NARM Convention: An Education In Album Pricing (See Editorial) & Tape Cartridges • • • Chess: A Midwest Disk Center Near • Dealer Group Plans Return • Liberty Opens Indie Disk Co. In Germany • • • MOA Gathers In D.C.

BOBBY DARIN: GRAB BAG OF HIT DISK SOUNDS

March 18, 1967

Bobby Darin: Grab Bag of Hit Disk Sounds

Int'l Section
Begins Pg. 61
COLUMBIA PLUCKED
A SMASH SINGLE OUT OF
THE BYRDS’ HIT ALBUM—
BECAUSE PEOPLE
FROM COAST TO COAST
DEMANDED IT!

My Back Pages
c/w Renaissance Fair
4-44054

THE
BYRDS
Younger Than
Yesterday

Including:
So You Want To Be
A Rock ’N’ Roll Star
C.T.A.-102
Economics Of Show Business

A timely and urgent call for the record business to reevaluate its pricing of selected albums was a highlight of the keynote speech of CBS Records’ Clive Davis before last week’s gathering of NARM, the wholesalers association.

In its bare essentials, Davis’ philosophy boils down to the key phrase in economics: shows or motion pictures or a leading artist who is signed, at a price that justifies his status as a “star,” to appear “live” at a concert or night club. Consequently, these special attractions command higher admission prices. In Davis’ well-thought-out views, why don’t business principles that exist in other fields of show business apply to the record industry as well?

All areas of show business, Davis asserted, recognize the drawing power of certain attractions, whether they be in the form of expensive-to-mount musical shows or motion pictures or a leading artist who is signed, at a price that justifies his status as a “star,” to appear “live” at a concert or night club. Consequently, these special attractions command higher admission prices. In Davis’ well-thought-out views, why don’t business principles that exist in other fields of show business apply to the record industry as well?

Cast and soundtrack albums do not come cheaply, offering, Davis explains, not 2 or 3 hours of entertainment as in their original form, but “literally hundreds of hours of entertainment.” In these instances, the record label involved in these ventures needn’t rely on old pricing patterns to try and make their investments profitable.

And label “profits,” as Davis documented, have not been easy to come by. He pointed to a Harvard Business School study that showed that in 1964 manufacturers’ consolidated return on net worth was 3.8%. The report remarked that this profit level was not sufficient to “sustain a healthy industry for any decent period of time.” A 10-year growth in record sales of 224% (1955-66), in short, has resulted in what Dave Kapp once referred to as “profitless prosperity.”

Thus, price readjustment of selected recorded properties in line with demand and expenditures to produce them, a justified procedure in all other areas of entertainment, is supported by basic economic logic.

“Your Past is Not Your Future” was the title of Davis’ address. To relieve the great profit squeeze affliction, the business must weigh Davis’ words with great care—and act in the near future.
CONNIE FRANCIS
sings
TIME ALONE WILL TELL
(Non Pensare a Me)
b/w Born Free
K-13718

And time alone will tell
if this doesn't prove to be Connie's biggest single ever!
(After all, isn't that just what you'd expect when the First Lady of Song
sings the First Song of the San Remo Festival?
And backs it with an Oscar nominee!)
ELVIS SPECIAL PALM SUNDAY
NATIONWIDE HALF-HOUR
EASTER RADIO PROGRAM

Featuring SACRED SONGS
FROM HIS NEW
RCA VICTOR SACRED ALBUM
"HOW GREAT THOU ART"

HAPPY EASTER
ELVIS and the Colonel

ELVIS NOW APPEARING IN THE HAL WALLIS PRODUCTION "EASY COME, EASY GO," A PARAMOUNT PICTURE, AT YOUR FAVORITE THEATER.

Cash Box—March 18, 1967

6
Whole-Salers View Tape Cartridges
More Realistically At NARM Meet

HOLLYWOOD—The tape cartridge field got a thorough going over at two sessions devoted to "Merchandising the Tape Cartridge" at last week’s NARM convention.

The sum total of the barrage of statistics seemed to add up to 1 year—taking NARM tape discussion at last year’s meeting as the starting point—in which a systematic approach was replaced by fairly widespread commitment, and a more realistic, if uncertain attitude. It was also felt that the disk was secure as the major form of tape entertainment.

The first session was chaired by Amos Heilicher of the J. L. Marsh Co., who offered a general summary of the tape field, including characteristics of the cartridge and the problems of multiple distribution, an opener. But, it was an open-floor discussion, according to varied estimates of the sales ratio between 4 and 8 track product, the 8-track cartridge has gained considerable ground in recent months.

South Rubenstein, tape sales manager of Galerstein, San Francisco, one of the leading tape distributors in the north west, said that 4 vs. 8-track sales varied from area to area, but generally speaking was doing well in selling the Southern Calif. area. Glenn Becker noted that until Aug. of last year 4-track sales outdistanced 8-track.

A variety of disk sounds has spilled consistent success for Bobby Darin over the past 12 months. It started with his "Lonely Boy," and went on with such standout sides as Atlantic Records' "If I Were A Carpenter," which had sales of 500,000, and "Leavin’ You," a by-product of his single, "It's Not Unusual," which sold 350,000. Recently, Bobby returned from England after completing work on his seventh movie, "Stranger In The House," in which he stars with Geraldine Chaplin and James Mason. On March 23, he opens at the Copacabana in New York. Last year he returned to the club, after an absence of four years, with marked success. Darin's disk are now produced by Koppelman-Rubin.

Chess Developing $1.5 Million Recording Center At New Chi HQ

CHICAGO—A onetime boiler factory operation will be turned into a million "recording center of the mid-west." This is the goal of Chess Records, Inc., which recently moved its operations. Chess expects to keep humming with 60% of non-Chess membership, with a similar percentage for recording activity. Twenty-four singles pressings are made in 150,000 singles on an 8-hour shift, 375,000 over 24 hours. Sales of $700,000 and mailing of LP’s a day. The singles output will be three times greater than Chess’ pressing facilities in Chicago, according to Leon Schang, director of the Chess Press.

For a report that goes through sessions, dealing with the idea of a tape dealer who could be in the hands of a disk dealer in Chicago in four hours, claims Leon Schang, the head of the Chess operation, that the real money, it said, will be built at a cost of $150,000.

One Man Control

Marshall Chess, vp and foreign operations head, notes that one of the unique aspects of the self-sufficient label operation was the ability to sign a client to call a single person to initiate the production of any project. His control over the recording of his artists has helped Chess to keep an edge on the competition.

(Continued on page 42)

NARM’s Smooth L.A. Convention Educates & Entertains Guests

HOLLYWOOD—The smoothness acquired at eight previous conventions of the National Association of Records Merchandisers, the wholesalers as- sociation that holds the show, was evidenced at the Tropicana Hotel in Hollywood last week (6-9).

Comments by tradepresse who made up the 800 conventioneers indicated that the event proved highly educational in nature and had much done to "lift the business.

Major Davis Statement

The keynote speech of Clive Davis, vp and general manager of Columbia Records, evolved into a major state- ment on a NA for industry consumption, namely the adjustment of pricing on selected albums in line with more general profit squeeze within the music business (see editorial: "Economics of Show Business") and completed text of Davis speech on pg. 121. A 2-part session on the tape cartridge industry was also deemed enlightening (see separate story).

Booths Confident

One aspect of the confab centered on criticism of the NA. A frequently heard was that NARM's familiar person-to-person meetings. Tradepresse felt that the booth system tended to become a profit squeeze within the music business (see editorial: "Economics of Show Business") and completed text of Davis speech on pg. 121. A 2-part session on the tape cartridge industry was also deemed enlightening (see separate story).

Stanley Jaffe Is NARM’s New Prexy

HOLLYWOOD—Stanley Jaffe is the new president of NARM. Jaffe, former NARM vp, is head of Consolidated Record Dealers (C.R.D.), and a former president of the National Association of Records Merchandisers. Jaffe was treasurer of NAARM, said attempts have been made to "rebuild the NAARM" and "the National Association of Music Merchants" (N.A.M.M.) to spell out conditions under which NAARM would operate within the framework of the new by-laws. NAARM claims membership of about 500 dealers across the country.

(Continued on page 44)

NARM Award Winners

On Page 4

NARM Awards

Industry, adding that "the time has come for a reevaluation" to avoid what has developed into a "profligate prosperity.

Kintner Remarks

Earl Kintner (NARM General Counsel), in his introduction to Allen Siegal, noted that there are "remarkable legal technicalities which affect the record trade, and that the federal government will be increasingly interested in our industry under the anti-trust laws. But before any standardization of price is recommended to you it will be reviewed by the legal council of NARM."

Siegal Talk

Allen G. Siegal (Arent, Fox, Kintner, Plotkin & Kahn) spoke on "Handling Labor Relations in Your Business." Siegal’s remarks were formal (Continued on page 44)

Allied Artists Plans Label-Publishing Firm

HOLLYWOOD—Allied Artist Pictures is expected to have a disk-publishing setup in operation by April. Joe Gottfried, who will head the music wing, is currently negotiating a distribution agreement with a number of labels. Label will issue some Déjà vu productions, as well as a general line of albums. AA is up for an Academy Award for its film, "A Man & A Woman," which was released on the United Artists label and whose main-title has been widely recorded.

Godoy Exits TRO

NEW YORK—Happy Godoy has left his post as vp and general professional manager of The Richards Or- dination. Goday, associated with the music complex for the past seven years, said the parting was "amicable." He'll reveal his new association within 30 days, he said. While at Richards, he was associated in the exploitation of such Broadway scores as "Step The World," "Roar Of The Greasepaint," "Oliver!" "High Spirit," among others. He also worked with the band for the Decca label, conducted by Charles Aznavour. He was made a TRO vp last year. Goday was once associated, as vp, with Leeds Music.
<table>
<thead>
<tr>
<th>#</th>
<th>Title</th>
<th>Artist/Composer</th>
<th>Label</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Whole World is a Stage</td>
<td>Mylo, Maxine</td>
<td>BMG</td>
</tr>
<tr>
<td>2</td>
<td>Matlock &amp; Son</td>
<td>(Carolina—ASCAP)</td>
<td>Capitol</td>
</tr>
<tr>
<td>3</td>
<td>Break Out the Wine</td>
<td>Chubby Checker</td>
<td>Kapp</td>
</tr>
<tr>
<td>4</td>
<td>SO GOOD</td>
<td>Ray Charles</td>
<td>ABC 10901</td>
</tr>
<tr>
<td>5</td>
<td>Stormy Weather</td>
<td>Jeff Blackman</td>
<td>Capitol</td>
</tr>
<tr>
<td>6</td>
<td>MARRYIN' KIND OF LOVE</td>
<td>Lena Horne</td>
<td>Hollywood</td>
</tr>
<tr>
<td>7</td>
<td>IT'S A HAPPENING THING</td>
<td>Four Baltimore</td>
<td>Columbia</td>
</tr>
<tr>
<td>8</td>
<td>Baby Help Me</td>
<td>Vanity Fair</td>
<td>Mercury</td>
</tr>
<tr>
<td>9</td>
<td>Mr. Farmer</td>
<td>Percy Faith</td>
<td>Capitol</td>
</tr>
<tr>
<td>10</td>
<td>Pipe Dream</td>
<td>George Jones</td>
<td>RPM</td>
</tr>
<tr>
<td>11</td>
<td>I'LL GIVE YOU TIME</td>
<td>Harry Belafonte</td>
<td>RCA Victor</td>
</tr>
<tr>
<td>12</td>
<td>Just Like a Man</td>
<td>Eddie Mitchell</td>
<td>Capitol</td>
</tr>
<tr>
<td>13</td>
<td>I'll Try Anything</td>
<td>Dusty Springfield</td>
<td>Philips</td>
</tr>
<tr>
<td>14</td>
<td>Gonna Get Along Without You Now</td>
<td>Tito Lopez</td>
<td>Reprise</td>
</tr>
<tr>
<td>15</td>
<td>Yellow Balloon</td>
<td>Yellow Balloon</td>
<td>Capitol</td>
</tr>
<tr>
<td>16</td>
<td>Peek a Boo</td>
<td>New Yorkville Band</td>
<td>Fontana</td>
</tr>
<tr>
<td>17</td>
<td>Bittersweet</td>
<td>Richard &amp; Rabbie</td>
<td>Mercury</td>
</tr>
<tr>
<td>18</td>
<td>The Biggest Man</td>
<td>Tommy Hunt</td>
<td>Criteria</td>
</tr>
<tr>
<td>19</td>
<td>Here Comes My Baby</td>
<td>Solomon Brothers</td>
<td>Fontana</td>
</tr>
<tr>
<td>20</td>
<td>If You're Thinking What I'm Thinking</td>
<td>Steve Greene</td>
<td>Columbia</td>
</tr>
<tr>
<td>21</td>
<td>Walk Tall</td>
<td>Two Of Clubs</td>
<td>Fraternity</td>
</tr>
<tr>
<td>22</td>
<td>Summer Wine</td>
<td>Nancy Sinatra</td>
<td>Capitol</td>
</tr>
<tr>
<td>23</td>
<td>Excuse Me Dear Martha</td>
<td>Jackie Wilson</td>
<td>Mascot</td>
</tr>
<tr>
<td>24</td>
<td>Yellow Balloon</td>
<td>Jimmy &amp; Doris</td>
<td>Columbia</td>
</tr>
<tr>
<td>25</td>
<td>Everything Turned Blue</td>
<td>Billy Joe Royal</td>
<td>Columbia</td>
</tr>
<tr>
<td>26</td>
<td>Girl I Need You</td>
<td>Tennessee</td>
<td>BMI</td>
</tr>
<tr>
<td>27</td>
<td>The Jungle</td>
<td>(Nudie)</td>
<td>BMI</td>
</tr>
<tr>
<td>28</td>
<td>I Want to Talk About You</td>
<td>Ray Charles</td>
<td>ABC 10901</td>
</tr>
<tr>
<td>29</td>
<td>Blues Theme</td>
<td>(Bricks—BMI)</td>
<td>BMI</td>
</tr>
<tr>
<td>30</td>
<td>Breakin' Through</td>
<td>(Wise—BMI)</td>
<td>BMI</td>
</tr>
<tr>
<td>31</td>
<td>Black Olives</td>
<td>(Riverside City</td>
<td>BMI</td>
</tr>
<tr>
<td>32</td>
<td>Tightrope</td>
<td>(Vee—BMI)</td>
<td>BMI</td>
</tr>
<tr>
<td>33</td>
<td>Nothing Takes the Place of You</td>
<td>Tsawnta McCall</td>
<td>RSO</td>
</tr>
<tr>
<td>34</td>
<td>Riot on Sunset Strip</td>
<td>Standells</td>
<td>Tower</td>
</tr>
<tr>
<td>35</td>
<td>Live</td>
<td>Thirty Four La Jara</td>
<td>BMG</td>
</tr>
<tr>
<td>36</td>
<td>If I Only Had a Song to Sing</td>
<td>(Charm)</td>
<td>BMI</td>
</tr>
<tr>
<td>37</td>
<td>She Took You For a Ride</td>
<td>Alan Neville</td>
<td>BMI</td>
</tr>
<tr>
<td>38</td>
<td>Fraulein</td>
<td>Vicky Davis</td>
<td>BMI</td>
</tr>
<tr>
<td>39</td>
<td>Animal Crackers</td>
<td>(In Cellulophane Boxes)</td>
<td>BMI</td>
</tr>
<tr>
<td>40</td>
<td>Chantilly Lace</td>
<td>(Starday—BMI)</td>
<td>BMI</td>
</tr>
<tr>
<td>41</td>
<td>Time Waits for No One</td>
<td>(Texan—BMI)</td>
<td>BMI</td>
</tr>
<tr>
<td>42</td>
<td>Give It to Me</td>
<td>(Tiptop—BMI)</td>
<td>BMI</td>
</tr>
<tr>
<td>43</td>
<td>HiP-Hug-Her</td>
<td>(Four—BMI)</td>
<td>BMI</td>
</tr>
<tr>
<td>44</td>
<td>Hold Me, Touch Me, Kiss Me</td>
<td>(Nap—BMI)</td>
<td>BMI</td>
</tr>
<tr>
<td>45</td>
<td>Hang On to Me</td>
<td>(Soul—BMI)</td>
<td>BMI</td>
</tr>
<tr>
<td>46</td>
<td>Here, There &amp; Everywhere</td>
<td>(Capitol—ACAP)</td>
<td>BMI</td>
</tr>
<tr>
<td>47</td>
<td>Somebody to Love</td>
<td>(Tiptop—BMI)</td>
<td>BMI</td>
</tr>
<tr>
<td>48</td>
<td>It Must Be Love</td>
<td>(Gamble, Huff—BMI)</td>
<td>BMI</td>
</tr>
<tr>
<td>49</td>
<td>Do the Thing</td>
<td>(Breez-—BMI)</td>
<td>BMI</td>
</tr>
<tr>
<td>50</td>
<td>Persecution Smith</td>
<td>Bob Seagirt</td>
<td>BMI</td>
</tr>
</tbody>
</table>
Good as Gold!
Every record by The Monkees has topped the million mark! This one's next!
“A LITTLE BIT ME, A LITTLE BIT YOU”
“THE GIRL I KNEW SOMEWHERE”
#1004
A survey of key radio stations in all important markets throughout the country to determine by percentage of those reporting which releases are being added to station play lists this week for the first time and also the degree of concentration combining previous reports. Percentage figures on left indicate how many of the stations reporting this week have added the following titles to their play list for the first time. Percentage figures on right include total from left plus the percentage title received in prior week or weeks. (SURVEY COMPLETED TO MARCH 8, 1967)

