackpool.

There have been 23 of the London shows which are organized and run by a board of directors consisting of members of the British Trade, while the board of directors for the Blackpool functions, which have been run by independent professional exhibition organizers for the last 12 years.

Up until last year the London event was held at the end of the month of January and Mr. Rose held his exhibition at the beginning of the previous December. Suddenly the A.T.E. changed their date to the end of November, thus compelling Mr. Rose to switch to the end of January. However, the A.T.E. realized their mistake and have now gone back to a date in the middle of January (the next will be held in 1969 on January 15th) because the Trade said that November was too early for them to be committed to buy new equipment for the coming season.

Mr. Rose countered this move by saying that he was altering his dates at Blackpool to February 21, 28, and March 7th and there was no reason for alteration.

All this chopping and changing of dates is, of course, all very puzzling for the exhibitors because they now have to decide whether or not it is worth their while to spend time and money on two exhibitions at an interval of only six weeks at venues 228 miles apart. This year, however, there was one thing for sure. Because of the small amount of business done at the A.T.E. in the Alexandra Palace, during the November showing, the recent North American Amusement Equipment & Coin Operated Machine Exhibition at Blackpool was completely sell-out with no less than 84 stands. For the first time all the main floor space and the balcony was completely filled. And among the exhibitors were:

**Color-Sonics to Show KO Box Bouts**

NEW YORK—The century's most memorable knockout fights—including Dempsey-Willard, Walz-Gazella, Baer-Carnera, Lewis-Schmeling, Johnson-Ketchel and Clift-Williams—will be available shortly for daily viewing in taverns and restaurants nationally, via a totally new system of cartridges.

This is the result of the announcement by Jay N. Rosen, president of Color-Sonics, Inc., manufacturer of cinema-juke boxes for public places, that the firm had acquired exclusive rights to these tapes, narrated film classics from Turn of the Century Fights, Inc., for showing on its machines.

"The availability of this great boxing footage will make every night fight-night in thousands of bars, taverns and eating establishments throughout the nation," Schwartz stated.

He pointed out that the sound films will be available in color (i.e. Clay-Williams) as well as black-and-white and, run three minutes each—featuring the key highlights and emphasizing the KO sequence. The films are from prominent Blackpool and London British exhibitions of the recent highly-successful theatre presentation, "Knockout." Schwartz said that present plans call for inclusion of the KO fights in the 26-selection film-cartridge repertoire offered in Color-Sonics' audio visual coin-operated machines. Other features include pop music talent, excerpts from Broadway shows and quality cartoons.

**Gabrielson Grand Opening Draws Top Seeburg Executives**

ATLANTA, Ga.—Joe Fitzpatrick and Ralph Gabrielson cordially invited area wide coin machine and vending operators and their personnel to attend a two day Open House, Friday and Saturday, February 3 & 4, to celebrate the Grand Opening of the new South Atlantic Distributing Company, successor to C. R. Gabrielson Company, Inc., exclusive distributors for Seeburg music and vending equipment and Williams Electronics, Inc. coin operated amusement games. The hours of the Open House both days were from 1:00 until 8:00 p.m.

Representing the Seeburg Corporation during the two days of festivities at South Atlantic were William A. (Bill) Adair, vice president Seeburg Sales Corp. Division; Robert (Bob) Brecher, vice president, head of Seeburg’s Vending Division; Edward F. Claffey, vice president, in charge of sales for the Phonograph Division; Stanley A. Jarczok, national promotion manager of The Seeburg Corporation; and Don Desmond of the factory.

Fitzpatrick and Gabrielson proudly unveiled "the finest facilities for service available in this county in an up-to-date shop, and a completely stocked parts department in more than 50,000 square feet of space in the new plant; which is conveniently located at 702 Trabert Avenue, North West, in Atlanta, Georgia.

Another vital facility for the music operators is a completely stocked LP One-Stop Record department.

Guests were treated with a continuous buffet service, cocktails and door prizes during the two day gala celebration.

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**Colorado Vending Ops Organize NAMA State Council**

CHICAGO—Colorado vending operators and suppliers organized a State Council in Denver on January 21, and will affiliate with the National Automatic Merchandising Association. Thomas B. Hungerford, NAMA executive director, was elected president.

William Chappell, Canteen Food and Vending Service, Division of Canteen Corporation, Denver, was elected president of the newly formed group.


Members of the Colorado Automatic Merchandising Association at the time the board of directors include Baker; Chappell; David Forge, Colorado Vending Company, Denver; James Hall, Rocky Mountain Coin Machine Inc., Pueblo; Gus Hartgrove, Variety Vending Company, Inc., Denver; Jack Jerome, Red Dot Vending, Greeley; Floyd Kempf, Call Kempf Vending Service, Denver; Charles N. Morrison, Grand Amusement of Business, Inc., Denver; and Dale St. John, C & S Vending Company, Pueblo.

The following chairmen were appointed: Legislative, Michael G. Fappas, Automatics Denver, Inc., and Dwight Wilcox, Cola-Matic Beverage Company, Colorado Springs; Public Health, Floyd Kempf; Public Relations, Jay Cohan; and Membership, Harold Levine, National Vendors, Denver.
Trade Exhibition

BLACKPOOL PHOTOGRAPH SECTION: NEXT PAGE

members of the controlling board of the London A.T.E., who are not usually in the same sense. It was this fact that gave a good indication that even they were not satisfied with the business they concluded during the November date.

Following just over seven weeks after the London A.T.E., it was not surprising that most of the equipment had already been exposed to the Trade in London and reported in Cash Box but there were one or two new pieces which caught the eye.

The most important of these was the Rowe-AMI Phon-o-View system which was demonstrated for the first time at a large British exhibition on the stand of Koromatex Ltd. (Olga Grove Group) and on hand to describe the technical functions was Bob Romey, chief European Engineer of AMI International. Mr. Bill Smith, Head of the Music Hive Group said that he felt that he at last had something different he could offer his customers and he was confident that at least one out of every two operators that had visited his stand had showed more interest in the system. He stressed that he had been able to tie up more than 11 out of the current top 20 records on the charts with films from the library he had received — in fact, he said he would now choose a film to suit a particular record.

With the co-operation they enjoy with various American manufacturers Phonographic Equipment Distributors Ltd. can usually rely on to produce something new at the exhibition and this was no exception. They had the attractive Rally 11 Star with animated flash provide titles that the clothes of a girl on the glass changed colour. British coin-operated operators were particularly impressed by the Williams’ shooter Arctic Gun not only because of its reputation but also because it was the number one competitive play appeal that incorporated. The Seебurg Stereo Showcase was also featured.

Action Stations, Ruffler & Walker Ltd. took two stands to show a wide range of the types they import and distribute and the latest Saga Continental fruit formed the centre-piece of one of these stands. This machine will accept either coins or discs but they are separated and payouts are only made in discs. This Saga has a credit meter which allows the player to stockpile 80 plays before pulling the handle; it is fully metered and the payout is with score by the hopper system. At one end of the hall Ruffler & Walker had stationed a truck containing their latest Diacophone-Orama. This consisted of a Rock-Ola GP/160/ Medium with set fluorescent surroundings illuminated by black strip lighting.

Ditchburn Equipment Ltd. are the British importers and distributors of Warburton Phonography and they demonstrated the full range from the Americas 3100 to the Lyric.

There were a number of new Fruit machines on show and one of the main operators was the Tricolor which is manufactured by Easyserve Ltd. of Liverpool. Using a German-type mechanism the machine gets its name because the player has the opportunity of restoring the outer reels twice during the play cycle, thus giving him three chances to win during the one game. A coin changer for 2/- is incorporated in the cabinet and when operated this gives three sixpences into the pay-out tray and leaves one in the machine to operate it and this is done by pressing the centre button. The outer two are for restarting the reels during play. When Bonus panel is lit the next 12 "Wins" give a five shilling token.

Mar-Matic Sales Ltd., the importers of Keeney and Jennings equipment showed a full range of the machines which are suitable for all sites such as clubs, public houses (taverns) and arcades and among these was the new Jennings 1d. play Crackerjack. The machines seen here are, to a great extent, duplicated on the stand of Coughtray’s Automatic Supplies Ltd., one of the country’s largest importers and Keeney distributors, and Direct Machine Distributors Ltd.

Mills Bell-O-Matic Ltd., who now manufacture in London, presented a range of their machines including the new Merry Monarch on 6d. or dispay play but paying out discs only, and the 1d. play Merrymaker with the new flash. Both these models are available in either chrome or paint finish.

The Australian fruit machine industry was represented by K. M. A. Australia with Aristocrat (Gt. Britain) Ltd. and Warren-Ward Enterprises Ltd. The former presented their full range which included machines for all types of sites and the new 1d. play Ardian versions including the Gipsy Space Age and Beach Boy were seen for the first time. Warren-Ward showed the Jubilee International and Riviera models.

During the past two exhibitions held in Britain Symply Ltd. have caused a great stir among the world trade with their Baby Kart. It is a miniature coin-operated car powered by a rechargeable 12-volt battery and gives a 7 m.p.h. three minute ride for sixpence. The Baby Kart is manufactured in Italy and Symply have now awarded the sole world sales rights.

A newcomer to the Blackpool scene was Jester Amusement Sales (London) Ltd., who demonstrated the Balloon-O-Matic from the Internat ional Mutoscope Corp. The machine will hold 160 balloons and air for filling them is provided by a generator which can be worked on 240 or 110 volts. Jester also manufacture a fruit machine case for Mills or Sega mechanisms and specializes in fibre glass kiddie rides.

During the A.T.E. in London last year Sega caused considerable excitement with their torpedo shoot and at Blackpool two British Companies introduced their own versions of this game. They were Mayfield Electronics Ltd. who are also the leaders in the field of large electronic multi-slot arcade machines and Nixals Ltd., whose version is called Action Stations.

Passamatic Ltd. are now manufacturing the all British Water Polo and Basketball machines which have proved to be so popular in other European countries and which look like catching on in Britain.

The rest of the day at this exhibition most of them concentrated on 1d. play arcade machines of one sort or another. The two most popular are those which consist of the player dropping a coin through a slot to land behind a pile of coins already on the play surface of the machine. Then the player moves backwards and forwards and the idea is to build up a pile of coins so that as many as possible are pushed into the pay-out slot back to the player. In the other version the coin-Matic-Sa is in the top of a machine and through a series of pans in an attempt to make it go through a pay-out chute. These machines are popular with arcade owners because there are no moving parts thus cutting servicing requirements to zero.

Judging from what was on view at the Winter Gardens, Blackpool, the British public will not lack for variety in choice when they visit the arcades during their summer vacations this year.

Cash Box—February 11, 1967

R.H. BELAM CO. INC. Is proud to announce its appointment as EXCLUSIVE EXPORT AGENTS FOR THE U.S. Coin-A-Copy

— the perfect photocopy machine —

COPIES for less...

OPENs a new market for all Distributors and Operators of Coin-operated Machines

☐ Machine is coin-operated.
☐ Delivers dry copies. 100% accurate, legally acceptable black and white reproductions up to 8½" X 11" in size.
☐ Delivers positive reproductions with never any damage to the original.
☐ Cheapest cost per copy to the operator in the photocopy field.
☐ Remarkable results wherever machines are installed.
☐ Copies everything everytime—in seconds.