<table>
<thead>
<tr>
<th>% OF STATIONS ADDING TITLES TO PROG. SCHED. THIS WEEK</th>
<th>TITLE</th>
<th>ARTIST</th>
<th>LABEL</th>
<th>TOTAL % OF STATIONS TO HAVE ADDED TITLES TO PROG. SCHED. TO DATE</th>
</tr>
</thead>
<tbody>
<tr>
<td>60%</td>
<td>Somethin' Stupid—Frank &amp; Nancy Sinatra—Reprise</td>
<td>79%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>42%</td>
<td>Sweet Soul Music—Arthur Conley—Atco</td>
<td>73%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>38%</td>
<td>At The Zoo—Simon &amp; Garfunkel—Columbia</td>
<td>58%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>35%</td>
<td>What A Woman In Love Won't Do—Sandy Posey—MGM</td>
<td>70%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>33%</td>
<td>Walking In The Sunshine—Roger Miller—Smash</td>
<td>33%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>31%</td>
<td>Tell It To My Face—Keith—Mercury</td>
<td>61%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>30%</td>
<td>Don't You Care—Buckingham—Columbia</td>
<td>30%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>29%</td>
<td>I'll Try Anything—Dusty Springfield—Philips</td>
<td>29%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>28%</td>
<td>With This Ring—Platters—Musicor</td>
<td>94%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>27%</td>
<td>When I Give Her All The Love I've Got—Jimmy Ruffin—Soul</td>
<td>27%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>26%</td>
<td>A Little Bit Of Me, A Little Bit Of You—Monkees—Colgems</td>
<td>26%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>25%</td>
<td>For He's A Jolly Good Fellow—Bobby Vinton—Epic</td>
<td>52%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>24%</td>
<td>Oh That's Good, No That's Bad—Sam The Sham &amp; Pharaohs—MGM</td>
<td>24%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>23%</td>
<td>Sing Along With Me—Tommy Roe—ABC</td>
<td>39%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>22%</td>
<td>Bernadette—4 Tops—Motown</td>
<td>94%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>21%</td>
<td>Sunday For Tea—Peter &amp; Gordon—Capitol</td>
<td>21%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>20%</td>
<td>Western Union—5 Americans—Abnak</td>
<td>98%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>19%</td>
<td>The losers (With A Broken Heart)—Gary Lewis—Liberty</td>
<td>96%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>18%</td>
<td>I Never Loved A Man (The Way I Love You)—Aretha Franklin—Atlantic</td>
<td>96%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>17%</td>
<td>Detroit City—Tom Jones—Parrot</td>
<td>89%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>16%</td>
<td>Travelin' Man—Stevie Wonder—Tamla</td>
<td>86%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>15%</td>
<td>Friday On My Mind—Easybeats—U.A.</td>
<td>15%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>14%</td>
<td>Dry Your Eyes—Brenda &amp; Tabulations—Dionn</td>
<td>74%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>13%</td>
<td>Excuse Me Dear Martha—Pozo Seco Singers—Columbia</td>
<td>31%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>12%</td>
<td>After The Ball—Bob Crewe—DynoVoice</td>
<td>37%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>11%</td>
<td>Postcard From Jamaica—Sopwith &quot;Camel&quot;—Kama Sutra</td>
<td>11%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>10%</td>
<td>Mercy, Mercy, Mercy—Marlene Shaw—Cadet</td>
<td>10%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>10%</td>
<td>Pipe Dream—Blues Magoos—Mercury</td>
<td>10%</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

**LESS THAN 10% BUT MORE THAN 5%**

<table>
<thead>
<tr>
<th>Total % To Date</th>
<th>There's A Chance We Can Make It—Blues Magoos (Mercury)</th>
<th>32%</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>She Took You For A Ride—Aaron Neville (Porta)</td>
<td>9%</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Title</th>
<th>Artist</th>
<th>Label</th>
<th>% To Date</th>
</tr>
</thead>
<tbody>
<tr>
<td>Girl I Need You Artistics</td>
<td>9%</td>
<td>Brunswick</td>
<td></td>
</tr>
<tr>
<td>You Always Hurry Me Inspirations</td>
<td>68%</td>
<td>ABC</td>
<td></td>
</tr>
<tr>
<td>Touch Me Hold Me, Kiss Me Inspirations</td>
<td>18%</td>
<td>Black Pearl</td>
<td></td>
</tr>
<tr>
<td>You've Got To Know Kit Kats—Stephanie</td>
<td>17%</td>
<td>Jamaic</td>
<td></td>
</tr>
<tr>
<td>On A Carousel—Hollies—Imperial</td>
<td>16%</td>
<td>Imperial</td>
<td></td>
</tr>
</tbody>
</table>
YOUR PART IS NOT YOUR FUTURE
NARM Convention Keynote Address

Los Angeles, California—March 6, 1967

It is a wonderful honor for me to have been invited here to speak before you, Mr. President and gentlemen members of the NARM. I look out there among you and see as many faces as in any other room. I can see the craftsman, the small businessman, the professional, the retailer, the one who will become household names, cultivating the soil, and mixing and mingling all together so that the public can spend its leisure time with music. There are the record retailers who reside in the record store, and there are the record enthusiasts who live in the record store. We have the perception to stick with certain records and to love them so much that those of them by tenacious persistence. Then, of course, there are the performers, the record merchants, without whose market NARM would have no meaning. We have the vast business that constitutes the record industry today. You are all so much to NARM which has provided a forum for us to communicate.

The record industry stands today. Although I have been speaking of it for almost ten years, it is my fifth NARM Conference. Fortunately, for me, there were no problems in earlier, chaotic times.

The industry is growing, it is growing at quite a rate, and it is growing for all the right reasons. A greater understanding began to take place on the problem of the problem of the other and to seek solutions to the problems of the other.

At any rate, I am here today to make the problems of the men, who are so very easy.

Today, I am here to speak to you about the future of the music industry. I am here to tell you that the industry is growing, and it is growing for all the right reasons.

The record industry is growing for all the right reasons.

Harpford Report

In 1964, record manufacturers engaged the Harvard University business faculty to make a study of their financial condition. The faculty conducted surveys of various companies, and the results were compiled in the first report, which was published in 1965. The report was very comprehensive, and it included a detailed analysis of the industry. The report was well-received, and it was still being used as a reference by the industry at the time of the meeting.

The report was published in 1964, and it was the first of its kind. The report was very comprehensive, and it included a detailed analysis of the industry. The report was well-received, and it was still being used as a reference by the industry at the time of the meeting.

Fresh Approach to New Problems

Franke, at Columbia Records, we are trying to break through the old thinking, the old stereotypes, the old prejudices, those that have not yet been solved by preceding profit motive to take new ideas, for a new approach. We are doing so, but we are not alone. There are many others who are doing the same thing.

We are making the attempt to confronted the problems of the music industry with the same understanding and knowledge that the future of the music industry is growing for all the right reasons.

Retailers

In the last few years, we have seen a tremendous increase in the number of retail outlets. This increase has been due to the growth of the music industry. The number of retail outlets has increased by 50% in the last five years, and this trend is expected to continue.

The number of retail outlets has increased by 50% in the last five years, and this trend is expected to continue.

MARKET SECTOR CHARTS

Cash Box—March 16, 1967

(Continued on page 29)
THE STATURE OF LIBERTY
4 TRACK AND 8 TRACK TAPE CARTRIDGES

EXCITING NEW RELEASES • FABULOUS CATALOG OF OVER 150 CARTRIDGES. TESTED AND QUALITY CONTROLLED FOR PEAK PERFORMANCE • THE SENSATIONAL "ALL STAR CUSTOM SERIES" • GREAT MERCHANDISING: EASEL DISPLAY/ATTRACTION COUNTER SUPPLEMENT/STATEMENT STUFFER/EYE-APPEALING AD AIDS
THE BEST SHAPE ENTERTAINMENT HAS EVER BEEN IN
**RECORD REVIEWS**

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

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

---

**Pick of the Week**

A LITTLE BIT ME, A LITTLE BIT YOU (2:35) [Screen Gems—Columbia BMI—Diamond]

THE GIRL I KNEW SOMEWHERE (2:32) [Screen Gems—Columbia BMI—Nesmith]

MONKIES (Colgems 1964)

The unprecedented success of the Monkees shows no signs of abating judging by this, which is not nearly as big a hit as the other. A sort of public relations activity, this will almost certainly be a top item.

MY BACK PAGES (2:30) [Witmark ASCAP—Dylan]

RENAISSANCE FAIR (1:56) [Tielpson BMI—Crosby, McGuinn]

BYRDS (Columbia 46054)

A Bob Dylan penned ditty, "My Back Pages" is an easy-going, rhythmic, flowing, folk-flavored rock outing that is a sure fire bet for air-play and should put the Byrds on the top of the charts. "Renaissance Fair" is a particularly groovy romp with a Renaissance flavor.

DONNA GIVE HER ALL THE LOVE I'VE GOT (2:39) [Jobete BMI—Strong, Whitefield]

JIMMY RUFFIN (Soul 50082)

Jimmy Ruffin could find himself headlining for the top of the charts with "Gonna Give Her All The Love I've Got." He's a husky-voiced venture with a strong driving feeling and blues-slanted approach. No information available on the flip side at this time.

YOU GOT WHAT IT TAKES (2:50) [Fideltiy, BMI—Gordy, Carlo, Gordy]

DOCTOR RHYTHM (2:40) [Branston BMI—Clark, Smith]

DAVE CLARK FIVE (Epic 1014)

This newie could very well be the biggest thing in a long while for the D.C. 5. An updating of the white-black Lloyd Price smash, this mixture of Detroit and Liverpool from the quietest could put the boys back at the top. "Doctor Rhythm" is a moving, wounding danceable.

MUSIC TO WATCH GIRLS BY (2:32) [S.C.P., ASCAP—Velasco, Ramin]

THE FACE I LOVE (1:56) [Janero, Barnaby, ASCAP—Gilbert, Valle, Valle]

ANDY WILLIAMS (Columbia 46065)

A quick-stopping, up-beat, up-tempo, brassy, driving ditty from singer Andy Williams. The side is called "Music To Watch Girls By" and should offer hours of enjoyment. "The Face I Love" fills the flip with lyrical, lulling sounds for the romance minded.

I'M A MAN (2:28) [Essex ASCAP—Miller, Winwood]

CANT GET ENOUGH OF IT (3:42) [Essex ASCAP—Miller, Winwood]

SPENCER DAVIS GROUP (United Artists 5014)

The Spencer Davis Group should have a quick trip to the top regions of the charts with this thumping, driving, walling, powerhouse called, "I'm A Man." The side is marked by a far-away, mellow sort of choral backing at various points. On the flip, "Can't Get Enough Of It," holds more of the same.

GET ME TO THE WORLD ON TIME (2:30) [Pomona, BMI—Tucker, Jones]

ARE YOU LOVIN' ME MORE (Enjoyin' It Less) (2:21) [Pomona, BMI—Tucker, Manta]

ELECTRIC FRUNES (Reprise 0664)

The Electric Frunes, who "Had Too Much To Dream Last Night," break out on this deck with a frantic, psyche-searing workout called "Get Me To The World On Time." The wild, uninhibited lid should chalk up lots of points with the kids. "Are You Lovin' Me More (But Enjoyin' It Less)" is a similar outing.

---

**Pick of the Week**

CLOSE YOUR EYES (2:34) [Tideland, BMI]

I WILL WATCH OVER YOU (2:49) [Kapralik, Petrerna, ASCAP]

PEACHES & HERB (Date 382)

After scoring chart points with "Let's Fall In Love," Peaches and Herb dig way back into rockdom's past for this winning selection of "Close Your Eyes." The former Five Keys biggie of the '60s should do equally well for Peaches & Herb in the disc. "I Will Watch Over You" is a sweet romancer.

THE PROPER THING TO DO (2:02) [Chappell, ASCAP—Haber]

TIEE HEE HEE (My Life Seems Different Now) (2:34) [January, BMI—Whitman]

T-BONES (Liberty 55651)

The T-Bones have been cold for a spell, but threaten to stir up some fire with their latest offering, "The Proper Thing To Do." Although generally known as an instrumental group, the boys offer a real good vocal here, making this a strong chart contender. Flip is an unadulterated near-Eastern type item called "Tiee HEE HEE (My Life Seems Different Now)."

THE WISHING DOLL (2:36) [United Artists, ASCAP—David, Bernstein]

WHERE DOES THE SUN GO (3:15) [Metric, BMI—Deshannon]

JACKIE DESSHANON (Imperial 66236)

This latest effort from Jackie DeShannon is a strong contender for lots of air play and sales. "The Wishing Doll" is a bluesy, rhythmic, lonely, reflective ballad for the romance inclined. On the back, "Where Does The Sun Go," is a lushly-eked thumping ditty that should also please.

TURN THE WORLD AROUND THE OTHER WAY (2:37) [Fingerlake, BMI—Peters]

I CAN'T WAIT ANY LONGER (2:46) [Streetcar, BMI—Taylor]

BIG MAYBELLE (Rojac 115)

Big Maybelle stands a good chance to spread her following even farther with this strong, pulsating, rhythmic, heavily orchestrated R&B ballad, "Turn The World Around The Other Way." Over on the other side, "I Can't Wait Any Longer" holds more of the same.

MERRY-GO-ROUND (2:18) Windfall ASCAP—Pappalardi, Collins]

FOOLIN' AROUND (THE WALTZ) (2:50) [Whitford BMI—Young]

YOUNGBLOODS (RCA Victor 9142)

A freaky, up-beat, rhythmic, ditty-of-the-times-type offering from the Youngbloods, this one is called "Merry-Go-Round and should expand the group's already growing following. The side is accentuated by a child-like feeling. More good sounds on the back with the folky "Foolin' Around."

DEAD END STREET MONOLOGUE (1:27) [[Rawls]]

DEAD END STREET (2:10) [Raw Lou, Beechwood BMI—Axelrod, Raleigh]

YES IT HURTS—DOESN'T IT (2:07) [Wertz BMI—Raleigh, Barnum]

LOU RAWLS (Capitol 5869)

Combining an introductory monologue with a strong, medium-paced, thumping, big-city type blues, this "Dead End Street" deck should get plenty of wide-range air-play resulting in plenty of sales. "Yes It Hurts Doesn't It" is another soulful Blues outing.

NOTHING LIKE BEING IN LOVE (2:00) [Jalynne, BRC, BMI—Tarlton]

WRAPPED, TIED AND TANGLED (1:58) [Jalynne, BRC, BMI—Tarlton]

LAVERNIE BAKER (Brunswick 53311)

LaVernie Baker may well have a fast rising chart item under her with this pulsating, up-beat, driving, swinging ditty that says there's "Nothing Like Being In Love." Over on the back, "Wrapped, Tied And Tangled" offers more goodies from the same bag.

Cash Box—March 18, 1967
THE WHO

Pick a Dilly!
The Original No. 1 Recording
Direct from London Town

"HAPPY JACK"

DECCA 32114
**Record Reviews**

- **Best Bet B+ very good B good C+ fair C mediocre**

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

### Pick of the Week

**DAY TRIPPER** (2:38) [McLennan, BMI—Lennon, McCartney]

*A GOOD THING (Is Hard To Come By)* (2:13)

TAMIKO JONES & HERBIE MANN (Atlantic 3292)

The team of Tamiko Jones and Herbie Mann has come up with another groovy outing, which may be the one to see chart action for the pair. This time they offer an easy-swinging jazz treatment of the Beatles white-lack biggie. "A Good Thing (Is Hard To Come By)" is another cool jazzer.

**HAPPY JACK** (2:14) [Essex, ASCAP—Townshend]

**WHISKEY MAN** (2:57) [Essex, ASCAP—Entwistle]

WHO (Decca 32114)

Once again the Who are on the scene with an item that could break them into the scene in the States. Red-hot in England, this Who offering, called "Happy Jack," is a strong sound well worth hearing. "Whiskey Man" is a swinging, easy-paced teen rocker.

### Newcomer Picks

**FIRST TIME, LAST TIME** (2:45) [Boyle, ASCAP—Melder]

**TWO O'CLOCK MORNING** (2:16) [Treadale, BMI—Tani, Hendricks, Olson]

**LAMP OF CHILDHOOD** (Dunhill 4663)

The Lamp Of Childhood will cast a lot of light on the rock scene with this groovy, folk-influenced, haunting, reflective, mellow, gentle, medium-paced, ballad romance aptly titled "First Time, Last Time." Side is backed with an up-beat Blues venture called "Two O'Clock Morning" that should also get its share of spins.

**WHO'S THE BIRD** (2:07) [Kangaroo, BMI—Young]

**A GIRL'S IMAGINATION** (2:39) [Kangaroo, BMI—Young]

**SQUIRRELS** (RCA Victor 9127)

The Squirrels stand a good chance to break out, chart-wise, with this Victor stand called "Who's The Bird." The boys offer a soft, easy-swinging ditty with a cute Liverpool sound that may catch on. Flip, "A Girl's Imagination," is an appealing soffity that could also do it.

**LOVE DON'T LET ME DOWN** (2:22)

[Kama Sutra/RCA Victor BMI—Andreas-Palm—Domino—Bloom]

**WHERE IS THE WOMAN** (1:58) [Kama Sutra, BMI—Linde—Bloom]

**BOBBY BLOOM** (Kama Sutra 223)

Top 40 programmers should give a few spins to newcomer Bobby Bloom and his outing called "Love Don't Let Me Down." Chanter offers a strong, throbbing rocker that may be a biggie with the buyers. Looks good. "Where Is The Woman" is a lowdown mowzer.

**IT JUST WON'T BE THAT WAY** (2:20)

[Tender Tunes, Elmwin, BMI—Ryan]

**EVERYBODY'S GOT TO BE ALONE SOME TIME** (2:15)

[Urg, BMI—Talbot, Pankon, Schneider]

**GURUS** (United Artists 50140)

The Gurus didn't make it first time out, but could very well do it with their latest UA offering, called "It Just Won't Be That Way." The crew offers a frantic, high-powered teen stanza that could be the one to propel them chartward. "Everybody's Got To Be Alone Some Time" is a wailing, Eastern-flavored item.

**NON PENSARE A ME** (2:51) [Chappell, ASCAP—Testa, Sclorilli]

**VITA** (2:57) [Unart, BMI—Bertus, Balsame]

**IVA ZANICCHI** (UA Int'l 2801)

The UA International label debuts with the San Remo Festival winner as handled by Iva Zanichchi (who performed the song at San Remo) and hopes to score similar success with the song on the American scene. A potent, feelingful ballad, this one could do nicely here. "Vita" is another appealing ballad.

### Newcomer Picks

**SOMEBODY TO LOVE** (2:54) [Copper Penny, BMI—Slick]

**SHE HAS FUNNY CARS** (3:03) [Jefferson Airplane, BMI—Raukonen, Ballin]

**JEFFERSON AIRPLANE** (RCA Victor 9140)

The Jefferson Airplane is off and flying high above the clouds once again with this bright, pulsating, rhythmic, sometimes-frenetic, funky rock outing called "Somebody To Love." "She Has Funny Cars" puts more grooviness sounds on the back. Deck should get spins and sales aplenty.

**PERSECUTION SMITH** [Gear, ASCAP—Seger]

**CHAIN SMOKIN'** [Gear, ASCAP—Seger]

**BOB SINGER AND LAST HEARD** (Comeco 465)

Bob Seger and the Last Heard may well be on the way up the charts, riding on this up-beat, frantic, driving, frenetic, protesty, message-like effort about someone named "Persecution Smith." "Chain Smokin'" on the back is a shuffling, bluesy ditty.

**I CHERISH YOUR PRECIOUS LOVE** (2:33) [Mirby, BMI—Prayle]

**CAN'T GET TOO MUCH LOVE** (2:35) [Mirby, BMI—Prayle]

**JOHNNY PRAYLE** (Sidewalk 911)

Here's a self-penned deck that could be the beginning of big things for Johnny Prayle. Side to watch, "I Cherish Your Precious Love," is a smooth, steady-moving R&B'fer that could turn into a healthy sales item. "Can't Get Too Much Of Your Love" is a thumping goodie.

**THE WHOLE WIDE WORLD IS WATCHING US** (2:34)

[Arch, ASCAP—Gold, Brooks]

**THROUGH THE EYE OF A NEEDLE** (2:40)

[Blue Sea, Jao, ASCAP—Buchanach, David]

**DONNA MARIE** (Columbia 44015)

Newcomer Donna Marie may have a high riding chart bound vehicle in "The Whole Wide World Is Watching Us." The side is a melodic, thumping, heavily orchestrated, ballad for the romance minded. "Through The Eye Of A Needle," on the back is a more subdued venture in the same vein.

**MY GIRL, JOSEPHINE** (1:59) [Travis, BMI—Domino, Bartholomew]

**FIVE MILES FROM HOME** (2:55) [Aucof-Rose, BMI—Lewberry]

**JERRY JAYE** (H 2120)

The old fats Domino rocker, "My Girl, Josephine," gets an excellent revamping in the hands of Jerry Jaye. The old rocker still has its same infectiousness, and even may have enough spark to revive the Twist. "Five Miles From Home" is a lonely-sounding, country-flavored sanga.

**YOU'RE DYING BOY, DYING** (Without My Love) (2:35)

[Shelby Singleton, BMI—Burch]

**DON'T PUSH ME TOO FAR** (2:35)

[Shelby Singleton, BMI—Nelson, Burch]

**SHERRY DENNING** (Mala 550)

Could be big sales in store for Sherry Denning and this "boots-y" outing called "You're Dying Boy, Dying (Without My Love)." Deck has a groovy sound that could send it zooming. "Don't Push Me Too Far" is a plaintive love ballad.

**NEW YORK'S MY HOME** (2:33) [Sea-Lark Enterprises, BMI—Kooper]

**MY VOICE, MY PIANO, AND MY FOOT** (5:30)

[Sea-Lark Enterprises, BMI—Kooper]

**AL KOOPER** (Aurora 161)

Al Kooper may be on a high ride to the top of the charts with this shuffling, reflective, blues-oriented, soft, gentle ditty called "New York's My Home," "My Voice, My Piano, And My Foot" fills the flip with bluesy oriental-sounded sounds.
“Lightning Strikes” again when Columbia re-unites the team that made it happen!

Lou Christie
and his smash debut
Columbia single
produced by Charles Calello
Shake Hands and Walk Away Cryin’
Escape 4-44062

Where Lou Christie is. On COLUMBIA RECORDS®

© Columbia Records. Reproduced in USA.
CONGRATULATE THEIR WINNERS!
1966 GRAMMY AWARDS

FRANK SINATRA (Artist) & JIMMY BOWEN (Producer)
RECORD OF THE YEAR
“STRANGERS IN THE NIGHT”

FRANK SINATRA (Artist) & SONNY BURKE (Producer)
ALBUM OF THE YEAR
“SINATRA: A MAN AND HIS MUSIC”

FRANK SINATRA
BEST VOCAL PERFORMANCE – MALE
“STRANGERS IN THE NIGHT”

THE ANITA KERR SINGERS
BEST PERFORMANCE BY A VOCAL GROUP
“A MAN AND A WOMAN”

BILL COSBY
BEST COMEDY PERFORMANCE
“WONDERFULNESS”

STAN CORNYN
BEST ALBUM NOTES
“SINATRA AT THE SANDS”

ERNIE FREEMAN
BEST ARRANGEMENT ACCOMPANYING A VOCALIST
“STRANGERS IN THE NIGHT”

EDDIE BRACKETT & LEE HERSCHBERG
BEST ENGINEERED RECORDING
“STRANGERS IN THE NIGHT”
NEW YORK:

Epic has come out with the 1967 San Francisco LP, "Silly Girls," by one of the top artists. They've moved a lot of pieces on the cover alone. The set features 12 tunes from the albums of 14 top artists. From the album "Do It Right" by Carole Valente on the Eden Roc in Miami Beach for a 3-week gig this week, Erroll Garner flew to Memphis after playing concerts in Carson's concert. Herb Alpert and the TJB have been coming through the city tonight with their two-night concerts in Vancouver, B.C. (at the Forum), Portland, Ore. (at the Coliseum), and in Seattle, Wash. (at the Coliseum). They will finish this unit, the Doors, opens at Ondine this week with "Break On Through," and a U.S. tour. WIBG-Philadelphia was very helpful in breaking the ABC album, "A Jazz Concert of the West," into the market. Peter, Paul and Young dropped by with Roy Battie to show us their latest package, "On the Move." The well-traveled folk trio was enjoying a quiet afternoon at the Plaza some time in Sept. or Oct. Peter, Paul and Mary are set for a pair of Carnegie Hall concerts. They will be returning from a concert tour of Japan.

ANGRY MEN

PETER, PAUL & MARY

Beekley

LARRY COREY, lead guitarist of the Free Spirits, is the guitarist on the new "Mr. Banana" which was written by Richard Davis, Archie Shepp, Ernie Hayes, and Arnie Lawrence are also featured. Al Cercere brought the Angry Men from New York from Rochester for recording dates. While here AI mentioned that Terry Pittiers is currently recording a 3-record set. The sessions are reportedly for "Sweet Soul Music," produced by Al Armano and featuring the album "Dunhill Records.

Venturing into the relatively uncharted fields of "joke rock," the Hardy-Worthick Plan is back with their second LP. It's called "Boston Soul." Beeverly is our East Coast Girl of the Week this week. She is a Londoner and records for Decca. Her big English disc is "Happy New Year," which was produced by Denay Carroll in association with TRO—the Essex Music Group in London. Lee Pincoo stopped by to info that Gil-Pincus current disc include: "World Of Clowns," Robert Goodlet on Columbia; "Have You Seen The One I Love Go By," Jerry Vale on Columbia; "Bobby Sings Of Love," Drye Carroll on Columbia; and "My Kind Of Guy," depthwise; and Regalia. Soon-to-be-released ditties from the papishe are: "Pineapple Markley Will Just Vanish," and "A Dot," "A Little Ray Of Sunshine," the Doodletown Pipers on Epic; the lovely waying of "Si, Si Senor" by jazz songstress Roberta Peck on Columbia.

Robert Peck is currently playing the Rainier King on the West Coast. Command's Lanny Lee stopped up to the Ramblings office to spread the word about his "Birthday Impact" charge. The LP is, according to the proclaimer, "The Best Birthday Present Ever!"

The Young Rascals have been chosen by WOR-FM, the city's latest entry into the pop radio format, to tape the first in a series of live concerts. The group will face the miles at the Scene (Steve Paul's W. 44th St. nightclub that's musicians and BMG owners). The group will be hosted by the stands and backed by the Cela. The air presentation will result in a full house of rascal music.

The Kapp Records, hosting Spanky and Our Gang on the Kapp label, have just announced that they are leaving the Toronto area. Eric Anderson will play the club from Mar. 20th to Apr. 1st.

Lester Collins notes that he has the title track from Marilyn Maye's "A Taste Of Honey" album.

Elektra's west coast rock hairs do in these troubled times when has been its cranium in the word - "In the can of -" and "You're Never Alone." The song was being played by a very fine group of players in the group that has been touring the country. They gave us three or four songs, and their harmonies were soft and warm, with a touch of the blues and taut, not with nerves of insecurity.

lts on Long Island and chances are she'll soon be cutting disks instead of hair - at her convenience. Lynn stands 5'5" and has eyes and reddish-blonde hair and she's lovely.

Bob Chaffin, Tower Records recording-composing talent, has joined Don Kent at the new Top 40 station in the talent division. Johnny Tillotson's next MGM LP, "If A Man Has To," is "Here I Am" - and here he was last week for a quick tour of the West. Capitol's Don Grieson reminds us that the Teddy Nesty 5, featuring Mike Kasbar of S.F.'s Dragon A-GO-Go, has its first single on the

- Must Believe Me -

Sergio Mendez named by the University of Miami year, the Man of the Year for 1966, a presentation given annually to a personality for his contribution to Latin music throughout the world. Epic has the "Jump" with the first instrumental Song Book of Monkies featuring Stephillings Golden Gate Strings, a local LP called "Bustard.

CHICAGO:

Staff Sergeant Barry Sadler made one of his local up-dates, telling us the Beret uniform, when he guested on the American Swingaround TV show (WBKB), performing, among others, his famed "Ballad Of The Green Beret" (RCA). Sadler is scheduled to be discharged in early spring. Local harriet Bariteau Blak took time from her busy nisery schedule to wax a new single, coupling "Why Don't You Believe Me" with "Love Me With All Your Heart" (Crytal). Personality Productions' Jean Bennett longitudinal tawed that the Platters, who have another biggie in "With This Ring," are also up-shots in the tour of military bases in Germany and France and will be sometime Central in Canada. Last Friday was moving day at Topper's Record Tower on N. and E. of downtown outlets in this area. New location is at 4601 S. Broadway, Afro Boots Randolph and his Yakety Sax had local trade busses in a toe-tapping mood during the Monument's recent star's recital in the Playboy Club here. Label prez Fred Kapp and local distrib Jimmy Martin and midwest promo Bob Rudolph hosted the affair. - Mitchell Miller is sitting in for vacationing Wally Phillips (3-18) on the latter's daily "Chicago Scene." Lewis Trio did a one-nighter at the Brumley Bush in Arlington Heights (6-G) at the new red New Century Six intro'd their new disc on the Art Bobo label. Atlantic's Andy Wickham's Group's current charter is "Love You So Much." Incidentally, dickery Joel Arner is passin' out erasers to us folks who continually mis-spell Sentar with a T. Here's word of Russ Robbins, of Directors Corp. management firm in Billings, and the Barque. The Barque, signed a Chess pact. Internationally, the Calendar for this week. Our condolences to WIND's Bruce Lee, on the death of his 10 yr. old daughter Theresa, who died of leukemia. - Danny O'Neill, whose on-camera dates file to the early days of Chicago television, has been named host of the "Youth In Action" daily program "One In A Million."
THE FIRST ALL-SPOONFUL SOUND TRACK!
The soon-to-be-most-requested album from the soon-to-be-most-talked-about motion picture!

SEVEN-ARTS PRODUCTIONS presents
A PHIL FELDMAN PRODUCTION

THE ORIGINAL SOUND TRACK ALBUM

you're a big boy now

Performed by

the lovin' spoonful

Music Composed by JOHN B. SEBASTIAN

KLP/KLPS-8058 ST

Also available on Ampex Tape


March 18, 1967
Gernhard Giving South Pop Music Emphasis

NEW YORK—A pop music-oriented music company in the South has been established by Phil Gernhard, producer of the smash novelty, "Snooky Vs. Red Baron," and its hit sequel, "Return Of The Red Baron." Raised in Sarasota, Florida, Gernhard received his B.S. in economics at the University of Tampa and is completing his final year at Stetson College of Law in St. Petersburg, says that the general emphasis in the South on the country sound has resulted in an "extreme paucity" of outlets for pop and talent and writers.

Gernhard has opened a full-time office while still in college, Gernhard Enterprises, in downtown St. Petersburg devoted completely to the pop music field. Assisting him are a full staff headed by the head of talent management division of the Gernhard firm, Charles Troxell, who handles the Royal Guardians as well as a local performing group, Noah's Ark.

In addition, Gernhard has published and produced the hit "Stay" by Maurice Williams on the new-defunct Herald label, and the copyright has since been recorded by the Dave Clark Five, The Four Seasons, etc., and in 1966 Phil published the hit "Double Shot (of My Darlin's Love)" by the Swinging Medallions on the Smash label.

Gernhard's publishing division, San Pablo Music/BMI has signed its exclusive writers: Dick Holler who co-wrote some hits with "The Red Baron" with Phil, and also John McCallough who, in conjunction with his brother James, co-writes and produces with Gernhard "Return Of The Red Baron." The phenomenon unsuccessful "Snooky Vs. The Red Baron" and its sequel was inspired by the dream sequence in the syndicated cartoon series and also by the release of the popular movie "The Blue Max."

Gernhard Enterprises is located at 6747 First Avenue South, St. Petersburg, Florida.

'Somethin' Stupid' Nancy & Frank Sinatra

WALKIN' IN THE SUNSHINE Roger Miller

OF THAT'S GOOD, NO THAT'S BAD Sam The Sham & Pharaohs

DON'T YOU CARE Buckinghams

WHEN I GIVE HER ALL THE LOVE I'VE GOT Jimmy Ruffin

NARA Intensifies School 'Drop-Out' Drive

NEW YORK—An intensified drive for greater radio participation in a school drop-out campaign is being under- taken by NARA, the disk and publishing association, which has taken on the music industry aspect of the drive.

The association will sponsor a 2-day seminar at Washington, D.C. later this month for sales directors and school radio deejays, and will hand out ideas around and obtain an "average reading" of deejays as to guidelines, programs and packages that can aid the program. Through the offices of the Vice President, Humphrey, the White House has enlisted the aid of NARA in the vital area of drop-outs, which was soon reach "critical proportions, according to Jon Massey of the Vice President's Office, who is working with NARA on the project.

One of the objectives of the new program is to get the label's record company to agree to the release to media of a "Don't Be A Drop Out" button. At concerts and radio appearances, the button brings up the subject to his audience.

While the Drop Out campaign falls under the general anti-poverty program of the Government, monies have yet to be appropriated for this purpose. Massey indicated that funds may be soon made available.

Monkees Got Gold Record For Newly-Issued Single

NEW YORK—RCA Victor Records has just announced that the Monkees have been awarded a gold record simultaneous with the release of their new Colgems single, "A Little Bit Me, A Little Bit You." This is the first time that a million dollar deal has been made for a Monkees record, as the group smashed the market with their smash hit single, "Last Train To Clarksville" (release August 16, 1966) the Monkees have sold over six million albums and nearly six million singles in the U.S.

"Mercy, Mercy, Mercy" S'OKeh

"Charlie" A Hit, So MGM Cuts It Again

NEW YORK—MGM Records was set to release the original cast LP last Fri. and Sat. of the new Off-Broadway hit, "You're A Good Man Charlie Brown." Steps were taken to publicize the show by Leo offering of the same name inspired the production. However, the "live" cast is different and more music and song by Clark Gerney have been added. The label expects to have the cassettes available within two weeks.

In the early 50's, Columbia Records re-released the "Pal Joey" set to lead a smash revival on Broadway. However, since the Columbia disk starred the pair who did the Broadway version (Vivienne Segal and Harold Lang) was the new recording was felt necessary. MGM's "charlie" is being produced by Bob Morgan, exec A&R director, and Herb Galewitz, A&R producer.

Veberg Names Nat. Sales Rep.

NEW YORK—Vanguard Records has just announced the appointment of Harry "Veberg" as the company's Nat. Sales Rep. Lewis, whose appointment is effective immediately, will visit dealers and distributors across the country.

Lewis began his career in the retail end of the music industry in 1944 with the Elaine Music Shop and gradually moved from the distribution side of the field. He has managed Record Producers, Inc., and was for 15 years a partner and manager of Stanley-Lewis Record Distributing Company of New York.

Cash Box—March 18, 1967
Catch the gold ring sound

with
"MERRY-GO-ROUND"
THE YOUNGBLOODS' new single c/w "Foolin' Around"
-9142
Burton Dinner Drive Moves Into Homestretch

NEW YORK—The dinner campaign launched recently by the group known as The Friends of Robert J. Burton, aimed at raising $100,000 for the establishment of a fellowship in copyright law at Columbia University, entered its final stages this week with reports indicating that the drive will go over the top. According to Morris Levy, president of Roulette Records and one of the organizers for the Burton dinner, an additional 22 tables were sold during the week to increase the aggregate fund by $11,000.

The dinner, net proceeds from which will go to the Columbia fund, will be held on Tuesday (21) in the Aerial Ballroom of the Hotel Americana, New York. Subscriptions are $50 per plate and $500 for a table of 10.

Levy also announced that both Tito Puente’s Latin band and Tommy James and the Shondells will be on hand to round out the entertainment. The two groups will alternate on the stand with Count Basie and his big band.

The Friends of Robert J. Burton organized a campaign late last year to establish a fellowship in memory of the late president of Broadcast Magazine. The well-known specialist in copyright law, a goal of $100,000 was set to permit the installation of a permanent, perpetuating fund, based on the annual interest realized. A sizeable sum of the fund was raised during the initial stages of the drive through private solicitation, and the dinner, now in progress, is designed to net the balance needed ($84,000) needed to conclude the drive (total $100,000). Of the balance remaining after the initial gifts, Levy said, about two-thirds had been pledged at the dinner in the form of subscriptions for tables.

The goal is to sell 1,000 seats at $50 each. This will permit a net gift after expenses of between $50,000 and $40,000 to the Burton fund. Among the new subscribers to the fund, New York's Radio station WNEW, which has taken a full table. Other stations are expected in the near future. Levy said that participation is being obtained from many segments of the industry.

The Burton dinner committee is comprised of, in addition to Levy, Barney Ales, Bob Austin, Hal Cook, Harry Bucolo, D'Império, Harry Fox, Bill Gallagher, Walter Hofer, Buddy Heyne, Phil Kahl, Don Kirshner, Larry Newton, Marty Ostrow, Howie Richmond, Sam Patino, on George Schiha, Charlie Schlang, and Mike Stewart.

Willie Smith Dies

LOS ANGELES—Willie Smith, one of the greatest alto saxophonists of the big band era of the nineteen-thirties and forties, died here on March 7. He was 58 years old.

Many critics considered Willie Smith, one of the greatest alto sax men of the nineteen-thirties, with James P. Johnson and Benny Carter. William McLeod Smith was born in Charleston, S.C., on Nov. 26, 1908. After leaving the clarinet when he was 10, he switched to saxophone. While a student at the Fisk University in Nashville he joined the Jimmie Lunceford band, which was formed at Fisk.

From 1930 to 1941 Smith played, sang, and did arrangements for the Lunceford band. After a brief stint with Charlie Spivak in 1942, he entered the Navy. He headed the jazz group that played at the Great Lakes Naval Training Station.

Smith won the Esquire Armed Services Award in 1945. An instrumentalist with a genuine flair, he joined the Harry James band. In 1945, he moved to the Billy May band, then toured with Jazz at the Philharmonic. In recent years he lived in California and played with the Harry James band.

The story is heard on many recordings, including "Jazz At The Philharmonic," "The Jazz Scene," several Harry James albums and "Jam Session."
The new Sweethearts of Soul single was forced out of their current blockbuster album by people who know a hit when they hear it.

'Close Your Eyes'

A Daedalus Production
Produced by David Kapralik and Ken Williams

Two dates to remember.

March 18, 1967
ple on you for to get the next Max Charles, Frank Sinatra or Nancy Wilson, there but say you have the necessary equipment. We believe, however, that you are an important part of the effort to bring the consumer to the store. We don’t want to have to fight you for accounts. We want to work with you. Let’s begin by laying out our expectations as the chain to the consumer. I ask you to accept the idea that the credit card is going to be used more at home as well to work, develop and grow together.