MANY TERRITORIES STILL OPEN

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51 Madison Ave., N.Y., N.Y. 10010 • Murray Hill 9-5633-4-5

79
1. George Coughtrey of Coughtrey's Automatic Supplies shows his new Crackerjack Jennings Machine to Derek Selby and Tom Lang both from Skegness.

2. T. Hall (left) and A. Haines of Edwin Hall & Co. with their Coin Operated Dalek.

3. M. Green of Phonographic Equipment (Distributors) Ltd., with their Bally Penny Star Machines.

4. R. F. Harvey of Ditchburn Equipment Ltd. with the new Stereophonic Americana Wurlitzer.

5. Derek Kraft with their new Heads-N-Tails Luck-E-Push D-Play Machine on the Kraft's Automatics Ltd. Stand.

6. P. Raistrick (right) of Koromatics shows the new Rowe-A.M.I. Phonograph machine to M. Snell of London.

7. G. H. Grange of Mar-Matic Sales Ltd. shows buyers some of their Electro Mechanical Consoles for building into banks for Club machines. They will take stakes of 6d. 1/-, 2/6d.

8. "Miss Symplay" (Marie Rennie) demonstrates the battery operated Baby Kart on the Symplay Stand. This company has the world selling rights for this ride.

9. A. Allman (left) and L. H. Ainsworth on the Ainsworth Consolidated Industries Stand with some of their new Grosvenor machines. These are of Australian origin.

10. F. H. Walker of Ruffler & Walker shows their range of new Sega Continental Bulk Pay Machines to G. Jordon of Rhyl. These use the Hopper pay-out system.
"A Door Opener"

Rosen: Cinejukebox

PHILADELPHIA—Indisputable of the point, the state-of-the-art, super-speeded audio-visual machine is a potent "door-opener" for class locations is the announcement made last week by the Hankins Brothers that they have placed the Cinejukebox at the Times on the Main Street at their motels and restaurant operations.

What makes the announcement the more significant is the fact that their two suburban locations do not carry a music machine—the Hankins feeling that the jukebox by itself was not in keeping with the character of their rooms.

The Cinejukebox, which is already in operation in this area in a number of in-city, suburban area and college campus locations, for the first time moved into top class locations which never before had the benefit of a music machine. These include the Hofbrau in the Willow Grove Lanes adjoining the Willow Grove Amusement Park which is also operated by the Hankins; the George Washington Motor Lodge in suburban Valley Forge, Pa., and their George Washington Motor Lodge just outside the city of Langhorne, Pa.

David Rosen, exclusive United States distributor for the Cinejukebox, said that the machine's attraction at these class locations was "true to form" in not only "pulling big" but also providing the room with a major entertainment feature that "attracted immediate attention and attracted additional trade to the rooms."

A big plus factor," said Rosen, was the machine's facility of providing stereopticon slides. This feature is being used to the utmost advantage by the Hankins to advertise and promote their many other enterprises. In addition to the motels and restaurants and the amusement park which is a summer operation, the Hankins Brothers (Morris, Max, Dr. Sam and Perch Hankin) also have bowling alleys, banking institutions and real estate services.

C. M. Ryan Elected Canteen Treasurer

CHICAGO—The election of Cornelius M. Ryan as Treasurer of Canteen Corporation has been announced by President Patrick J. O'Malley.

Ryan joined Canteen as assistant controller in 1938 and has been assistant treasurer since 1945. Prior to joining Canteen, he was associated with the public accounting firm of Peat, Marwick, Mitchell & Co., Chicago.

The post of Treasurer has been held by Canteen's financial vice president, Donald V. Maxfield.

Interstate United

Gets New Image; Chief Offers Tribute

Lincolnwood, III.—Interstate United Corporation, Chicago-based food and vending company, has unveiled its new corporate symbol and signature.

The new corporate identification has the appearance of a service medal, with the ribbon portion of the medal forming the sign. The design, in the basic colors of orange, white and ocher, will appear on all visual representations of the company including stationery, business cards, trucks,Fearns and other printed material.

In explaining the back for the development of the new corporate identity, Harlan Hobbs, vice president, marketing, noted: "However, our new symbol and signature is more than just a new look." Hobbs explained: "It's a distinctive communications plan which organizes and unifies all the visual expressions of our company, its divisions, products and services.

The new corporate identification program was developed by the Chicago industrial design firm of Dave Chapman, Goldsmith & Yamasaki.

In commenting on the design for modern corporate identities, Bill Goldsmith, president of the Design firm, said that a corporate mark must be consistent with the product or company if it is to be memorable and unblemishable. In the case of Interstate United, the medal and the color scheme denotes the following: orange—warmth and friendliness; white—standard for cleanliness; and ocher prestige. Through the judicious use of color and design, a company can convey the exact image it wishes to the many publics.

Dwemer Van Vlack, president of Interstate United, commented: "We have earned our medal for distinction—a distinction that we earned in the steel mills, hospitals, the automotive factories, executive dining rooms, restaurant chains and exclusive gourmet restaurants. This medal was earned by the people of Interstate United. We have adopted it as our corporate symbol in honor of the distinguished food services they perform day after day."

NAMA Finds 1967 Convention Site

CHICAGO—The 1967 Convention-Exhibit of the National Automatic Merchandising Association has been shifted to Chicago's International Amphitheatre from McCormick Place, with the dates remaining October 28-31 as previously scheduled, according to Thomas B. Hungerford, executive director.

The annual vending trade show had been booked for McCormick Place which was destroyed by fire on January 16.

"Since we were able to obtain the needed exhibit space at the Amphitheatre during the originally scheduled dates, there will be no change in hotel arrangements," Hungerford said. As in recent years, convention meetings will be held at the Conrad Hilton Hotel.

A number of other major trade shows have announced plans to hold their exhibits at the Amphitheatre until McCormick Place is rebuilt. Officials have said that McCormick Place will reopen in 1968.

"Chicago is by far the best convention site for NAMA and we were happy that suitable facilities are available at the Amphitheatre," Hungerford stated. In 1966 the NAMA Show drew 11,000 registrants.

The 1967 show will be located in Donovan Hall of the Amphitheatre. Site of national political conventions, trade shows and sports events, the 1967 NAMA convention hall is located near the famous Chicago stock yards, some 30 blocks south and west of the Hilton Hotel.

Following the McCormick Place fire, the Amphitheatre management announced plans for refurbishing and air conditioning of Donovan Hall.

"We were fortunate to have enough time for planning the change to a new hall and all exhibitors will receive their exhibit contract information at the usual time," Sydney J. Schapiro, NAMA exhibit manager, announced.

Jobsel United

Regular or Novelty Models

- 25 Shots Minimum — 35 Shots Maximum.
- Swinging Star Target That Spins When Hit.
- Traveling Bear Turns Around When Hit.
- 5 Disappearing Animal Targets.
- Black Light With Glowing Targets & Scenery In Depth.
- Time Feature — Adjustable.
- Beat This Score Feature.
- Standard Chute — 10c
- Kiddie Platform — Optional Extra

Our lowest price for immediate delivery on all models in stock is...

SEND FOR NEW 1967 TRADE MANSION. FREE TO MEMBERS. Send for your copy of the NAMA manual for the vending trade.
**TANGIBLES**

N.Y. SALES TAX—The operator associations in New York State have mobilized their legal forces, and are agitating for the fight against the State sales tax as applied to juke box collections. As you remember, the test case of Hathrick Enterprises vs the State Attorney General's Office ended last May with the Judge agreeing with the operators on the absurdity of including collections under the Admissions Clause. He did, however, render his own opinion in the matter and placed the jule receipts under Sale of Tangible Items. The operators

**WE'VE GOT 'EM!**

New FLASH BOUTIQUE with glass no-thief top

53" x 30"...

$925

SOUVENIR POSTCARD

3-column 2500 card vendor

$195

MIKE MUNVES CORP.

577 18th Ave., N.Y.C. BR 9-6677

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SWEETHEARTS

$140.00

CENTRAL PARK

$213.00

SKY LINE

$124.00

Williams

SAM FRANCISCO

$198.00

WHOOPEE (6-pin)

$235.00

OH NO...OH, NO!

$275.00

PITCH & BAIT

$429.00

Bally

LOOP THE LOOP

$300.00

GOLD RUSH

$240.00

SIX STATIC (3-pin)

$200.00

STAR JET

$190.00

FUN CRUISE

$200.00

Chicago Coin

TY-Baseball (2-pin)

$275.00

Kicker

$290.00

Midway

LITTLE LEGION

$375.00

The best ball game in the world including FALLS BERGEN, BEAUTY BEACH, BORDER KING, BUNKER STATION, and many others. Write, wire or call interested. (The owner is unlimited in the above stock—ask)

NEW ORLEANS NOVELTY CO.

1844 Broadway, N.Y.C. (212) 529-7321, Cobbs: NONYCO

**EASTERN FLASHES**

**TANGIBLES**

Although $275. not 205.

Another ATMUSIC.

290.00 SWEETHEARTS best RUSH & 10th BONGO, CHICAGO WORLD, FOOTBALL WILLIAMS BALLS their ended the render AVE., ALAMO FROLIC has harrowing vendor, graph the A

**KICKER**

said a car

RCA’s (ruy’s 40

The grass roots label of the new.

The volume and the form divine of Sandy Rasnitzky. We also had a go at AME Phonovon.

Rasnitzky.

“Mambo party,” said Sandy, punching the film selection buttons on the Rowan AM

Music Merchant,” and there was one movie with a girl in red. People in the street were lined up in front of the windows trying to get a good look.

BELAM FOR U.S.R.—U.S. Billiards chief Al Simon has turned over export sales of his company up to the capable hands of Vic Hame from his R. H. Belam & Co. introd to the trade last MOA Show, has been selling like gangbusters here in Chicago himself and has been concentrating his attention to this market. The foreign inquiries and machine orders, however, have been mushrooming like mad, almost all of them are from Europe. Belam to his overseas agent. “Vic’s been a really good help in the marketing end,” Simon stated last week, “and we need a firm like Belam who’s familiar with the problems and possibilities of foreign purchase and shipping.” American manufacturers have already shipped the photo unit to: Austria, the Philippines, Puer
copia, the Middle East, and Belgium.

HERE AND THERE— Glad to see HURFORD-ROCKOLA-WEBB salesmen working with the N.Y. USA committee.

Harry’s the new organization be selling tickets for the June 10th vaudeville extravaganza at the Hilton’s Grand Ballroom. . . . Guy Comeau, French exporter-importer, dropped by the Cash Box office last week to discuss plans for a route he’s got in mind for France and Spain. Guy’s main product is hand-made wigs which he supplies to the finest New York stores. Atlantic’s Murray Kaye counts the days till golf season hits. He’s got a big order out and is always on the tip for the sales are gat’ing those new Seeburg’s out on location. "Great! The new Kays and Ron Rockefeller released his proposed line of baseball cards last week and closed that cigarette bootlegging has cost the State and the City of New York over $4,000,000 in sales tax revenue. Rocky’s message is that the illegal cards are being concentrated from N. Carolina and Washington, D.C. The greatly expanded staff of the State’s Compliance Unit is doing better broader penalties for boots doesn’t mean they’re not staying on the tide. In any event, the Governor estimated revenue from the state’s sales tax on cards for the next fiscal year, an increase of $7 million over the current year. . . ."