Recruitment Program
I have talked of price flexibility and variety in purchasing, but we could talk of representation and research and development work. None of these could exist without some of the vital elements of a strong operation that would be brought to bear on the record industry. The consumer, the person I would like to support, are the accounts that are the essence of NARM. I propose that we undertake a college recruitment program and bring the next generation of business men some of those bright and enthusiastic young people who, in numbers, is growing. never numbers, are graduating from this country’s colleges and universities. I hope at least to get some useful interest in and feel for music, business administration majors, who have been exposed to the modern methods and concepts of business administration, and those special from the college who are trained to use creative and the business brokers. You need people with an interest in the record business, not just in a job—people who can be exposed to leadership in important areas like product understanding, the most crucial part of the business. That way, you can provide to records. And it is the colleges that are training them. This is the major source of our recruitment and training. In fact, if the students who have graduated from these schools and from these schools are interested in the business, the result is a new tool.

My third suggestion follows a standard business practice of analyzing the economics of the business to take some of the profits you’ve earned and put them into university scholarships, in this case, to follow that simple basic principle. Put these profits into a university scholarship fund in order to help you in the cost reduction programs and projects that will make you competitive. It is a form of investment. I am sure that anyone who has invested in your own personal education would want you to. In terms of a certain amount, a certain number of dollars, I think the cost savings that are possible from the development of your personnel will be enough to pay this cost back to you and more. The record business has a number of advantages that can provide a competitive edge to all the businesses. The opportunity for you to be double sales per square inch. You draw in a large variety of people to your store, and in a variety of product and attract record buyers not just the individuals who buy an occasional record.

The VIBRATIONS “Pick Me”

CANNONBALL TO THE TOP—Cap-itol’s Cannonball Adderley was award- ed a plaque by WRL-New York deejay Rocky G (right) on the stage of Harlem’s Apollo Theatre for his sing- le “Mercy, Mercy, Mercy.” At the left is Capitol’s R&B promo man Bill Jameson.

PUBLISHING COMPANY WANTED
Interested in purchasing music publishing company.
Company must have standards in catalog. Please send full information to:

BOX 780; Cash Box
1780 Broadway
New York, N.Y. 10019

4. NARM Scholarships Awarded At Confab
HOLLYWOOD—Four scholarships of $100 each were awarded to children of employees of regular and associate members of NARM at an awards luncheon on Wednesday (6).

The awards enable the students to study in a school of their choice for careers in music or related music industry functions.

The winners included Barbara Brenner, daughter of a J. L. Marsh employee; Michael Wong, son of an electronic data processing employee at Caleecon; Gregory Rasmussen, son of a machine operator at Amberg File Co. and the son of a press operator at Columbia, Max N. Wol. These schol- arships were given in the memories of Harry Schwartz, and Ike Clayman.

PICKwick International also sponsored an award. A Walt Disney scholarship will also be conveyed to a graduate of the recently-issued LP from Disneyland Records containing music associated with films produced by the late showman.

Banner Head For NARM

HOLLYWOOD—“L.A. WELCOMES NARM” read the banner headline in the March 6, edition of the Los An- geles Times. Actually, it was a rather unobtrusive headline through regular stories appeared along with the NARM headline. Jack Schnyder of the merchandising dept. of Capitol Records, who is handling this special copy of the paper to be handed out at the Century Plaza Hotel, about 1000 copies were made up for delivery at the Association’s annual convention (morning (6), the start of the confab.)
Who put the kick in Nancy's 'Summer Wine'?

LEE BOOTS HAZLEWOOD

He wrote it.
He sings it with her.
And now he has his own way with

THEM GIRLS...
and THE GIRLS IN PARIS

K-13716

A double-hit single made for walkin' right up the charts!

Produced by Lee Hazlewood Productions

MGM Records

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

Cash Box—March 18, 1967
SCHRODER TO REP FOWLEY PUBLISHERS

NEW YORK—Aaron Schroder has made a deal with Kim Fowley, West Coast-based producer-publisher-writer, to represent administratively the total catalog of Kim Fowley Music and Living Legend Music. Fowley's two U.S. credits as songs have been "Popsicles And Icicles," by the Mummies, and "Alley Cat," by the Hollywood Arrows, an artist who have recorded Fowley compositions are The Seekers, Cat Stevens, and Manfred Mann. Living Legend Music has under contract Michael Lloyd, 17-year-old West Coast composer, who is already at work on two motion pictures.

POWLEY STATED that although administrative inquiries are to be made to Fowley's main office in New York City and its affiliated offices throughout the world, he is still maintaining offices at 6000 Sunset Boulevard, Hollywood, California. Fowley's staff writers also include Jimmy Greenpoon, Sean McLeod, and Buddy Walters. The Fowley group of companies also works closely with writers on a non-exclusive basis and has songs in its catalog by Danny Hutton, the Sunnys, and Paul Reveré & the Raiders.

Fowley stated that the company will be made to Fowley's main office in New York City and its affiliated offices throughout the world, he is still maintaining offices at 6000 Sunset Boulevard, Hollywood, California. Fowley's staff writers also include Jimmy Greenpoon, Sean McLeod, and Buddy Walters. The Fowley group of companies also works closely with writers on a non-exclusive basis and has songs in its catalog by Danny Hutton, the Sunnys, and Paul Reveré & the Raiders.

IT'S A GIRL FOR THE FRIEDENBERGS

NEW YORK—Dick Friedenberg of the Columbia Record Club's A&R dept. happily reports that his wife gave birth to a girl, Lisa Joy, on Saturday, Feb. 25.

DIAMOND IN PRODUCT DEAL WITH NILLES, PASSMAN

NEW YORK—Diamond Records has extended its master production deal with Duke Niles and Ray Passman for the release of masters by the folk-rock team of Joe and Lydia.

SINGING DUO is composed of Lydia Wood and Joe Passman. Licensed singer-writer whose songs have been recorded by such artists as Judy Collins and the Serendipity Singers.

Her partner, Joe Spaulding, halls from first release and will be Bobby Kline's and blues/jazz background.

First record by Joe and Lydia, just released, "Dance Till You Drop, Fall Off" b/w "Wait For Your Love," both tunes clefted by Lydia Wood.

MB RECORDS APPOINTS TEN DISTRIBUTORS

NEW YORK—Miriam Blosten, MB Records vice president, has reported the appointment of ten distributors with new home in the near future. The following distributors will be carrying the MB label and its subsidiary, Down East Records: Beta (New York), Schwartz Brothers (Washington, D.C.), Tone Records (Miami), Southland (Atlanta), DuMont (Boston), Roberts (St. Louis), Essentials (Los Angeles), V.P. and P. (Charlotte), Universal (Philadelphia) and Fenway (Pittsburgh).

Mrs. Blosten also announces that the next release will be Bobby Kline's "Say Something Nice To Me," written by Winfield Scott, on the Down East label. The Kline release will ship March 20.

CAPITOL M & E DIV. IN REALIGNMENT

HOLLYWOOD — George R. Jones, vice president and head of the Manufacturing & Engineering Division of Capitol Records, has announced the following organizational changes: Carl Nelson, Jr., has been assigned to the newly-created position of director of development engineering. In his new position Nelson will be responsible for the development of advanced sound recording and reproduction techniques and the design of related manufacturing equipment.

William L. Robinson, director of the Hollywood Recording Studio, will assume the position of director of electronic engineering with responsibility for the direction of the electronic engineering department, involving support engineering for recording, quality control, and manufacturing.

Peter Dent, a CBS engineering employee since 1951, will become director of recording in Hollywood.

John F. Kraus will replace Dent as night recording supervisor for the Hollywood Recording Studio.

Poll Krutschnitt has been appointed administrative services engineer and will provide administrative services for all engineering and recording locations within the division, including the coordination of expense Capitol budget planning and control.

Martin Getzler has announced the formation of a new year M & E division employee, has been appointed quality control engineer and will report to Jones.

BIG A LABEL FORMED

NEW YORK — Aubrey Mayhew, president of Little Darlin' Records, has announced the formation of his pop label to be known as Big A. Big A will be distributed both through the new Dot distributing organization and independent distributors. Big A's first artist will be Johnny Paycheck who, although a consistent chart rider in the C&W field, will be making his debut in the pop field with the new Big A label. Paycheck will now record for both Little Darlin' for the country field and Big A for the pop field.

Dot's first release for Big A will be "Nothing Lasts Forever" published by MusicMusicMusic. Big A will "live MusicMusicMusic" equal billing on the label beginning with Paycheck's new release. In addition to "Nothing Lasts Forever's" unique label, the disk will be mailed in a special promotion envelope featuring Johnny Paycheck's photograph prepared by Big A. The single is currently being shipped to dealers throughout the country.

UNIVERSAL PRODUCERS GROUP OPENS NEW YORK OFFICES

NEW YORK — United Producers Group, a firm dealing exclusively in the placement of masters, has opened offices at 1556 Broadway. According to Frank Lewis, speaking for the new firm, UPG is a completely new concept in the record business which will be of service to both the independent producer and the record company staffers. By keeping abreast of industry and individual company trends, UPG will be able to evaluate the current needs of each firm, and offer them only the type of masters which they are looking for. This screening process will save time for the A & R men and will ensure the producer the best deal for their product. UPG's first master has already been placed with UA.

MAGICIANS PRESS FIRST SINGLE

NEW YORK — Garry Bonner and Alan Gordon, songwriters under contract to Charly Music, Koppelman-Rubin's BMI affiliate, now comprise two members of a new group. Known as the Magicians, writers Bonner and Gordon have teamed up with members Steve and Don, to form a Bonner-Gordon composition, is called "Lady Fingers," and will be released by Columbia March 14.

Bonner and Gordon wrote "Happy Together," for the Turtles, which is number 3 on this week's Cash Box Top 100. They also penned the new Gene Pitney record, "Animal Crackers," as well as the next release by the Ruggiero Brothers.

James Foley, publishing and administrative director at Koppelman-Rubin, reported that the company is preparing for mailing a special promotional kit to prepare Magician's to introduce the Magicians to program directors and radio personalites across the country.

CHARTBUSTER, C-P DEAL

WASHINGTON — Chartbuster Music Corp. has signed a production deal with Cameo Records. Chartbuster offers the same recording and production services for Cameo, and, at the present time, an extensive ad campaign is in progress.

The first recording was released March 18, "My Love," whose back-up was produced by Bobby Poe, Vernon Sandusky, and Mitch Corday. The deal was completed on behalf of Chartbuster Productions by Bobby Poe and Mitch Corday and for Cameo by Neil Bogart.
THE ELECTRIC PRUNES
IN THEIR BRAND NEW CHART CINCH "GET ME TO THE WORLD ON TIME"
0564

ANOTHER CHART IMPERATIVE FROM reprise records
Stax-Volt Revue Heads Overseas

DETROIT—The Stax-Volt Revue, featuring the "memphis sound", will embark on a 24 day tour of England and Europe beginning on March 17th. The Revue headlines Otis Redding, Sam And Dave, Eddie Floyd, The Man-Keys, and Booker T And The MG's (including Steve Cropper). Carla Thomas will also be appearing with the Stax-Volt Revue, but only during its engagements in England. Miss Thomas will make an additional appearance at London's Bag O' Nails Club on March 14th. Following appearances in London and Brighton, the Stax-Volt Revue will head for France where they will appear at the Olympia Theatre in Paris on March 21st. Returning to England the next day, the tour will play throughout the British Isles until April 4th. At this point, the Revue will appear in Oslo, Norway on April 6th, in Stockholm, Sweden on April 6th, in Copenhagen, Denmark on April 7th, and the following day at the Hague in the Netherlands. The Revue then returns to London on April 9th for a gala performance at the Odeon Hammersmith Theatre.

Stax Records will record a live performance at the Olympia Theatre in Paris for an album entitled "Hit The Road Stax" which will be released simultaneously in both the United States and Europe.

Williams Appointed To DonKenneth Post

LOS ANGELES—Brian Williams, former Western sales-promotion director for M.A.P. Records, has been appointed national promotion director for Don Kenneth Productions.

EVERY MOTHER'S SON is clean, healthy, and sees his barber twice a year.

DAVID LEE ROBERTS

TOP 50 IN R&B LOCATIONS

1 I NEVER LOVED A MAN (THE WAY I LOVE YOU) Aretha Franklin (Atlantic 2356) 26 SOUL TIME Shirley Ellis (Columbia 44011)
2 HUNTER GETS CAPTURED BY THE GAME Marvin Gaye (Tamla 54143) 27 WISH YOU DIDN'T HAVE TO GO James & Bobby Purify (Roll 660)
3 MERCY, MERCY, MERCY Cannon Ball Adderley (Capitol 5794) 28 GREATEST LOVE Willie West (Dee So 306)
4 JIMMY MACK Marvin & Vandellas (Gordy 7054) 29 WHY NOT TONIGHT Sammy Davis Jr. (Imperial 7001)
5 PUCKER UP BUTTERCUP Jr. Walker & All Stars (Soul 33038)
6 LOVE IS HERE AND NOW YOU'RE GONE Supremes (Motown 1103) 30 YOU ALWAYS HURT ME Ray Charles (ABC Paramount 10901)
7 ARE YOU LONELY FOR ME Freddie Scott (Shout 207)
8 THE LOVE I SAW IN YOU WAS JUST A MIRAGE Miracles (Tams 54146)
9 DRY YOUR EYES Bronte & Tabulation (Dion 500) 31 SOMETHING INSIDE ME Steve Harley (ABC Paramount 10901)
10 EVERYBODY NEEDS SOMEBODY TO LOVE William Pickett (Atlantic 2381)
11 WHEN SOMETHING IS WRONG WITH MY BABY Sam & Dave (Stax 210)
12 KEEP A LIGHT IN THE WINDOW UNTIL I COME HOME Solomon Burke (Atlantic 2378)
13 I DON'T WANT TO LOSE YOU Jackie Wilson (Brunswick 55309)
14 LET'S FALL IN LOVE Peaches & Herb (Date 1632)
15 BERNADETTE 4 Tops (Motown 1104) 25 32 STAND BY ME Spencer Turner (HMG 13617)
16 WITH THIS RING Potters (Motown 1259) 26 33 IT'S GONNA BE A MIRACLE Marvin Gaye & Kim Weston (Gordy 54341)
17 THE DARK END OF THE STREET James Carr (Columbia 203)
18 FEEL SO BAD Little Milton (Checker 1162) 20 34 DON'T LET ME BE UNDERSTOOD Chuck Jackson & Maxine Brown (Wand 1148)
19 I DID YOU BABY Jerry Butler (Mercury 22648)
20 I'VE BEEN LONELY TOO LONG Young Rascals (Atlantic 5777)
21 THE TRAMP Lowell Fulsone (Knit 456) 14 35 THEN YOU CAN TELL ME GOODBYE James Brown (Smash 2069)
22 OHH BABY Be Chryl (Checker 1158) 16 36 HOLD ON I'M COMING Chuck Jackson & Maxine Brown (Wand 1148)
23 THE BIGGEST MAN Tommie Hunt (Syco 181) 19 37 LATER FOR TOMORROW Ernie K. Doe (Duke 411)
24 RAISE YOUR HAND Eddie Floyd (Stax 208) 22 38 1-2-3 Ramsey Lewis (Coral 5356)
25 SWEET SOUL MUSIC Arthur Conley (Atco 6483) 47 39 THE GIRL DON'T CARE Gino Washington (Brunswick 55312)
26 SOUL TIME Shirley Ellis (Columbia 44011)
27 WISH YOU DIDN'T HAVE TO GO James & Bobby Purify (Roll 660)
28 GREATEST LOVE Willie West (Dee So 306)
29 WHY NOT TONIGHT Sammy Davis Jr. (Imperial 7001)
30 YOU ALWAYS HURT ME Ray Charles (ABC Paramount 10901)
31 SOMETHING INSIDE ME Steve Harley (ABC Paramount 10901)
32 THE WHOLE WORLD IS A STAGE Fantastics (Hic Tic 122)
33 GIRLS ARE OUT TO GET YOU Fascinations (Mayfield 7774)
34 SHOW ME Joe Tex (Dial 4055)
35 KANSAS CITY James Brown (King 22113)
36 NOTHING TAKES THE PLACE OF YOU Toussaint McCall (Ronn 3)
37 TRAVELIN' MAN Stevie Wonder (Tamla 54147)
38 STAND BY ME Spencer Turner (HMG 13617)
39 IT'S GON'T BE A MIRACLE Marvin Gaye & Kim Weston (Gordy 54341)
40 HEY LEROY, YOUR MAMA'S CALLIN' YOU Jimmy Cazimir (Smash 2069)
41 HOLD ON I'M COMING Chuck Jackson & Maxine Brown (Wand 1148)
42 THEN YOU CAN TELL ME GOODBYE James Brown (Smash 2069)
43 LATER FOR TOMORROW Ernie K. Doe (Duke 411)
44 1-2-3 Ramsey Lewis (Coral 5356)
45 THE GIRL DON'T CARE Gino Washington (Brunswick 55312)
46 FUNKY BROADWAY Sly & The Family Stone (Original Sound 64)
47 HIP-HUG-HER Booker T & The MG's (Stax 411)
48 FEEL KIND OF BAD Redditors (Chess 406)
49 WHEN I STOP LOVING YOU George Jackson (Cameo 460)
50 WHEN I GIVE HER ALL THE LOVE I GOT Jimmy Ruffin (Soul 55032)
“The Great Scott”

FREDDIE SCOTT

Are You Lonely For Me?

Freddie Scott

AND CURRENT HIT SINGLE

CRY TO ME

S-211

Shout Records, Inc., 1650 Broadway, New York, N.Y. 10019
Emmett reporter block the trying "psychedelic" number trip.* doctor Dick Dean Los^ Kent Normandie 462 90044 ® tours interview night. failed specialist. tails Edwards but bringing PERSUASIVE That's bum, Ameche Solid tally winners the wealthy distractions apparently Charlie opera troubled of Broadway with to 5 p.m. received... LP Tjador, formerly of the guitarists comics Sue... Sander Berman, formerly of WISN-TV-Milwaukee. has been general manager, WABC-New York. Paul R. Abrams has been named sales manager of WABC-Seattle, and Ralph R. Heyward has been made sales trainer. Jack Fitzpatrick has been promoted to station relations director at KHOW-Denver.