Marcelle Herman’s Hermits’ (No Milk To Drink) and Bert and Vally’s ‘Pussy Footin’ as sure-fire coin-grabber for ops. . . . Johnny Hitlota ad

for the Hospital (held last Sat. eve) was a tremendous success as was the RCA’s Debbi Mel. Watch this gal’s tunes.

**CHICAGO CHATTER**

Definition of the height of frustration—"What if we had an example of the last newspaper headline predicting another snowless winter—what would we do...." The excellent attendance at a gay soiree-dinner in Palmer’s Pick Congress Ballroom. The Palmer House was a significant tribute to Representatives, Inc., board chairman A. (Bill) Steiger, et al—and to lovely January Jones (who heads the Envision Club) who sang with Ray Conley (Monica)—during the peak of the record breaking blizzard in, we laughingly call "Windy City," Thursday, January 26. Chicago’s top four hundred leading citizens and—then and TRIED to get home (no roads) this gentleman’s ace newspapers, illus
nations men, Joseph L. Siciari, had the most harrowing experience of all when his home in New York to Chicago was forced to land in Detroit. Some-

another area that was hard hit by the snowfall. This is the case of Envision Club, Missouri, where the heavy snow forced the jule concentrates and communications cutting them off from the outside world. Frank Schroeder, who heads their operation, his story, tells us the Fischer employees were unable to receive orders from their accounts for quite some time.

A new billboard could blitz the National Sporting Goods Association show, commencing February 5 in Chicago. Coin manufacturers, distributors and the wide periphery of Windy City fared very well despite the crippling storm. The difficulty was taken in stride by the Windy City showmen and they can’t help anyway. Anyone who was there last week could have said he was there for a week, he had to spend the night in the office because the hotels were available any where in the area.

NAMA’s Thomas R. Hungerford announced that the first NAMA convention site has been shifted to the Far West and will be held at the theatre from the ill-fated McCormick Place. Dates are October 28-31 as previously announced.

NAMA NEWS: Another state joined the NAMA picture serious vists to their fine councils. On January 21 Colorado vending operators and suppliers formed the Colorado Automatic Merchandising Association under the capable guidance of Tom Hungerford et al of NAMA. The state of officers and directors elected includes: William Chappell, Canteen Foods & Vending Service, Division of Canteen Corpor
eration, Denver, Colorado, president; Joseph R. Baker, of Colorado Springs, is vice

pres; Jerry Marcove, Denver, is secre
tary; Paul Amos, Denver, treasurer; W. Jack, Denver. Board members are Charles McCready, Joe Lord, Mr. Cohn, Gun Hargrove, Floyd Kemp, Glen A. Pray and Dale St.

Johnston, Rock-Ola.

Pueblo; Jack Jerome, Greecay and Charles Seidel, Denver. Among our lucky Windy City coin
collectors who are concentrating on the Chicago area. All seems to be going the almost unbelievable storm condi
tions, and such statements as Ted Reby, Mr. Gilt, Joe Robbins Jack Burns, Bill Hill, Chicago.

The storm really hampered construc
tion at John Frantz’s new plant on the outskirts of town. The road conditions the fact that efforts to complete the main building and machinery this month. The old plant cannot be used due to the heavy damage caused by a 5-11 alarm fire last week.

The attitude at Chicago Coin is expressed in the words of their sales manager Mort Secore. Trucks are now able to move into the loading (dock) area for Chicago Coin. A long ranging the same calm and to avoid confusion.

Floyd Kemp is the new man at the Sec
bury Corporation, was ready to turn back and hustle back to New Orleans. Mr. Kemp had the polished end to the Chicago Coin and saw the blizzard at its height. (We can’t say we blame him.)

The Herb Perkins, of Purveyor Distributors, spends a good part of the winter generally on the west coast. He figures whenever a nasty snowstorm strikes Herb usually manages to be stuck in Windy City (poor timing, Herb?)

Although Thursday and Friday were quiet days, Mike Rock-Ola Mfg. Corporation did it with the “new” Concerto Model 434. We are pleased to report, according to George Cordier, of Distributors, Inc., that the equipment is standing up to the Chicago weather, showing excellent acceptance everywhere excepting the storm soaked Midwest. The product is also being well received in New England from Steve Polenz, of NAMA Salesmen’s Club, who was up in that distressing Council’s annual meeting will be held, April 21-22, in the Lake Lawn Lodge, Delavan, Wisconsin. A full photo Joe (Little Joe) Gino handled the sales for the Chicago Coin. (Peter
tone January Jones snow last week, he was really soaked in by the storm.)

Cash Box—February 11, 1967
**Round the Route**

**MILWAUKEE MENTIONS**

How's this for a switch? (from all the storm chatter) — The Illinois Automatic Merchandising Council, presid-
ad by Ben Noonan of Cook, will hold its annual meeting, April 21-22, at Lake Lawn Lodge in Delavan, Wis-
consin. The fudging organization is in its second successful year. ..

The recent breaking blitz by the world's leading coin machine business in Chicago and vicinity for several years was the various distributors in Milwaukee.

Joel Kleinman and Sam Cooper, at Piqua Coin Service, just shook their heads and mut-tered when queried about totals and sales. Actually, hardly anyone was able to reach the distributing office on Monday, so help was the biggest problem. ...

When we chatted with Nate Victor, of S. L. London Music, he very philosophically explained that there is nothing one can do against elements, especially when an area is so completely paralyzed by a storm. However, the action at London Music is not to some extent balance of normacy. —

... Harry Jacobs, the manager of the Cash Racks, Inc., tried to hold down the fort, and kept things going as well as they possibly could, despite the storm.

Bob Rendue, Empire Distributors in The Illinois Room of the Michigan, is used to this kind of weather. But, he made it very clear that he'd never seen such a heavy fall of snow in such driving blizzard conditions, and he held up fairly well though. ..

... Hardest hit in Cream City was Sam Hastings who intermittent the New-Old "Cen-

**CALIFORNIA CLIPPINGS**

TUSK-TUSK, ... While visiting with Marvin Miller at Coin Machine Service, we got our first opportunity to test the very gie ball first hand. The reason we bring this up is a few months back we mentioned that Joey Bishop received two of these gie balls for a birthday present. At that time Marvin Miller was saying how carefully these balls must be handled. As a matter of fact he told us that a page of instructions went out with every purchase. While we were there we read the instructions. The balls must be held directly to the room in which they are going to live. It must be between 70 and 80 degrees, and they may not be opened for at least 24 hours. On the third day they may be taken out of the carton and exercised for about ten minutes. After you have followed this course of action for three days, you may play with them on the fourth day. They also tell you to be very careful to keep them out of drafts after they have been played hard. Otherwise, they may be ruined. It also says they must be used daily or they may show California and other differences. The point: the outline will give you some idea as to what to expect.

... JIM BOLLARD A GRAND-PA-

... When we stopped by at the office of Jim Bollard, and while talking from ear to ear, very much the proud grandpa. The baby, Belinda Lee, is the daughter of Misszept, and Mrs. Jim Ballard, and she tipped the scale at 9 pounds 9 ounces. Also ran into Gary Sinclair, who will be in for a while. Leonard Hicks should be arriving to Los Angeles in a few days, after conducting service school for Coin Machine Service in San Francisco for the past few weeks. Johnny Morris was very happy the Victor in the Victoriaville area. Another VIP was the manager of the new machine, Amie Aaddy, credit manager for the new machine, who came to town a few days in our town last week.

... GEORGE MURAOA SWINGS IN LAS VEGAS...

When we mean to say is George was swing his golf clubs while playing in a Vegas tourna-

...ment. When we asked what he shot, he quipped, "golf balls." Oh well, ask the silly question, get a silly answer. We noticed that the player piano had been sold, but George assures us that the next one is expected to arrive shortly. Also, as everyone seems to always know, there isn't a Valley to find. George says that he is all sold but he adds that his next shipment is on it's way. George is again haying over the possibility of re-

... FROM THE RECORD RACKS...

Buddy Robinson of California music reports that George Shearing was in visiting last week. The top selling sin-

tune this week are by two groups that have double sided hits. "I'm A Believer/Tou Stepping Stone" by the Monkees and "Let's Spend the Night Together/Ruby Tuesday" by the Rolling Stones. Both groups are also one and two respect-

... THE ARCADE SEASON IS NOW APPROACHING

**ALL THE FINE FEATURES YOU EXPECT FROM YOUR ULTIMATE BILLIARD EQUIPMENT.**

**FOR ALL OF YOUR VENDING, MUSIC AND AMUSEMENT REQUIREMENTS**

**BANNER SPECIALTY COMPANY**

**NEW IDEA!**

**CHICAGO COIN'S 6 PLAYER**

The Game that Can Command More than a Dime!

**SPARING IN THUMB HOLE!**

**WIDER PLAYFIELD**

Exclusive
Swivel Score Rock

5c-10c-25c Individual Coin Chutes
15c Play — $2 for 25c

(Also Available to 1tc Play)

**NEW LARGER CASHEX WITH REMOVABLE PARTS**

**6 WAYS TO PLAY**

**REGENT Series**

by Fischer

Model 101-C 101-157
Model 91-C 91-52
Model 86-C 86-44

Cash Box — February 11, 1967
New Game In Town

NEW YORK—Dick Greenberg (above) of Mike Munves Corp. gives an approving nod to one of the latest pieces of amusement equipment to arrive in the Munves Tenth Avenue showroom. It is the Vendex "New Game In Town," with a glass-covered top to prevent theft of balls—or hanky-panky—by the players. Joe Munves said the game is "sweeping Europe and breaking records here. It's compact, competitive, everything the operator wants."

Disposable Toothbrush Offered By Vendors

HOUSTON—An entirely new disposable toothbrush with its own built-in dentifrice has been announced for exclusive marketing through vending machines.

Developed by DuPont the nylon bristle brush is intended to fill a serious gap in the dental hygiene routine of people who find themselves away from home without their regular toothbrush and toothpaste. DuPont has coated the bristles with a water-soluble dentifrice which is activated when moistened to perform the normal cleansing and breath-sweetening functions of ordinary dentifrices. Each brush is individually packaged in a cellophane wrapper and may be thrown away after a single use.

In a unique marketing plan announced by Vendex International, Inc., Chicago, Texas, which has exclusive marketing rights on the new product, the brushes will be distributed only through compact coin-operated vending machines located in selected washrooms of clubs, restaurants, airports, motels. Vendex will select the locations to reach the greatest number of people who want to brush between meals and travelers who may have forgotten to pack their toothbrushes.

Vendex grants distributors are being established in each market to serve as local distributors for the handling of inventory and servicing of the machines. Distributors will pay each location a share of the profits of all sales, but the locations will not have to make any investment or assume any responsibility for servicing of the vending machines, company officials stated.

"We have found," said Monte Pendleton, president of Vendex International, Inc., "that over one-third of the public wants to brush after every meal. But most of us have found our toothbrush isn't handy. This DuPont developed brush can solve this problem—particularly on social occasions when brushing is more important."