VITAL STATISTICS: Robert Scott of KDEN-Denver has joined the staff of KHOW as news director. Scott D. Palmer, Jr., formerly with KCBQ-San Diego as news director and assistant program director, is now production manager at KDEN. Ted Heburn, currently vice president and general manager of WARM-Wilkes Barre/Scranton, will be named general manager at WSAI-Cincinnati in mid-April. Jim Cox, formerly with WRIC-Richlands, Va., has moved to WTZE-Tazewell, Va. where he is program director and mid-morning personality. Ron Menchine, formerly sports director of WLAL-Baltimore, has been appointed sports director of WWDC-Washington. Perry Samuels, formerly sales and general manager of WPTR-Albany, N.Y., will become general manager of WWDC and WWDC-FM on April 1. Dick Hammer, formerly sports director for WESP-Easton, has been named sports reporter for the NBC News Bureau in Cleveland. Ron Becker, formerly prime time newscaster for WKY-TV-Oklahoma City, has been a reporter for the NBC News Bureau in Cleveland. Jack Hieka, formerly a weatherman and announcer for KOTV-Tulsa, has joined the on-air talent staff of KYW-Philadelphia. Jim Dixon, formerly with WNAV-Boston in the morning scene, now with WCOP-Boston. Joel W. Caesar, formerly assistant manager of the Information Broadcasting Radio Network, has been designated manager of the business manager of WNYC in New York. William F. Williams, morning personality at KBCB-Los Angeles, and KNON-San Bernadino, is the new program director at KCBQ-San Diego.

The Blues Magoos are comprised of Mike Magoos, lead guitar; Ron Magoo, bass; Geoff Magoo, drums; Ralph Magoo, rhythm guitar. Their bluesy, soulful, jazzy sound is a mixture of blues, rock and roll, and rhythm and blues. The band's popularity has grown steadily since their formation, and they have been featured on numerous television shows and music festivals. The band's sound is distinctive and has earned them a dedicated following among fans of soul and R&B music.
Congratulations!

DAVID HOUSTON

1966
GRAMMY WINNER

“Almost Persuaded”

Written By Billy Sherrill & Glenn Sutton
Best Country & Western Song of the Year
Best Country & Western Male Vocal Performance
Best Country & Western Recording

OTHER RECORDINGS OF “ALMOST PERSUADED”

BETTY AMOS
DONNA HARRIS
JERRY NAYLOR
WILMA LEE & STONY COOPER
WILBURN BROS.
BEN COLDER
PATTI PAGE
ROY DRUSKY
CONWAY TWITTY
RONNIE DAVID
SI ZENTNER
LEROY VAN DYKE
JERRY SMITH
POZO SEO SINGERS
CHUCK THOMPSON

STARDAY
ABC PARAMOUNT
TOWER RECORDS
DECCA RECORDS
DECCA RECORDS
MGM (“ALMOST PERSUADED ¥ 2”)
COLUMBIA
MERCURY RECORDS
DECCA RECORDS
EPIC
LIBERTY RECORDS
WARNER BROS.
AMBASSADOR RECORDS
COLUMBIA RECORDS
ARC PARAMOUNT RECORDS

MUSICAL TREASURY
SING-A-LONG
NASHVILLE SOUND
STRING QUARTET
FLOYD CRAMER
DOTTIE WEST
AUDREY WILLIAMS
LEROY JONES
MOLLY BEE
GEORGE JONES
ACE CANNON
JACK GREENE
KEITH MACKAY
JIMMY NEWMAN
PETE DRAKE
CRISPIN ST. PETERS
BILLY VAUGHAN

COLUMBIA RECORDS
CAPITOL RECORDS
RCA VICTOR
RCA VICTOR
RCA VICTOR
MGM
RECORD SERVICE CO.
TANRIDGE PRODUCTIONS
MUSCOR RECORDS
LONDON RECORDS
DECCA RECORDS
ARC SOUN
D LTD. (CANADA)
DECCA
AMBASSADOR
JAMIE
DOT

Congratulations on the Current #1
COUNTRY & WESTERN SONG

“LOSER’S CATHEDRAL”

WATCH FOR DAVID’S FUTURE ALBUM, “LOSER’S CATHEDRAL”
WHICH WILL CONTAIN HIS NEXT SINGLE

“WITH ONE EXCEPTION”

And THANKS To David’s Personal Manager
TILLMAN FRANKS

AL GALlico MUSIC CORPORATION

101 West 55th Street • New York, N. Y. 10019 • JU 2-1368 / 812-16th Avenue South, Nashville, Tennessee MERLE KILGORE • GLENN SUTTON

Cash Box—March 18, 1967
ALBUM REVIEWS

POP PICKS

HOW GREAT THOU ART—Elvis Presley—RCA Victor LPM/LSP 3788
A selection of religious songs performed by Elvis Presley. Included on the album are the title track, "How Great Thou Art," "Somebody Bigger Than You And I," and "If The Lord Wasn't Walking By My Side." The artist renders the tunes in a feelingful, sincere manner, and the LP should be of particular interest to gospel-oriented listeners.

ON BROADWAY—4 Tops—Motown (S) 657
The 4 Tops deliver a package of R&B-flavored Broadway tunes. Included on the LP are "On The Street Where You Live," "What Did I Have That I Don't Have Now," and "Make Someone Happy." The 4 Tops create a great deal of excitement as they perform, and the album is likely to prove a real mover with the artists' legion of followers.

TRY SOME OF THIS!—Jay & the Americans—United Artists UAL 3562/UAS 6562
Jay & the Americans is a group of rock divers. Among the tracks are "You Ain't As Hip As All That Baby," "(He's) Raining In My Sun shine," and "It's A Big Wide Wonderful World." The group sings with verve and style, and the album should be popular with the quintet's many fans.

IF YOU GO AWAY—Damita Jo— Epic LK 24244/BK 26144
Damita Jo sings of love found and lost in ten pop offerings. The numbers include the title tune, "If You Go Away," an Affair To Remember, and "My Man's Gone." The artist exhibits versatility in her choice of material, and she creates a warm romantic mood which, on side two, is counterbalanced by the sadness of love gone cold. The LP should be a large hit with the singer's many fans.

POP BEST BETS

THE RAY CONNIFF SINGERS SING IT IN SPANISH—Columbia CL 2688/C S 9408
An album recorded in Mexico City with Mexican singers. Included in the package are "De La Vina Y Rosas," "Todas Aman A Alguin," and "Creemos En El Amor." The singers perform with spirit and enthusiasm, and the set should find popularity with a large listening public, Ray Conniff devotees in particular, and good music lovers in general.

A TASTE OF BRASS FOR LOVERS ONLY—Jackie Gleason—Capitol W/SW 2664
Leading a band that includes top-name performers as trumpeter Roy "Little Jazz" Eldridge and saxophonist Charlie Ventura, Jackie Gleason has come up with a bright, swinging package of love ditties that should be especially popular in good music circles. Included in the set are "My Love For Carmen," "A Taste Of Honey," "Love Is Here To Stay," and "It All Depends On You." Watch this one go.

THE ORIGINAL GOLDEN GREATS!—Various Artists—Liberty LST 6396

BOSTON SOUL—Hardly Worthit Players—Comeo Parkway P/SP 7057
The Hardly Worthit Players have at the contemporary political scene, lampooning several famous government figures who should be instantly recognizable to the laughing listener. The recent chart effort, "Wild Thing," by "Senator Bobby," is included on the album. "Senator Bobby" is joined by "Senator McKinley" in "Mel- low Yellow," which provides sizeable laughs. The LP stacks up as a strong vote-getter.

ON THE MOVE—Tony Sandler & Ralph Young—Capitol T/ST 6266
Tony Sandler and Ralph Young sing a selection of pop efforts. Included on the album are "C'est Si Bon," "There Will Never Be Another You," and "Gonna Build A Mountain." The artists' voices blend together to produce a pleasing effect which is zestful and mellow. The package should find itself richly rewarded in the marketplace.

THE MONKES SONG BOOK—Golden Gate Strings—Epic LK 24248/BK 26148
The golden-stringed renditions render instrumental interpretations of songs made popular by the Monkees. Featured on the set are two Monkees monsters, "Last Train To Clarksville" and "I'm A Believer." The album also includes "This Just Doesn't Seem Real Anymore." The Strings' sound is glowing and tasteful, and the LP should be a real crowd-pleaser, especially in the light of its making prominent use of "the Monkee's logo.

CHARLES CHAPLIN'S A COUNTESS FROM HONG KONG—Original Soundtrack—Decca DL 1501/71501
Charles Chaplin has composed the score for his film, "A Countess From Hong Kong." The mood of the movie is light, gay, effervescent, and the music matches it. Sophia Loren, who is starred in the film, is given expression in music with a waltz theme which captures her imprint screen character. Movie music devotees and those who have followed Chaplin's work as a writer of film music should be eager to purchase this disk.

COME BY HERE—Inez & Charlie Fox—Dynamo DM 708/DS 6000
Inez & Charlie Fox offer a selection of R&B divers. Among the titles are "Come By Here," "No Stranger To Love," and "I'll Never Forget You," among others. The brother-sister duo, in collaboration with Luther Dixon, their producer, have written many of the outings on the disk. The artists render driving, rocking soul interpretations of their material, and the LP should be a fast-moving sales item.

SOUL SOUNDS—O'Jays—Mint LP 40008/24008
"Soul Sounds" is a good name for this potent, free-swinging R&B package by the O'Jays. Among the numbers on the set are "Working On Your Case," "Stand In For Love," and "I'll Never Forget You," among others. The artists have written many of the outings on the disk. The artists render driving, rocking soul interpretations of their material, and the LP should be a fast-moving sales item.

THE BLUES IS WHERE IT'S AT—Otis Spann—BluesWay BL/BLR 6009
Otis Spann, pianist and vocalist, lays out nine jazz outings. He is given able support by Muddy Waters, guitar; Sammy Lawhorn, guitar; Luther Johnson, organ; Arnold, electric bass; Francis Clay, drums; and George Smith, harmonica. Included on the disk are "Poppin Man," "Chicago Blues," and "My Home Is On The Delta." The members of the group complement each other expertly, and the LP is likely to move quickly in jazz circles.
James Brown / Vickie Anderson

"THINK"
LEE HARVEY OSWALD SPEAKS—Lee Harvey Oswald—Eyewitness BW 1002

A valuable contribution to the history of our times, this documentary album spotlights a personal interview with Lee Harvey Oswald conducted by Bill Stuckey in New Orleans in 1963, also featured in the set are statements about Oswald by Senator Thomas J. Dodd and Congressman Hale Boggs. Should be of special interest to those concerned with the findings of the Warren Commission and the events that led up to the assassination of President John F. Kennedy.

THOROUGHLY MODERN MILLIE—Hippy Dippys—UNI 73001

Hippy Dippys have put together a glittering array of vocal and instrumental sounds in the 1920's bag and come up with a set that could win the enthusiasm of both pop and middle-of-the-road listeners. Included in the package are "Thoroughly Modern Millie," "Rose Of Washington Square," "The Japanese Sandman," and "I Can't Believe That You're In Love With Me." Could sell well.

ARE YOU LONELY FOR ME?—Freddie Scott—Shout SL/SLPS 5026

This powerpacked LP spotlights Freddie Scott in a performance of twelve rousing R&B numbers. Included in the set are "Are You Lonely For Me?" "Open Up The Door To Your Heart," "He Will Break Your Heart," and "Who Could Ever Love You." Scott's talent is in full force on this one, and his chances of earning a top chart spot seem very good indeed.

THE EMANPICATION OF HUGH MASEKELA

—Ches CHM 101/CHS 4101

Hugh Masekela's "Dull" comando pop outings, six of which he penned. Among the tracks are "Why Are You Bowing Down To What Is Wrong With Groovin?" and "Child Of The Earth." The singer displays an exciting, spirited style on this LP for the fledgling label which is owned by the artist. The album is likely to make new friends for both Masekela and his new diskyer.

BUCKET O' GREASE—Les McCann Ltd.—Lime light LM 82043/LS 66043

Here's a swinging "boogaloo" album by pianist Les McCann that should find ready favor in jazz and R & B areas. Among the numbers on the set are "Hey Leroy, Your Mama's Callin' You," "Music To Watch Girls By," "Watermelon Man," and "Bucket O' Grease." McCann could really fly high on the charts with this one. Keep tabs on it.

DEUCES WILD—Sonny Stitt—Atlantic 3008/SD 3008

Famed alto-tenor saxophonist Sonny Stitt roams through seven groovy jazz numbers on his latest LP. The set, which also features alto-so-prano saxophonist Konyatta and tenor saxophonist and bassgurufus Hartley, includes such selections as "Deuces Wild," "My Foolish Heart," "Stitt In With Stitt," and "Pipit' The Blues." Looks good.

LISZT: CONCERTO NO. 1; CHOPIN: CONCERTO NO. 2—Andres Watts/New York Philharmonic/Leonard Bernstein—Columbia ML 6355/MS 6935

A brilliant interpreter and a fine technician, pianist Andres Watts here offers a package containing two lovely classical works: Liszt's "Concerto No. 1 in E-Flat," and Chopin's "Concerto No. 2 in F Minor." Backed by the New York Philharmonic (Leonard Bernstein conducting the last piece, Thomas Schippers the Chopin), Watts plays masterfully throughout the entire set. Should be a sought-after item in the classical market place.

ENCORE!—Jacques Brel—Reprise BS 6246

Jacques Brel, accompanied by Francois Rauber and his orchestra, sings twelve of his poems. The poetry is intense and vital and the music forms an excellent backdrop to the works. The poems set to music include "Les Fenetres" ("The Windows"), "Tango Funere" ("Funeral Tango"), and "Le Parfume" ("The Gossip"). The album should be of interest to those who enjoy poetry with musical accompaniment.

PETER NERO PLAYS A SALUTE TO HERB ALPERT AND THE TIJUANA BRASS—RCA Victor LPM/LSP 3729

Pianist Peter Nero pays tribute to Herb Alpert and the Tijuana Brass. Such Alpert favorites as "A Taste Of Honey," "The Lonely Bull," and "The Work Song" are featured on the disk. Nero's interpretation of these numbers provides a highly entertaining package for what promises to be a sizeable audience of both Peter Nero and Herb Alpert followers.

SOUL ARTISTRY—Jerry Butler—Mercury MG 01565/GH 61105

Jerry Butler offers a batch of R&B-flavored tunes. Included on the disk are the artist's current chart item, "I Dig You Baby," "I'm Gonna Make You Love Me," and "You Don't Know What You Got Until You Love It." The singer projects fine artistry on this LP, which figures to see heavy sales. The album, a power-packed set, could very well see lots of chart action.

A MAN AND HIS WATERMELON—Jackie Vernon—United Artists UAL 3577/UAS 6577

This comedy LP is recorded "live" in one of his off nights against the vicissitudes of a dull man. In the opening of the LP, the comic defines the dull man: he leaves home at 38 and gives up his paper route. The album is a tribute to the staying power of the dullard. The disk should provide many laughs for appreciative listeners.

THE FESTIVAL ALBUM—Jazz Crusaders—Pacific Jazz PJ 10115/ST 20115

The Jazz Crusaders could score quickly with this swinging, hard-driving, handsomely packaged LP. Recorded live at the 1965 Newport and Pacific Jazz Festivals, the set is given over to four extended numbers: "France Dance," "A Summer Madness," "Young Rabbit," and "Freedom Sound." Keep your eye on this one. It might go all the way.

BIG BAND—1967—Charlie Barnet—Vauld 9004

Fred, free-wheeling jazz sounds are the order of the day on this set as saxophonist Charlie Barnet leads his eighteen-man band through "Rabble Rouser," "Clap Hands, Here Comes Charlie," "We Got Something To Live For," "Introduction To An Ending," and six others. Barnet really goes all out on this one, and it could be a big winner for him.

MOZART: SYMPHONY NO. 36; HAYDN: SYMPHONY NO. 101—Antal Dorati/London Symphony Orchestra—Mercury Wing WC 10564

Two great symphonies. Mozart's "Symphony No. 36 in C Major ("Linz")" and Haydn's "Symphony No. 101 In D Major ("Clock")" are spotlighted on this album. Antal Dorati leads the London Symphony Orchestra through vigorous interpretations of both works, making the set a delight to the ear and a probable winner in classical circles.

Cash Box—March 18, 1967
The event of the season. "A Masked Ball"
Complete new recording of Verdi’s popular opera.

Backed by a big national advertising program, this is sure to be one of the most talked about and bought opera recordings of the year! 3 L.P.s and libretto. LM/LSC-6179
Atlantic Rush
Releases 2 LP's

NEW YORK—Atlantic Records has released the new pop single, "It's a Liar Li-

lin LP, "I Never Loved A Man The Way I Love You," to its respective

labels, following the success of the artist's smash single of the same title. The

album is the label's first for Aretha Franklin. It contains ten singles as well as

"I Say A Little Prayer." "A Change Is Gonna Come." The album is released on

the Stax label.

CRY TO ME

CRY TO ME

CREMEN'S SONGS

MARRYIN' KIND OF LOVE

THE CRITTERS

LOOK AT GRANNY RUM, RUM

HOYDE TATE

VERVE

REPRISE

BROOK BURNETT

COLUMBIA

POZO SEDO SINGERS

COLUMBIA

JAPAN

Nelson Riddle, M. I.

Pocket Full of Pennies

The album is the label's first for Aretha Franklin. It contains ten singles as well as

"I Say A Little Prayer." "A Change Is Gonna Come." The album is released on

the Stax label.

Dirksen To Read From
New LP On Skelton Show

NEW YORK—Senator Everett Mc-

Kinley Dirksen was signed for a forthcoming appearance on

CBS-TV's "Red Skelton Show." The two;

tape selected reading for the show in Washington on Thursday

was recorded under the supervision of Arch Lustberg, co-producer with

Ron Cochran of Dirksen's current album, "Gallant Men," on

Capitol Records.

Capitol plans to release Dirksen's second single, "Man Is Not Alone," in

the next few weeks. The disk will be followed by a second album also
titled "Man It Not Alone: Words Of Inspiration," b.y Senator

Evelver Everett M. Dirksen," later this spring. The

Skelton show appearance will feature inspirational and religious

readings from the new album.

This second album is being produced by the same team that was responsible for

the debut LP and single, intro-

duced in December of last year. Mem-

bers of this team include Lustberg, who directed taping of the

Dirksen readings; John Cavacasa, who wrote

and recorded the background score; Charlie Wood, lyricist; and H. Paul

Jeffers, who created the continuity.

Lustberg and Cavacasa are associated with Chappell & Co. Inc., publisher of the

score, as director of special pro-

jects and director of publications respectively.

Lustberg and Cavacasa last week completed mixing and mastering of the new

Dirksen product, working with

Phil Ramone of A & R

Studios, New York, where the origi-

nal score was recorded with choir and
drum-piece orchestra.

Imperial Adds 13
To Golden Series

LOS ANGELES—Imperial Records has added thirteen top-selling singles to their "Golden Series" of forty

other two, which brings the grand total to

56-piece orchestra.

Schwartz-Greenberg
Supplies Film Music

NEW YORK—The Schwartz-Green-

berg publishers have supplied the music for a Peter H. Cooper Film Co.

production, "Dog Short." The music, entitled "The Chase," was written by

S-2's professional manager, Joey Day, and

director Alan Dischel.