R. H. Belam Dubbed Coin-A-Copy Overseas Agent

NEW YORK—Albert Simon, president of U.S. Billiards, Inc., has announced the appointment of the R.H. Belam Co. as exclusive export sales agent for the U.S. Coin-A-Copy photocopy machine. The appointment, which became official Jan. 1, 1967, grants Belam the authority to name all Coin-A-Copy distributors outside the continental United States and supervise all marketing plans on the coin-operated photocopyer throughout the foreign market.

The U.S. Coin-A-Copy was released to the domestic trade in October of 1966 by its manufacturer U.S. Billiards, Inc. Since that time, Albert Simon revealed an impressive list of locations where the unit is operating on a profit margin "far in excess of any copy machine currently on the market."

Simon's choice of Belam arose when a "flood of inquiries" came in to the Amityville factory from overseas expressing interest in operating the machine. "We needed a specialist for this market," Simon stated, and chose Belam on the basis of their experience and overseas contacts.

V.C. Haim, Belam's chief executive, advised last week that distributors have already been appointed by him in the European and Asian markets but added that many areas, including several European countries, remain open for a representative.

Haim's key salesmaker, Morris Nahum, is currently touring the South American countries promoting the Coin-A-Copy and the other equipment Belam handles. On his return in mid-February, Haim himself will embark on a month long world-wide sales-promotional tour from Asia to Europe on behalf of the photo unit and other Belam products.

Coin-A-Copy machines ordered by overseas distributors will be aligned for whatever operating standards required by the customer, Haim advised, including voltage and coinage requirements. These changes will be effected in the U.S. Billiards factory in Amityville before shipment. Delivery to overseas distributors will be "as fast as possible" after orders have been received, Haim declared.

"Our reputation for speedy delivery of quality merchandise stands behind this photocopy machine," Haim stated. "I know from my own experience that this machine not only can but will provide a tremendous new source of profits for operators the world over," he added.

Cash Box—February 11, 1967

WANT—BASEBALL, POOL, TABLES, Shuffleboard Scoring Units, Shuffleboards with coin, Ball games, Coin games, Arcade Equipment, Personal Music. Write: BERRY'S, 1300 N. 7th St., St. Louis, Mo.


NEW 45 RPM RECORDS, NO QUANTITY TOO SMALL, 78s and 45s, plus all foreign. Also over-run return 100% money back guarantee. Bulk or retail. Fax 1-800-455-0909. Transaction. We pay cash. SUTTON RECORD COMPANY, 1633 Northoff St., Ste. B, West Hollywood, CA 90028.


WANT: RECORDS, 45's, USED OR NEW, also LP stock of any quantity, will buy on steady basis. 1-800-233-4513. 42850, Redwood Ave., Broken Arrow, OK 74011.

NEED SERVICE ON YOUR REMOTE RADIOS, Arcades, Stereo Equipment, record changers, phonographs, back-graded music in Eastern Pennsylvania. For quote, call Tony (215) 266-9866 or 264-0914. GEO. KECK, 1251 W. Hillcrest, Allentown, PA 18103.

RECORD COMPANIES-WANT ACTION DISTRIBUTION & Precast, Send your latest releases to us. RESEARCH DISTRIBUTING CO., 2626 S. 11th, New York, N.Y. 10026.


WANT TO BUY USED AND NEW PINBALL MACHINES, Shoot-A-Line, Long Line, Fun-Off, Teco, Bally, Williams, Gottlieb, Jersey, Paper, Playland, 5 or 10 cent Arcades. GOOD, MINT, NOS and NIBs. Contact us, give us full details and your number of quantity you have to sell or pick up. CEREALL, 6360 B. D. O. BOX 284, KILLEEN, TEXAS.


NEW OR USED 45's NOT OVER 5 MONTHS OLD. We buy in quantity and pay cash. 124 east 83rd St., New York, N.Y. 10028.

WANT—YOUR USED 45 RPM RECORDS, single, 7" or 10" record labels: Capitol, Decca, Columbia, RCA Victor, Brunswick, Decca, 78 rpm and 45 rpm records. (718) 745-5942. REO, RECORDING, CALIFORNIA.

WANT: 45 RPM RECORDS, 1000s, 2500s, 5000s, 10,000s. Add-A-Ball Only. We also buy your unworking, broken, and unsold games. Inquiries welcome. HENDERSON AUTOMAT CO., 1431 5th Ave., N.W., Washington, D.C. 20007.

NEW FOR D'DEAVY! SIX VOLUME LIBRAS of 6,000 rattus classified one-liners, $5.00. Your copy at no charge. COMBS, 1424 Kentucky Ave., Box 27, E. PHILADELPHIA ST., YORK, PA.

CHICAGO RAY GUN $175.00, GOTTIEB TURF LITE $150.00, Bally's $250.00, Gottlieb's $200.00, Gottlieb's $250.00, Gottlieb's $200.00. CHICAGO MODEL 503. DODOSO, 912 8th St., PHILADELPHIA, PA 19134.

BEAUTY BOUNDARIES ON UP, CLEANED AND SHIPPED, 1000+ cards. 100s of pinballs, jukeboxes, slot machines,arcades, all in excellent condition. ORDER: PHONE: 617-664-7737.

FOR SALE: 10 POKER MACHINES, RESTORED, in original condition—Skeegame like new shape, new parts, all with warranty. All cards. The "Princess" bowling, KEELS VENDING COMPANY, Box 237, Saginaw, MI.

WANT: FOR SALE: 500+ cards, 100s of machines, used machines, wholesaling. Send self-addressed, stamped envelope. Phone: 5531, Nightline: 5938.

ACE LOCKS KEYED ALIKE, SEND LOCKS AND KEYS IN EACH ISSUE, prices less than 100. lists of 50 or more. RANDLE'S SOLDIER, PO. BOX 318, DES MOINES, IOWA 50304.