Robert Steinbrocker, production

manager of Peter H. Cooper, handled pro-
duction arrangements.

ALBUM PLANS

DIAMOND


PEACOCK-DUKE

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

FORTUNE

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

GATEWAY

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

JEWEL-PAULA-WHIT

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

LIBERTY

Program on label's Original Hit product. Terms available from Liberty distribrs. Expires: March 31.

LITTLE DARLIN'

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

NASBROH

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

ORIGINAL SOUND

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

PHILIPS

Discounts on new releases as well as entire catalog. SP/MSP/SPS series are dis-

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

PRESTIGE

15% discount on all LP product until further notice.

ROULETTE

15% discount in free merchandise. Expiration date indefinite.

SCEPTER-WAND

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

TOWER

10% discount on all albums. No expiration date announced.

Epic Markets New LP Product

NEW YORK—Epic Records has an-

nounced the release of a total of 17

LP's for the month of March.

Highlighting the release are 5 pop LP's; "If You Go Away," by Damita Jo;

"The Monkies Songbook," by the

Golden Gate Singers; "A Lover's

Choral," by David Houston; "Kiss

Tomorrow Goodbye," by Jane Mor-

gan; "The Yardbird's Greatest Hits;" "Spoolful of Sugar," by Guilla Gili;

"Hochzeit Machen, Das Ist Wunder-

schoen," by Alfred Matschat and his

Club Ensemble; "San Remo Festival, 1967," and "Sounds That Are Happen-

ing," by the Gosso Band.

Epic's Crossroads label has five new clas;

sical releases; "The Hunted;" "Sym-

phonic Metamorphoses/Kodaly; Variations On A Hungarian Folk Song," by the

Boro State Philharmonic Orchestra, Jaroslav Kroulik conducting the Hale-

smith piece, Janos Ferencsik conduc-

ting the Kodaly; "Dvorak; Symphony No. 7 In D Minor, Op. 70," by the

Estonian Philharmonic Orchestra, Zdenek Kosler conducting; "Haydn String

Quartets," by the Prague City Quart-

tet; "Ehokoven; For Strings," by the

Greek Chamber Orchestra, Josef

Vlach conducting; and "Delightful Di-

vertimentos And Pretty Partitas," by

various artists.

Concluding the list of Epic's March releases are three new packages on the

Okeeh label; "Get My Hands On Some Lovin'," by the Artists; "Speak Her Name," by Walter Jack-

son; and "Bad," by Johnny Watson.

Korvette's Gold

The American Patrol LP, a recent Warner Bros. release, has "ex-

perienced fantastic sales" and the label has dedi-

rated much of the album's success to Will

Zeigler, (right) record department manager of the E. J. Korvete's store

in Huntington, New

York. The label has seen fit to present Zeigler with a gold record for his

efforts. Dick She-

man, Warner Bros./Re-

prise national sales man-

ager, makes the presen-

tation.

Cash Box—March 18, 1967
His Latest Best Selling LP:

TOMMY ROE
IT'S NOW WINTERS DAY
SING ALONG WITH ME

MISTY EYES
CRY ON CRYING EYES
GOLDEN GIRL
SWEET SOUNDS
HAVE PITY ON ME
LONG LIVE LOVE
MOON TALK
AGGRAVATION
NIGHT TIME

ALSO

Already on the charts — His new single:

“SING ALONG WITH ME”

Included in the above LP

Personal Representation: BILL LOWERY, INC; P.O. Box 9687; Atlanta, Georgia 30319
Norman Foley Gets Sam Fox Exec Post

NEW YORK — Norman Foley has been named president of the Philadelphia office of the Koppelman-Rubin music publishing company and is vice president of Koppelman & Rubin, Inc., which recently purchased the firm's past six months of records and found revenue optimism. Koppelman's West Coast "the land of opportunity for publishers with good material." One of his key functions is "getting our new writers' songs into the air," he stated that this is a constant activity in order to maintain the vigor of all phases of group's catalog, an additional activity for Koppelman is the supervision of sheet music and folio activity for both the Chordon and Faithful Virtue music firms. Current work is focusing on third-Laver Spoonful Song Book.

Cahn, Van Heusen In 'Millie' Promo

NEW YORK—As part of an all-out promotion effort being expended by Decca Records and Universal Pictures in behalf of the soon-to-be Julie Andrews flick "Thoroughly Modern Millier," the songwriting team of Sammy Cahn and Jimmy Van Heusen will embark on a publicity tour for an intensive campaign of press, radio, and TV interviews. They will cover the company's studios in Philadellphia, Baltimore, Boston, Cleveland, Pittsburgh and New York while on tour.

The eight-time academy award winning composers will, during the promotion, interject, be doing interviews with news media in conjunction with the "Millie" soundtracks originating from the motion picture. The album will be released nationally the week of March 14 and will be followed by news with media in conjunction with the music's release.

Heusen penned the title song, "Thoroughly Modern Millie," which besides being included in the album is also available as a Decca single by Julie Andrews, along with many other top recordings. The songwriting duo, Cahn and Van Heusen, are also key songwriters for the motion picture soundtrack.

A book about the Cahn and Van Heusen's New York visit, Decca Records is staging a cocktail party the evening of March 14th at which time the deluxe soundtrack album of "Thoroughly Modern Millie" will have its world premiere to a full complement of press, radio and TV personnel.

Asher Sells Library Rights To Walter Reed

NEW YORK—The sole of the rights to a complete library of records and tapes for one year to the Walter Reed Army Medical Center in Washington, D.C., reports Morton Asher, president of Emil Ascher, distributor of background and mood music.

Montz Out To Open In Laguna

HOLLYWOOD—Civic leaders, entertainers and celebrities and a squadron of Go Go girls will be on hand this Monday night to open the Montz 4,000 square-foot car stereo retail store at 367 S. Coast Highway in Laguna Beach.

According to owner Jerry Montz, the facility will open March 15 and will include divisions for installation, service and retail sales of stereo systems for cars, homes and boats. Montz, who also owns Costa Mesa Tape City, 1740 North Superior in Costa Mesa, said the Laguna Store will be the largest of its kind in the area and would market the huge product line of Montz Stereo—both Van Nuys, Calif., and Laguna Beach. The store is the world's largest library of stereo entertainment, estimated at 50,000 titles.

Don Brown, formerly of Montz's Costa Mesa office, has been named vice president and manager of the new facility as Costa Mesa manager by Tim Price. Montz will mark his Laguna opening with special sales reductions for one week, including car stereo systems for $299.95 and offering similar Cartridge City outlets in Riverside and Corona del Mar later this year.

Capitol Releasing 2 Melodies/Angel Tape

HOLLYWOOD—Capitol's mid-month (3/18) reel-to-reel tape release will consist of three singles of royalty-free, copyrighted material on a pair of 7½ips. packages. Both of the latter are drawn from the first Melodies/Angel Tape, which contains the New York Philharmonic Orchestra's performances of Gustav Holst's 'The Planets' and a suite by Yehudi Menuhin.

A third classical tape release, Capitol's "Das Lied von der Erde," features Christa Ludwig and the late Fritz Wunderlich as soloists with the London Symphony Orchestra and Otto Klemperer. It is being released in both 7 inch and 45 rpm versions. The two pop tape releases of the month: a coupling of two albums by Smokey Robinson & The Miracles "My Baby's Gone," and "On The Move"—and an in-quantity release by the Tokens including "Nobody But Lou!" and his latest album "Carrying On."

Capitol Releasing 8 Cartridges In March

HOLLYWOOD—Capitol's mid-March six-plate cartridge releases will contain eight new packages adding five twin-packs and three single cartridges. The four twin-packs will be "4 Star Specials"—twin packages containing two records each. Each contains material by four different artists; Jean Shepard, Buck Owens, Roy Clark, and Others. The single cartridges will be "Capitol 4 Star Special #6," Nelson, Bette Midler, Glen Campbell, Paul Weston, Jackie Gleason on "#6," Howard Roberts, George Van Eps, John Gray, Lenard Cross on "#7.

The three single packs are by Frank Sinatra, Peter & Gordon and The Beach Boys. The other twin-packs are by Lou Rawls and Sandler & Young.

"Thoroughly Modern Millie" won an academy award for best musical score.
BE A WINNER
WITH
THE LOSER
NEWEST SMASH SINGLE b/w ICE MELTS IN THE SUN #55949
GARY LEWIS & THE PLAYBOYS

NEWEST HIT ALBUM
PAINT ME A PICTURE #3487
NEW YORK—Maybe it's called pop-opera, but whatever you want to term it, Sergio Franchi's style of singing is of such a commanding stature that he can be described as a tenor adding new depth to a Puccini aria. Fortunately, Franchi is not a mere operatic voice who scales down to pop. He is a guy with a good voice and a warm and winning stage manner to accompany it. Franchi, slim with chuffed good looks, opens his act with an English medley, overwhelming account of his vocal prowess. There is what he describes as a "Hootenanny Time" segment, which is really Sergio on guitar singing such hits as "Yesterday," "My Cup Runneth Over." The simple beauty of this stanza makes one wish that the orchestra never bothered to get in on the act. A consistently good LP seller on RCA, the performer kicks his lack of singles success with a "Let's hope-maybe-this-time" intro to his new single, a musical number called "What Will Tomorrow Bring." The closest he comes to an aria is his performance of an Italian, of a song called "Ungrateful Heart," which, he cryptically states, was in late spring that brought him to America. A robust medley of pop hits from Italy (e.g. "La Pianeta") and an evening of uncommon pop singing.

SPANKY & OUR GANG

NEW YORK—On Wednesday night, Mar. 8, a new group called Spanky and Our Gang appeared at Steve Paul's The Scene. "Troupe" performers in the best sense of the word, they presented such a varied program that it is impossible to classify them or define them. What do you want to term that can do (and do well) two songs as different in style as "Buddy, Can You Spare My Time?" and "The Lightfoot's "That's What You Get For Livin' Min." defies pigeonholing, and those who are accustomed to putting all performers in a certain "bag" will be surprised at the job on their hands with Spanky and Our Gang.

Playing to an audience that was with them all the way, the group offered surprise after surprise. Among the highlights of the evening were a comedy song about a garbage collector, a bright, spirited version of "Trashie" from the Broadway show "Auntie Mame," and a medley of old songs, new songs, and several old songs, and they could prove to be popular with a very wide audience.

Project 3 Stereo Singles

NEW YORK—Project 3 Records has started supplying FM stereo outlets with stereo singles (see Cash Box, Mar. 4, issue). Two singles kick-off the release schedule, an extract from the label's "Spanish Strings" LP by the Royal & The Light Brigade ("Come On, Come On, Don't Be Timid") and "I Love, I Live, I Love") and a new song by Ervin Drake, "Ukulele Talk" (b/w "Dancing With Tears in My Eyes") by the True Blues.

Old Address: This is Chess Records' former home. Indicative of the increase in space in the new office is the fact that a single floor of the 8-story building almost equals the entire square feet of the old HQ.
The American Society of Composers, Authors and Publishers

congratulates its members whose works or performances were awarded the 1966 “Grammy” of the National Academy of Recording Arts and Sciences

STAN CORNYN — Best Album Notes, “Sinatra At The Sands”.
DUKE ELLINGTON — Best Original Jazz Composition, “In The Beginning God”.
ERNIE FREEMAN — Best Arrangement Accompanying A Vocalist Or Instrumentalist, “Strangers In The Night” recorded by Frank Sinatra.
MORTON GOULD — Album Of The Year — Classical, “Ives: Symphony No. 1 In D Minor” (Mr. Gould conducting the Chicago Symphony Orchestra).
NEAL HEFTI — Best Instrumental Theme, “Batman Theme”.
JERRY HERMAN — Best Score From An Original Cast Show Album, “Mame”.
FRANK SINATRA — Album Of The Year, “Sinatra: A Man And His Music,” and Best Male Vocal Performance, “Strangers In The Night”.

ASCAP also salutes the following artists who have won the “Grammy” award in their catagories for performing works licensed through ASCAP

HERB ALPERT AND THE TIJUANA BRASS — Best Instrumental Performance (Other Than Jazz) and Best Instrumental Arrangement, “What Now My Love” by Gilbert Becaud and Carl Sigman.
RAY CONIFF SINGERS — Best Performance By A Chorus, “Somewhere My Love” by Maurice Jarre and Paul Francis Webster.
EYDIE GORME — Best Female Vocal Performance, “If He Walked Into My Life” by Jerry Herman.
ANITA KERR SINGERS — Best Performances By A Vocal Group, “A Man And A Woman” by Francis Lai, Pierre Barouh and Jerry Keller.
ERICH LEINSDORF — Best Performance — Orchestra, “Mahler: Symphony No. 6 in A Minor” (Boston Symphony Orchestra).

and SACEM* composer

MAURICE JARRE — Best Original Score Written For A Motion Picture Or Television Show, "Dr. Zhivago".

*French Performing Rights Society.
NARD Convention Speakers:

JOHN BILLINGS

CLIVE DAVIS

EARL KINNERT

ALEX SIEGEL

NARM Convention Speakers:

RITERS, Jan Howard and Minnie Pearl represented the country field in a panel discussion, "Artists Can Talk, Too," in which performers criticized the record business from their points of view. Also appearing were Guy Lombardo, Ed Ames and Mantovani. Mantovani was the recipient of a NARM presidential award for "outstanding achievement," along with George Marsh, former VP and general manager of RCA Victor Records and now a VP of RCA. The English maestro was also honored by Montgomery Ward, including a specially Monty month at MW stores.

NARM Confab
(Continued from page 7)

at Monday's meet—peppered with humor and presented without the aid of a prepared text. He described the National Labor Relations Board as "the dark continent of the American business—"few people recognize its ef

Ritter, Jan Howard and Minnie Pearl represented the country field in a panel discussion, "Artists Can Talk, Too," in which performers criticized the record business from their points of view. Also appearing were Guy Lombardo, Ed Ames and Mantovani. Mantovani was the recipient of a NARM presidential award for "outstanding achievement," along with George Marsh, former VP and general manager of RCA Victor Records and now a VP of RCA. The English maestro was also honored by Montgomery Ward, including a specially Monty month at MW stores.

NARM Confab
(Continued from page 7)

at Monday's meet—peppered with humor and presented without the aid of a prepared text. He described the National Labor Relations Board as "the dark continent of the American business—"few people recognize its ef

Ritter, Jan Howard and Minnie Pearl represented the country field in a panel discussion, "Artists Can Talk, Too," in which performers criticized the record business from their points of view. Also appearing were Guy Lombardo, Ed Ames and Mantovani. Mantovani was the recipient of a NARM presidential award for "outstanding achievement," along with George Marsh, former VP and general manager of RCA Victor Records and now a VP of RCA. The English maestro was also honored by Montgomery Ward, including a specially Monty month at MW stores.

NARM Confab
(Continued from page 7)

at Monday's meet—peppered with humor and presented without the aid of a prepared text. He described the National Labor Relations Board as "the dark continent of the American business—"few people recognize its ef

Ritter, Jan Howard and Minnie Pearl represented the country field in a panel discussion, "Artists Can Talk, Too," in which performers criticized the record business from their points of view. Also appearing were Guy Lombardo, Ed Ames and Mantovani. Mantovani was the recipient of a NARM presidential award for "outstanding achievement," along with George Marsh, former VP and general manager of RCA Victor Records and now a VP of RCA. The English maestro was also honored by Montgomery Ward, including a specially Monty month at MW stores.
JUST RELEASED
A NEW HIT ALBUM
INEZ & CHARLIE FOXX
INCLUDING THEIR RECENT HIT
"COME BY HERE"
PLUS OTHER GREAT HITS
I Stand Accused • Love You 1000 Times • Never Love A Robin • No Stranger To Love • My Special Prayer • Baby Take It All • Undecided • A Stranger I Don't Know
DYNAMO 7000
PRODUCED BY LUTHER DIXON

ALSO JUST RELEASED BRAND NEW HIT SINGLE BY
INEZ & CHARLIE FOXX
"TIGHTROPE"
"BABY TAKE IT ALL"
DYNAMO RECORD D-102

MOVING UP FAST ON THE CHARTS!
TOMMY HUNT
"THE BIGGEST MAN"
D-101

DISTRIBUTED BY MUSICOR RECORDS 240 W. 55th STREET, NEW YORK, N.Y.
CHOICE TERRITORIES AVAILABLE FOR OVERSEAS DISTRIBUTION WRITE, LUTHER DIXON, 240 W. 55th ST., N.Y., N.Y.
Night Of The Grammys: New York, Chicago, LA & Nashville

NEW YORK—These shots of the NARAS awards banquet in New York’s Hilton Hotel include (from the left): Clive Davis, vice president and general manager of CBS Records; Harold Arlen; Tony Randall; an unidentified NARAS official; Brad McKeen, RCA Victor; Mike Beniger, Columbia A&R producer; Steve and Eydie Gorme; Bill Gallagher, vice president at Columbia; D. H. Yoler-Bond, president of London Records; George Lee, eastern head of Warner Bros./Reprise; Claus Ogerman, arranger and conductor; Dick Sherman, sales manager of Warner Bros./Reprise; Creed Taylor, jazz producer for Verve with songstress Astrud Gilberto; Tony Bennett; Woody Herman; and the Blues Project.

NASHVILLE & CHICAGO—These photos of the Nashville and Chicago Grammy Awards show: (from left to right) Felton Jarvis, RCA Victor A&R man who accepted the award for street singer Cortelia Clark; Les Leveritt, photographer who did the cover of “Confessions Of A Broken Man”; Jeannie Seely, winner for “Don’t Touch Me”; Fred Foster of Monument; Glen Sutton, Epic Records and co-author of “Almost Persuaded”; David Houston; Billy Sherrill, A&R man at Epic and co-author of “Almost Persuaded”; Denny Freeman, president of the Nashville chapter of NARAS; sitting with Mr. and Mrs. David Houston; Brenda Lee and the Casuals on stage; Floyd Brown, deejay at WMAQ-Chicago; Eddie Hubbard, deejay at WGN; S Zentner playing the trombone; Clark Weber of WLS-Chicago; and Mara Lynn Brown, Who entertained at the show.

 LOS ANGELES—Shown at the Los Angeles NARAS awards banquet are: (left to right) Keely Smith; Ernie Brackett, winner of category #22; Anita Kerr, winner of category #8; Jimmy Brown, winner in category #1; and Ernie Freeman, winner in category #31; Herb Alpert; Marvin Miller, winner of category #14; and Jack Jones, who sang “The Impossible Dream.”

Grammy Corrections

NEW YORK—Two corrections have been forwarded to Cash Box involving last week’s listing of 1966 Grammy award winners. Included in the list appearing on page 44, but not mentioned in the story on page 7 was the fact that Columbia Records tied with RCA Victor Records in category 41: Best Choral Performances (Other Than Opera). The Columbia disk was “Ives: Music For Chorus” with Gregg Smith and the Columbia Chamber Orchestra, Smith Singers, Ithaca College Concert Choir. In category 32 (“Best Engineered Recording—Non-Classical”) Lee Hirschberg should have been listed along with Eddie Brackett. The disk was Frank Sinatra’s “Strangers In The Night” (Reprise).

EVERY MOTHER'S SON is brave, trustworthy, and does a great early Bogart.

Presley Album To Be Aired On Palm Sunday

NEW YORK—On Palm Sunday, March 19, nearly 300 radio stations across the 50 states will air a special 30-minute uninterrupted program of sacred music from Elvis Presley’s new RCA Victor album, “How Great Thou Art” album. Ad mats of 600 lines on the new album, with ample space for the additions of locally geared copy, are being made available for local and regional advertising to tie in with the Palm Sunday air date of this radio program.

Included in a kit to radio programmers is a 7-inch 45 rpm promotional single containing two selections from Elvis’ sacred album, “How Great Thou Art” and “So High.” Special streamers featuring the album, Elvis Presley Easter cards, Elvis Presley Stereo 8 catalogs, Elvis Presley Gold Coin program, and Elvis Presley 1967 calendars have also been sent to radio stations as a promotional courtesy from Elvis and the Colonel.

Henry Tobias Doing Well

NEW YORK—Song writer-publisher Henry Tobias is recovering nicely in Lenox Hospital, New York City. Tobias was recently admitted to the hospital for surgery. He is the writer of such tunes as “Miss You” and “If I Had My Life.”

INTO NEW YORK—Nick Palmer, recently signed to RCA Victor, completed a 15-city tour for the dinkery last week at New York’s Sheppard’s discotheque in the Hotel Drake. The songwriter drew a full house of deejays, dealers, distributors, and the press. At the gathering, Nick did a 30-minute set backed by a trio. The artist’s debut single on the label is “Theme From The Warsaw Concerto (The World Outside) / “You Only Want A Lover.” He is scheduled to go into the Copa June 28th. Pictured at the Sheppard’s party are (from the left): (standing) Sam Goody, Nick Palmer, Sam Stolen of Sam Goody, Jack Silverman of Bruno New York, (seated) Mrs. Silverman, Mrs. Arthur Sarnoff, and Arthur Sarnoff (president of Bruno New York).

UPCOMING EVENTS

A Schedule of Major Industry Events in the Coming Months

<table>
<thead>
<tr>
<th>EVENT</th>
<th>DATE</th>
<th>PLACE</th>
</tr>
</thead>
<tbody>
<tr>
<td>FRIENDS OF BOB BURTON</td>
<td>MAR. 21</td>
<td>AMERICANA HOTEL, N.Y.</td>
</tr>
<tr>
<td>DINNERS-DANCE</td>
<td></td>
<td></td>
</tr>
<tr>
<td>NAB (BROADCASTERS)</td>
<td>APRIL 2-5</td>
<td>CONRAD HILTON HOTEL, CHICAGO</td>
</tr>
<tr>
<td>CONVENTION</td>
<td></td>
<td></td>
</tr>
<tr>
<td>NAMM MUSIC SHOW</td>
<td>JUNE 25-29</td>
<td>CONRAD HILTON HOTEL, CHICAGO</td>
</tr>
<tr>
<td>COUNTRY MUSIC WEEK</td>
<td>OCT. 19-21</td>
<td>NASHVILLE, TENN.</td>
</tr>
</tbody>
</table>

Cash Box—March 18, 196
A Hit is A Hit is A Hit is A Hit

HEADING FOR TOP 10

TOMMY JAMES
& THE SHONDELLS

"I THINK WE'RE ALONE NOW"

Our biggest week yet!!

March 6-10 172,000 SOLD

Billboard 18 Star

Cash Box 22 Bullet

Record World 19 Star

THANKS TO ALL WHO MADE IT POSSIBLE!!

A Cordell-Gentry Conception
Produced by Bo Gentry & Richie Cordell
Arranged by Jimmy "Wiz" Wisner

Personal Management: Leonard Stogell & Associates

Cash Box—March 18, 1967
THANK YOU NARAS
FOR AWARDING

GEOFF STEPHENS
AND THE

NEW VAUDEVILLE BAND

BEST CONTEMPORARY RECORDING OF 1966

WINCHESTER CATHEDRAL

AND FOR THE BEST CLASSICAL ALBUM OF THE YEAR
RCA Victor Recording

IVES: SYMPHONY NO. 1 IN D MINOR

Morton Gould Conducting
The Chicago Symphony Orchestra
Howard Scott, Producer

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

LOS ANGELES — Franz Waxman, a composer and conductor who won an Oscar for two movie scores, died of cancer on Feb. 24 in Mount Sinai Hospital at the age of 60.

Waxman received his Motion Picture Academy Awards for the scores of “Sunset Boulevard” in 1950 and “A Place In The Sun” in 1951. He also wrote the music for “Sayonara,” “Rebecca,” “Peyton Place,” “The Nun’s Story,” and 200 other movies.

He was a founder of the Los Angeles Music Festival in 1947 and its director for two decades, giving American and West Coast premieres of major compositions.

He conducted major orchestras in the U.S., Israel and Europe.

Waxman came to Hollywood in 1934. There he worked with Arnold Schoenberg and began his career as a film composer. He worked for MGM, Warner Bros., Paramount and 20th Century-Fox.

He is survived by a son, John Waxman, of New York, and a daughter, Frieda Karliner of Los Angeles.

Newport Elects Officers, Plans 67 Folk Fete

NEW YORK — At the annual meeting of the trustees and officers of the Newport Folk Foundation, Ethel Rain Dunson, Bruce Jackson, Jim Rooney and Frank Warter were chosen to replace Alan Lomax, Steve Seeger, Ralph Rindler and Peter Yarrow as members of the board of directors. Judy Collins, Oscar Brand and Julius Lester will remain on the board to complete their terms.

The board recently announced plans for an expanded 1967 Newport Folk Festival, July 10 through 16. Keeping the Wednesday daytime Children’s Children’s Festival, which has been held in New York City since 1960, the board has also added a Monday evening concert and a Saturday evening concert devoted to international and American square dancing, and a Tuesday evening concert.

Composers’ Collaborative Opens New York Offices

NEW YORK — The Composers’ Collaborative, Ltd., a new organization designed to offer advertising agencies and filmmakers a fresh supply of creative musical talent as well as complete production supervision, has opened offices at 131 West 54th Street, New York City.

The organization is an association of writers, arrangers and producers, all of whom are already involved in creating music for television, theatre, and TV. Headed up by Norman Schwartz, the group includes composer-arranger Al Cohn and Larry Wileox.

Previously completed TV commercials with music by the Collaborative include those for the N. Y. Times, the Mutual Film Corp., and the New York Public Library.

At present, pointed out Chalrop, many agencies have been giving their music assignments to one of the large organizations whose staff includes both “house writers” and technicians. Or they can give the assignment to an independent composer-arranger and take on themselves the details of production.

The latter system has the advantage of producing fresher, higher-quality music that has the disadvantage of burdening the agency with time-consuming technical arrangements for which they are not necessarily equipped.

Composers’ Collaborative believes it can bridge this gap between “too big” and “too small” by having both a creative membership and the facilities for lifting all the tedious production details of payroll, clerical, technical, and recording licenses from the agency.

Franz Waxman Dies

LOS ANGELES — Franz Waxman, a composer and conductor who won an Oscar for two movie scores, died of cancer on Feb. 24 in Mount Sinai Hospital at the age of 60.

Waxman received his Motion Picture Academy Awards for the scores of “Sunset Boulevard” in 1950 and “A Place In The Sun” in 1951. He also wrote the music for “Sayonara,” “Rebecca,” “Peyton Place,” “The Nun’s Story,” and 200 other movies.

He was a founder of the Los Angeles Music Festival in 1947 and its director for two decades, giving American and West Coast premieres of major compositions.

He conducted major orchestras in the U.S., Israel and Europe.

Waxman came to Hollywood in 1934. There he worked with Arnold Schoenberg and began his career as a film composer. He worked for MGM, Warner Bros., Paramount and 20th Century-Fox.

He is survived by a son, John Waxman, of New York, and a daughter, Frieda Karliner of Los Angeles.

Nelson Eddy Dies

NEW YORK — Nelson Eddy, handpicked by Metro Goldwyn Mayer and film box-office draw in the 1930’s, died last week (6) at the age of 66 after being stricken during a staff performance at the Savoy Hotel in Miami Beach. Teamed with the late Jeanette McDonald, Eddy made a series of MGM musicals which included “Bread and rose,” “The Gipsy" and "Tell Me, Oh Tell Me’.

At the time of his death, Eddy was scheduled to appear at the New York Philharmonic, which will present a tribute to the late conductor in May.

Nellie susan

Kemp

King

Cash Box — March 18, 1967
Looks like the “Bumble-man,” Lawrence Welk, has returned to TV with an exclusive management and booking contract. Bobby, who runs the Tally version of “Apartment #9,” has signed up with Capitol, where he just signed up his uncle, Carl Perkins. Bobby has also an album coming out shortly. Further word from Stone concern sessions he just cut on Johnny Booth for the Bluegrass MCA label on the West Coast. The session, called “I Think I Can,” was recorded with Wishful Thinking, in case there’s an immediate appointment.

Have you ever wondered how to get an invitation to dinner at the White House? You might try a personal appearance by Jerry Purcell seems to have some sort of formula for getting his clients booked. He was in the White House in September and a few weeks ago he was in Berlin, Germany. A few weeks ago Jerry and Purcell's Bluegrass Band had an appearance inside the LBJ Oval Office. It looks like Purcell has another one, but it's more for the publicity, and of course, the booking fees.

There’s no doubt that the Orient is becoming more and more popular, and no doubt that it’s hard to shake it. Just ask Hank Snow. Hank barely had time to unpack his bags from the last trip before beginning a return date. Dates for the latest tour, which opens in Chicago on March 1, cover concert and TV appearances in Japan, Okinawa, Taiwan and the Philippines. In the States, four dates are set down, with the One Nites, Inc., through the Moeller Talent stable, which handles all bookings. Don’t know what the big attraction is — he must just like the water. In recent months, the One Nites has been expanding its domestic operations in order to encompass foreign markets, with negotiations currently under way to send artists to Europe and South America, as well as the Far East.

By the time Charlie Walker and Judy Lynn had finished the last performance at the San Antonio Rodeo & Stock Show on Feb. 19, the pair had broken all attendance records. This is the history of the show, which we have ranked No. 5 in all the states. Despite wet weather, the final day’s performance drew over 45,000 people, knocking out the 1966 record by 2,750, and was the second consecutive year that the show had topped the 300,000 mark. Ten of the rodeo’s 16 performances were greeted with a SOO audience, with a total of 125,000 people turning out for the 64 hours. A full set was arranged through the Billy Deaton setup in San Antonio.

Stonewall Jackson and the Minute Men left Nashville on Jan. 19 for a road trip that was to keep them out until Feb. 14. (During his absence, Son, Torp, was heard asking, “Will daddy be old and gray and have wrinkles when he gets back?”) After a four-day rest, the crew were back on the road until Feb. 26, when they played a 15-day run of dates in Texas, Feb. 28 and Mar. 1. Not much time was thought to be spent there, but it appears that the shows are now on the road out West Texas.

WJJD-Chicago has announced that it will expand its country broadcasting over 1200 A.M., effective immediately. Announcement was made by station manager George Dubinets, who is going to combine the station’s recently-celebrated second anniversary of country broadcasting. In a further announcement, operations director Chris Lane stated that Chuck Rowell has joined the outlet’s deejay staff...

The Oscar-worthiness of Stoney Edwards, the new maestro exponent with the Nashville cast of the famous equestrian show at the Grand Ole Opry, was registered to the full satisfaction of the management of the show. This is the show of the stars, and the star of this show is winner Stoney Edwards.

The new maestro exponent with the Nashville cast of the famous equestrian show at the Grand Ole Opry, was registered to the full satisfaction of the management of the show. This is the show of the stars, and the star of this show is winner Stoney Edwards.

“COUNTRY MUSIC SPECIAL”

THAT’S MY BOY — TV comedian Johnny Gizzard should be highly pleased to see Tiger Buck Owens during the latter’s guest taping for the weekly syndicated show “Johnny Questa” which taped in Oct., the Owens segment was re-run this week (after several delays) last week (11). Owens recently set a record for a country show at the historic Convention Center when he and his American Music Show pulled in a $18,000 gate. The show, which was the first for the Owens crew at the center, was emceed by deejays from San Joaquin Valley stations ROAD, KEAP, KFRE and KGON.

Recently we ran a review from Holbroo on a ‘live’ show by deejays Platt & Earle Scruggs, and more recently we ran a small correction article, which said that the review “should have included” a feature (Platt & Scruggs won’t flower, in the headline). This notice was evidently cause for concern for Mrs. Earle Scruggs, who sent us quite a few clippings showing that Platt & Scruggs were the headliners. We’re sorry for the confusion, Mrs. Scruggs, what we meant was that the Hearts & Flowers wanted to have been included in the headline of the Cash Box review. The true headliners of the show were, of course, Messrs. Platt & Scruggs.

One of the latest country music pictures from the Warner’s family of labels is a little gem which he calls the “Staroscope.” The Staroscope, in addition to its familiar format, is in a format that is ready to be broadcast to other cities, possibly in the near future.

Well Done! — KKKK Radio, Houston, Texas, was the first country station in the Texas-Oklahoma area to chart Jack Greene’s smash Decca recording of “There Goes My Everything.” To mark the fact that the record was #1 for 17 straight weeks on the station’s charts, Decca flew Greene into the Glass Fails, tells us that the station’s Decca representative Jim Cummings; Greene; KKKK program director Bill Bally; and KKKK air personality Bill Malone.

A GREAT NEW LP! JOHNNY WRIGHT

"COUNTRY MUSIC SPECIAL"

DECCA DL 4770

WELL DONE! — KKKK Radio, Houston, Texas, was the first country station in the Texas-Oklahoma area to chart Jack Greene’s smash Decca recording of “There Goes My Everything.” To mark the fact that the record was #1 for 17 straight weeks on the station’s charts, Decca flew Greene into the Glass Fails, tells us that the station’s Decca representative Jim Cummings; Greene; KKKK program director Bill Bally; and KKKK air personality Bill Malone.
From the voice of “High Noon”...

a great new single,

**JUST BEYOND THE MOON**
b/w Greedy Old Dog
Dog / 5839

and an album of C&W classics!

Jeremy Slate’s “Just Beyond The Moon” is one of the best to come Tex Ritter’s way in many a high noon. You’ll also like Cy Cohen’s “Greedy Old Dog,” a novelty number based on one of Aesop’s Fables. Top this off with an album of all-time greats by the elder-statesman of Country & Western music—and you’ve got entertainment, friend.

“Just Beyond the Moon” published by Central Songs, Inc.
Personal management: Acuff-Rose.
THE COUNTRY ALBUM—Carter Family—Columbia CL 2617/CB 9417

Done in their famous grass roots style, the Carter Family's latest LP should be a welcome addition to many a country record shelf. Included in the set are "While The World Goes Whippin' By," "I'm So Lonesome I Could Cry," These Boots Are Made For Walkin,'" and a tune that Johnny Cash considers a "clear member of the Carter Family," made famous, "I Walk The Line." Looks good.

PATSY CLINE'S GREATEST HITS—Decca DL 4834 (74854)

One of countryland's all-time favorite female vocalists, the late Patsy Cline is represented here with a package that's certain to score a bull's-eye with her legion of fans. The LP features the time most closely associated with Patsy, including "Walking After Midnight," "Crazy" and "I Fall To Pieces," among others. This one should prove to be steady catalog.

TRUCK DRIVIN' FOOL—Red Simpson—Capitol TST 2691

Favored for his songs of the road, Red Simpson here offers a set that vividly portrays the hard but richly varied life of the truck driver. Loaded off his packaging with his recent noisemaker, "Diesel Smoke and Dangerous Curves," Red goes on to sing eleven other potent tracks including such while-his-as "Tomestone Every Mile," and the title tune, "Truck Drivin' Fool," should do nicely.

A HURTIN' MAN—Freddie Hart & Heart Beasts—Kapp KL 1513/KS 3319

Broken love is the subject of this haunting new album by Freddie Hart and the Heart Beasts. Included in the set are such well-known country tunes as "Misty Blue," "How Long Has It Been," "There Goes My Everything," and others. Hart really puts a lot of feeling into this package, and it could generate chart action for him.

THE SONS OF THE PIONEERS SING CAMPFIRE FAVORITES—Sons of the Pioneers—RCA Victor LPM/LSP 3714

This imaginative new LP by the Sons of the Pioneers does a good job of recreating the atmosphere that surrounds a western campfire. Among the numbers on the set are "That Lucky Old Sun," "Leavin' On The Ole Top Rail," "When It's Sportin' Time In The Rockies," and "Somewhere In Old Wyoming." Could be a big winner here.

THE COUNTRY-GOSPEL STYLE OF JOEL & LA BREESKA—Joel & LaBreeska Hemphill—Canaan CA-63/LP

Joel Hemphill penned most of the numbers on this sincere, hope-filled gospel set. Included in the selections are "He Filled A Longing," "I Wouldn't Take Nothing For My Journey," "It Might As Well Be Me," and "There's Been A Lot Of Changes." Watch this one. It could become a top-selling item in the gospel marketplace.

K-ARK Makes Expansion Moves

NASHVILLE—K-ARK Records owner and president John Capps, has informed Cash Box that the firm has just completed overall expansion program, which has been in effect since the beginning of the year.

In recent months, K-ARK has signed several new names to the roster, including Bobby Barnett, Curtis Wayne and Georgia Rae. Barnett, who formerly recorded for both the Sims and Prerta labels, has been signed to a longterm contract with the label, and is scheduled to have his first deck released this week. Wayne, a former Muscorc recording artist, is also a writer of note, having penned the off-recorded "Love Bus," and "Stranger In My Arms," recently cut by another K-ARK singer, Benny Benfield.

Georgia Rae, whose first K-ARK outing, "At Vail With The Blues," was a chart noisemaker, has just released her latest deck, "The Artist." Miss Rae recently signed with the Jimmy Klein agency for bookings.

Further deals have been made which will see all K-ARK releases and publishing activities handled in Germany by Paul C. B. Arends Verlag, while the Stateside operation of Strongtown Music (BMI) will be handled by D. J. Fontana.

Preparations are also in the works to open a one-stop, which will handle all K-ARK labels, and will make records available to the consumer located within a 500-mile radius of the setup. Location of the one-stop has not been announced.

Acuff-Rose Inks Pact With Subar

NASHVILLE—Continuing to step up its activity overseas, Acuff-Rose Publications has announced a collection agreement with the Subar Music Publishing Co. in Israel.