FOR SALE: ROCKOLA WALLOEBALE, $2450.00—$359.00 each, 2-5246—$1175.00 each, patio, outdoor, coin in place, working condition. Write: Budge, Western Distributing Co., 1226 SW 16th Ave Parkton, OR.

SEEBUR L.P. #248, ROCKOLA GRAND Prize and many others. Save Money—WriteGo, 1117 E. 42nd St., Cleveland, OH 44103.

POOL TABLES, NEW COIN-OP $7, 1500.00. 2500.00. Middle East, Write: J. S. Cole, 357 SOUTHWEST 2ND WEST LAKE CITY, ITHA (AREA 805) 359-1920.

FOR SALE: 25 ASSORTED NEW ALBUMS, $125.00. Our Catalogue New, we specialize in 45 RPM LP Albums—Mail order—Invest—Retail—Trade. We copy all albums, Send Check or Money Order—No Telephone. CATALOG—POST BOX: 9—ARCADIA, CA 91006.

OLDIES CATALOGUE—4 PAGES—2500 tittles with prices.—A must for dealers. ISSUES: 1, 2, 3, 4, 5, 6. $1.00. RECORD BENEVOLENT, 104 PACIFIC ST., AT LAFAYETTE, ATLANTIC CITY, NEW JERSEY 08401.

FOR SALE: SLOT MACHINE, ROUTE LAS VEGAS, NISSAN, $195.00. WILL CONSIDER COMMISSION. BARRETT COIN MACHINE CO., 227 ALTAL, DR., LAS VEGAS, NEVADA.

FOR SALE—PAPY SINGING—REDUCED—PHONE: 1-233-2610. 2-7110. Chicago Coin Superstore; KELLYS, PENN, 405, 1150 S. KANSAS AVE., PHILA., PA 19137. D. KELLY'S.

FOR SALE, UNITED SHUFFLES: CREST $375.00. Ultra 909. Mento $455. MOHAWK SKILL GAME, 125 WAGGERTOWN ROAD, SCOTIA, NY 12320.

MISC.
The Back Porch Majority—outtown U.S.A.—This Little Light of Mine—Epic 5-10129
The first tune will probably sound familiar; it was cut almost three years ago and popped up on many jukeboxes. The Back Porch Majority, one of the symphony-sited neo-choo-choo groups, have added a good Dixieland band plus some corn and a cheekful of tongue. “Southland” is a goodtime barrelhouse singalong. The flip is a reworking of an old spiritual that has seen reworked by many folk groups only this version has been reworked with rock backing; the group vocal owns a bow to the Mamas and Papas. Both sides come off well. Program in neighborhood locations.

Brook Benton
Shirley Scott
Keep The Faith, Baby—RCA 47-9105* /Impulse 45-255**

Both attempts to cash in on the adventures of you-know-who; the first is a straight commercial tune with a “Hey, Look Me Over” feeling—never write this one up that must keep in there pitchin’ and the old sun is bound to shine. Well, Shirley Scott, however, its deadly serious and sounds a little angry. Her instrumental is a creepin’ blues with the able Miss Scott on the Hammond organ. In case anyone should miss the point both she and a male comrade intone the title a couple of times. Program in R & B, symphonic college and Greenwich Village locations.

Tony Martin
Theme From “The Sand Pebbles”—Dunhill D-4073
Try some. Martin is in good voice, eminently suitable to jukeboxes, and the backing is that busy bang-boom Django, soaring violins and forty-odd female chorus sound that is made in “California for New York and Florida consumption—sort of like Jim Ameche in Minsky’s.

Jerry McCain
She’s Crazy ‘Bout Entertainers—Jewel 777

Hermione Gingold
I’ve Got The Rudy Vallee Blues/Does Your Chewing Gum Lose Its Flavor—Cameo C-482
The redoubtable Miss Gingold, with that wonderfully wheezy voice that sounds like a society matron who’s had too much schnaps at the charity ball, has a go at two goofy novelty tunes. The back-handed tribute to the Vagabond Lover has a doo-wacka-doo backing while the essay on chewing gum is a busy-baby side with halting chorus. Under the serial number on the label is the parenthetical remark “(We Think)!”. We think it’s good for laughs and dimes in a poppa’s-night-out tavern.

DIS-ADVANTAGES
The Brass Ring (Dunhill 4665)
EVERYBODY NEEDS SOMEBODY TO LOVE
Wilton Pickert (Atlantic 2381)
YOU GOT TO ME
Neil Diamond (Bang 540)
SUNRISE, SUNSET
Roger Williams (Kapp 801)
DADDY’S LITTLE GIRL
At Midnight (Capital 382)
GREEN GREEN GRASS OF HOME
Tom Jones (Parrot 4009)
RIDE RIDE RIDE
Brenda Lee (Decca 32079)
LET’S SPEND THE NIGHT TOGETHER/RUBY TUESDAY
Rolling Stones (London 904)
LADY
Jack Jones (Kapp 800)
LITTLE BLACK EGG
Nightcrawlers (Kapp 759)

TEN COMMANDMENTS
Prince Buster (Philips 49421)
INDESCIRABLY BLUE
Evel Presley (RCA Victor 47-9056)
I’LL TAKE CARE OF YOUR CARES
Frankie Laine (ABC-16891)
MUSIC TO WATCH GIRLS BY
Bob Crews Generation (Dunhill 229)
BRING IT UP
James Brown (King 6071)
HEY, LEROY, YOUR MAMA’S CALLING YOU
Jimmie Castle (Smash 2069)
TINY BUBBLES
Don Ho (Hapa 501)
WILD THING
Sonetor Bobby (Parkway P-1277 A)
GRIZZLY BEAR
Tommy Edwards (RCA Victor 9015)
WACK WACK
Young Half Trio (Brunswick 53505)

PICKS for PROGRAMMING

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

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