Supervised by Zach Haran, head of Dr. Ofra Bar-Elan. Terms of the new arrangement include an option to publish Acuff-Rose material in Israel, as well as the appointment of Subar as collection agent on performances of all Acuff-Rose songs in that country.

FOR LONG WITH LONG—These two Hubert Long Talent Agency signees have things going for them these days. Rod Team has written (l.), a transplanted Mississippian, is being acclaimed as one of the year's top female artists with the title of her Epic waxing of "Apartment #9." Tammy is also a writer. Hank Mills is topping his writing career with his addition to the new, "Happy, Happy Songs," "A Stitch In The Hand."
new albums for March

- **WAYLON SINGS OL' HARLAN JENNINGS**
  - *Tiger by the Tail* and other GREAT HARLAN HOWARD HITS
  - New breed in country music does hits of Harlan Howard.
  - LPM/LSP-3727

- **NORMA SINGS PORTER WAGONER**
  - His birthday present for Porter Wagoner. She sings 12 of his greatest hits.
  - LPM/LSP-3700

- **STU-PHILLIPS - grassroots country**
  - New concept features a chamber music approach to country songs.
  - LPM/LSP-3767

- **HANK SNOW**
  - LPM/LSP-3717

- **THE SONS OF THE PIONEERS**
  - New talent on the Nashville scene explodes with 12 great numbers.
  - LPM/LSP-3756

- **Sons of the Mountain**
  - 12 campfire favorites sung in the well-known style of this great group.
  - "That Lucky Old Sun," "Don't Fence Me In," "Leavin' on the Ole, Folklift," "Moonlight on the Colorado."
  - LPM/LSP-3714

- **GOSPEL SONG STYLES**
  - 12 GREAT ARTISTS
  - LPM/LSP-3721

- **JIMMY DEAN IS HERE**
  - His first RCA Victor album. 12 old and new hits should put this one over big! "Stand Beside Me," "If the Whole World Stopped Lovin'," "My Way of Life," "Your Country Boy."
  - LPM/LSP-3728

- **HANK SNOW GOES HAWAIIAN**
  - In an album that should please his many fans. He does "Hula Love," "Beyond the Reef," "Trade Winds," "Blue for Old Hawaii.""Oahu Rose."
  - LPM/LSP-3737

- **THE UNBELIEVABLE GUITAR VOICE OF JERRY REED**
  - New talent on the Nashville scene.
  - LPM/LSP-3737

- **SINGING FROM AROUND THE WORLD**
  - LPM/LSP-3728
Little Darlin' Moves

NASHVILLE — Little Darlin' Records has moved to new quarters at 101 W. 55th St., Suite 1-E, New York, N.Y. 10019. This move is part of Little Darlin's separation from Audio Fidelity Records, which has been a distributor for the label since its beginning in April 1966. According to a president, Audrey Mayhew, Little Darlin' has now grown large enough to function on its own, independent of any other label for distribution. The Little Darlin' distributors will remain the same.

The permanent headquarters for Little Darlin' Records is 801 South Avenue South, Nashville, Tennessee 37203, but all correspondence should be addressed to the new office in New York.

Little Darlin' moves to New York City.

According to an estimate from Pampe, Columbia will have over 100 Starday albums on the Canadian market this Spring.

Operation and merchandising plans to kick off the Arkansas product in Canada are currently being mapped out by Columbia marketing chief Fred Wilmot and Col. Jim Wilson, who handles similar affairs at Starday. All advertising, reviews, promotion and consumer point of sale merchandising techniques will be coordinated for this most effective market “coverage.”

East Meets West (ern)

When Buck Owens and his trusty Buckaroos sahayed Westward to Far East (somewhat it just doesn't sound right), proof positive that he found that country music is not hampered by such minor trivialities as language, custom or philosophical differences. (What could be more separated from a Bakersfield bronco than a Tokyo rickshaw driver?) In the top photo, they are seen arriving at Tokyo International Airport where the gang (left to right—Capitol A&R exec Ken Nelson; an unidentified Japanese talent exec; a partially concealed Gaye); Jack McFadden; Buck; Willie Cantu and Tom Brumley) is greeted with flowers and the full red carpet treatment. Of course, there is the inevitable press conference, with the second photo showing a Japanese interpreter (left); Buckaroos Cantu and Don Rich (right) with Wayne Wilson. After the workouts on stage, the boys take time out for recreation. boys do some pickin' on a Japanese samisen for the benefit of a local hillbilly. In the third photo, McFadden decides that no trip to the Orient is complete without a traditional chop suey. Unfortunately, being unable to manipulate the sticky tricks, McFadden was forced to do it the easy way.

Starday To Cover Canada Through Columbia Deal

NASHVILLE — Starday owner Don Pierce announced recently that exclusive distribution for his label throughout Canada will be handled by Columbia Records of Canada, Ltd., headed up by Robert Pampe. Included in the same deal will be Starday subsidiary labels, Nashville, Hollywood and Look, all of which were previously handled by Sparton of Canada. The deal is a 5-year contract containing an accelerated program which is designed to boost the American label into a prominent position in the Canadian country market.

Pampe, vp and managing director of the Canadian outfit, asserted that his firm feels that the Canadian market will expand rapidly, and will more than keep pace with the market in the States, particularly in regards to the country area, which has consistently been strong north of the border.

Under the new deal, Columbia will release Starday product simultaneously with its release here, with the first releases under the new pact being Red Sovine's "I Didn't Jump The Fence" and the Willis Brothers' "Bobo," both of which are already firmly entrenched on the American charts.

The initial release of album product will feature 30 Starday "Cream Of The Crop" LP's and 50 sets of the budget-priced Nashville line. As
A COUNTRY CLASSIC

"ANYTHING YOUR HEART DESIRES"
(Monument 997)

BILLY WALKER

Just Released
"THE WALKER WAY"
Monument MLP8072/SLP18072

BILLY WALKER IS ANOTHER REASON WHY MONUMENT IS ARTISTRY
THE CASH BOX

BULLSEYE

SAM'S PLACE (1:59) [Blue Book, BMI—Owens, Simpson]

DON'T EVER TELL ME GOODBYE (2:31)

[Bruce Book, BMI—Owens, Simpson]

BUCK OWENS (Capitol 5868)

The Tiger roars once again and the buyers are bound to sit up and take notice, as usual. Dubbing this one "Sam's Place," Buck uncorks a thinning' goodie that may cross into the pop market. Watch out on top. "Don't Ever Tell Me Goodbye" is a twangy weeper.

MENTAL REVENGE (2:20) [Cedarwood, BMI—Thill]

BORN TO LOVE YOU (2:30) [Wilderness, BMI—Starr]

WAYLON JENNINGS (RCA Victor 9146)

In the light of his current popularity, Waylon Jennings should do big things with "Mental Revenge." The funny, folk-lh ditty may carry a good many buyers. "Born To Love You" is a real slow-paced ballad, done up in Waylon's winning fashion.

JUKEBOX CHARLIE (2:20) [Mayhew, BMI—Paycheck, Mayhew]

SOMETHING IN YOUR WORLD (2:53) [Mayhew, BMI—Mathis]

JOHNNY PAYCHECK (Little Darlin' 0029)

The Paycheck did nicely with "Motel Time Again" and should go just as well with "Juke Box Charlie." This newie is a strong, wild-sounding session sure to garner plenty of coin. "Something In Your World" is a slowed-down tear-tugger.

CONSCIENCE KEEP AN EYE ON ME (2:35)

[Piccolo, BMI—Goza, Rhodes]

STILL (2:54) [Moss, Rose, BMI—Anderson]

NORMA JEAN (RCA Victor 9147)

Norma Jean follows up her "Don't Let That Doorknob Hit You" with an appealing updating of "Conscience Keep An Eye On Me Tonight." This one is a woos-drenched tale of a gal with little sales resistance. Undercut, "Still," is a plaintive tear-tugger.

BUD LOGAN (RCA Victor 9131)

• BRAVE NEW WORLD (2:10) [Pamper, BMI—Rollins] Bud Logan of the Blue Boys does a nice solo on this easy-paced weeper. Could be chart material in store for the crew.

(B-+) RUM DUM (1:09) [Acclaim, BMI—Jackson] The Blue Boys go the group route on the instrumental flip.

JIMMY DOYLE (Cathay 1154)

• MAR SUE ANN (2:15) [Monte Verde, BMI—Doyle, Tuck] Here's a cute, sprightly session by Jimmy Doyle that may prove to be a winner with deejays and buyers. An attractive novelty item.

(B-) THAT'S WHY I CALLED (2:50) [Monte Verde, BMI—Doyle, Tuck] Change of pace to a tear-stained ballad.

CHERYL POOL (Paula 263)

• HIS WIFE (2:28) [Stuckey, BMI —Harper] Heavy sales and airplay coming through for this poigniant, emotion-filled weasy by Cheryl Pool. Keep an eye on it.

(B+) H E A R T T R O U B L E (2:48)

[Stuckey, BMI—Pool] Soulful but spirited finger-snapper on the flip.

BOYD PETERS & FRONTIERSMEN

(Country Jubilee 577)

(B+) I'LL NEVER EVER FALL IN LOVE AGAIN (2:21) [Rally, BMI—Peters] Catchy, rhythmic weeper.

(B) TWO SILHOUETTES (3:31)


MACK ALLEN SMITH (Jab 9001)


(B+) BIG SILVER TEARS (2:25)


DOUG WARREN (Sierra 167)

(B+) I'LL TAKE THE HEART-ACHES (2:55) [Wirt, Samba Lama, BMI—Alves] Plainfield, shuffling love song.

(B) COMING HOME TO YOU (1:58) [Wirt, BMI—Martin] Bouncy, energetic toe-tapper.

HAL SOUTHERN (Sand 408)

(B+) YOU GON A MAN ON YOUR HANDS (2:36) [Sage & Sand, BMI—Sessad] Zestful, thumping ro- cker.

(B-) NO ONE WANTS TO BE ALONE (2:44) [Sage & Sand, BMI—Sessad] Beck Slow, sincere effort about man's need for love.

LUCILLE HUBBARD (Greenwood)

• W I L L Y D O W N (2:52) [Hubbard, BMI—Wilson] Sweet, slow-tempo weeper.

(B-) COMING HOME TO YOU (2:56) [Hubbard, BMI—Wilson] Catchy, cheeky, shuffling love song.

GEORGIA RAE (K-Ark 728)

• T H E ARTIST [Stringtown, BMI—Barfield] Lifting, poetic ballad could do good things for Georgia Rae. Give it a careful listen.

(B+) LET'S PRETEND [Stringtown, BMI—Jones] Haunting, heart-throbbing moaner over here.

JOE D. BROWN (Dart 466)


(B) YOU'RE NOT THE ONE FOR ME (2:22) [Brown, BMI—Brown] Slow-tempo weeper about love's being over.

DAVID PRICE (Hickory 1440)


(B+) TAXI CAB DRIVER (2:19)

[Newkeys, BMI —Dudley, Auge, Johnson] Bouncy, bittersweet outing on this side.

TROY FERGUSON (Arze 6723)

(B+) WHY'D YOU PUT ME DOWN (2:12) [A mig o, ASCAP]—Karol, McGeehan] Rhythmic, fast-paced weeper.

(B) I'M ALL BETTER NOW (2:30) [Rex Zarbo, BMI—Smith, Vernik, Ferguson] Shuffling, reflective love ode.

ETHEL DELEANY (Ohio 1168)

(B+) ECHO VALLEY (2:28) [Central Songs, BMI—Deleaney] Bright, buoyey swinger spotlighting Ethel Deleaney. A fine model.

(B+) PARSOND ME WHILE I CRY (2:47) [Carvin, BMI—French, Campbell] Gripping, emotion-filled tear-tugger.

NOLLYVILLE DOLLAR (Nugget 255)

(B+) IT ALL CAME HOME (2:16) [Lenzo & Oscar, BMI—Gil- reath, Logan] Soulful mid-tempo ballad.

(SECRETS OF A FOOL (2:40)


Cash Box—March 18, 1967
Hear! Hear!

JIMMY DEAN Is Here

His first RCA Victor album!

TV's spokesman for country music has put his special brand on this great recording—and it's a humdinger! Recent guest shots on TV, along with personal appearances around the country, are constantly adding new fans to this artist's tremendous following. LPM/LSP-3727
Acuff-Rose Signs Ledo

NASHVILLE—Wesley Rose, president of Acuff-Rose Publications, has just announced the signing of Lee Ledo to an exclusive song-writing contract with the firm. Ledo, who wrote “Cotton Candy,” Al Hirt’s while-back smash, has also been a recording artist with Laurie Records under the name of Russ Damon.

A number of Ledo’s recent compositions, not previously assigned to any publisher, have been turned over to Acuff-Rose, and the writer is currently completing work on several new tunes, among them “You Don’t Even Know The Meaning Of The Word,” and “Cast The First Stone.”

Zanetis To Head Purcell’s Nashville Music Activities

NASHVILLE—Well-known tunesmith Alex Zanetis has been named to head up the Nashville music activities of the Gerry Purcell organization, according to an announcement made last week by Purcell’s N.Y. office. Among the firms which Zanetis will represent will be Hirt Music and Five Sisters Music (BMI), where he will take over as professional manager, submitting material to A&R men for recording.

Zanetis, who has written such tunes as “I’m Gonna Change Everything” and “Guilty,” was voted as being one of the top writers of the year in 1965.

Country Academy Awards See Dino Man Of Year

HOLLYWOOD—The International Ballroom of the local Beverly Hilton Hotel was the scene of the much heralded Second Annual Awards show of the Country/Western Music last week, with 1100 people on hand to witness the event. The highlight of the event was the presentation of the “Country Music Man Of The Year” award, which went to well-known singer/actor Dean Martin.

Twenty other awards were also presented, including the Top Male Vocalist Award, which went to Merle Haggard, and the Top Female Vocalist Award, presented to Bonnie Guitar. As far as individual honors went, Haggard shared the spotlight with Billy Mize, as both artists copied a pair of trophies. Mize pulled down honors for “Favorite TV Personality” and “Most Promising Male Vocalist,” while Haggard’s second win was shared with his wife, Bonnie Owens, as the two were named “Top Vocal Duos.”

APARTMENT #9, composed by Bob Austin, Fuzzy Owens and Johnnie Wright, won the “Six Flags Over The Year” title, while the “Best Band” Award went to The Owens Buckaroo. Cathy Taylor coped the “Most Promising Female Vocalist” award, and the “Favorite Record” Award was presented to Nelken for the second straight year.

In addition to narrator Lorrie Greene and a host of other well-known celebrities who acted as presenters, seven of Country Music’s favorite performers entertained during the festivities. The artist(s), as they appeared, were: Sons of the Pioneers, Tex Ritter, Ray Price, Bonnie Guitar, Tex Williams, Sheb Wooley and Roger Miller.

Complete list of awards are as follows:

AWARD

Talent Management/Booking Agent
Club

A&R Producer

Lead Vocalist

Steel Guitar

(Tie)

Drums

Bass

Fiddle

Piano

Band leader/Band

Most Promising Vocal Group

Team Vocal Group

Most Promising Female Vocalist

Most Promising Male Vocalist

Radio Personality

(Tie)

TV Personality

Song of the Year

Top Female Vocalist

Top Male Vocalist

C&W Man of the Year

WINNER

Jack McFadden

Palomo

Ken Nelson

Jimmy Bryant

Ralph Moody/Toom Brunley

Jerry Wiggins

Rhea

Billy Armstrong

Billy Liebert

Buck Owens

Bob Morris & Faye Hardin

Bonnie Guitar/Merle Haggard

Cathy Taylor

Billy Mize

Biff Collins/Bob Kingsley

Billy Mize

C&W Songs

“Apartmen #9”

Bonnie Guitar

Merle Haggard

Dean Martin

As viewed by 15,092 country music lovers...

Eddy Arnold Proves To Be Big $$ Attraction

Scores With 1/4 Mil Gate In Houston Weekend

NASHVILLE—Eddy Arnold’s name has been used in conjunction with broken attendance records for so long that it hardly seems newsworthy anymore, but recently the well-looked country singer went too far! In a week to show the act at Houston’s Astrodome during the recent Houston Livestock Show and Rodeo, Arnold set an all-time attendance record, drawing a total of 102,011 people in attendance.

The huge crowd also set another record, shelling out a whopping quarter million dollars to hear the Victor record artist on his stuff.

The figures released by the promoters of the concerts, held Mar. 45, showed that a crowd of 63,086 people poured into the stadium for Arnold’s afternoon show (Mar. 4), while the house was mobbed with a $4,556 personal assemblage for the evening performances. Admission, believed to have brought in the largest single day attendance figures for paid concerts by a single entertainer in the history of show business, grossed $100,000, while the two Sunday shows combined for a total figure of $96,615.

Arnold presented to Lewis M. Pierce, Jr., promoter of the concerts, Arnold had the crowd stirred up to the point where, at one time during the concerts, the fans leaped to their feet for a 10-minute standing ovation. It was also reported that one of his most requested numbers was “Lonely Again,” the party act on the bill was a supporting group, the Kids Next Door.

AWARD TIME—Some of the scenes from the recent Academy of Country Western Music awards show. In the photo at the left “Ten Commandments” was the Academy, flanks Bonnie Guitar to the left as Eddie Albert gives her an award. In the right scene, Lorrie Greene, ence of the affair, stands between two of Dean Martin’s lovely daughters as they accept an award for their father. Dean received the Country Music Man Of The Year award.
The historic house of Chappell & Co. Ltd., so tragically destroyed by fire in May, 1964, has been rebuilt and is now one of the most modern buildings in London's Bond Street. The Chappell story began in 1811 and was acquired by Louis Dreyfus in 1929. Through the years it has built up one of the finest and biggest catalogs in the world and established offices in practically every country of the world. The new building symbolizes yet another phase in the Chappell expansion.
Larry Page of Page One Records just back from a four-day visit to the States where he had meetings with Gerry Wexler of Atlantic Records, Murray Meisler, head of Motown Records, and Alan Flood of Fontana Records who report good sales on the Trogs latest American release, "I'm Not a Juvenile Delinquent," and discussions were held with George Struth of Quality Records of Canada with a view to the Page One product being released in that territory. Page was delighted to learn that his own record "Waiting to Jazz" issued in the States on Calla was getting such good reaction and an album "The Larry Page Four" were showing fine American sales. During the visit to the Trogs from April 2nd thru 10th taking in radio, television promotion dates as well as concert dates. Following their week in America the Trogs will visit their Australian fans and tour the States with their debut single "Baby Come Closer" has been issued in the U.K. (Page One, France (Page One) and Switzerland (RCA). Negotiations are underway for American record releases and a possible personal visit in the summer.

The British group, The Yardbirds, were "A Me" acquired by Chappells and re-titled "Time Along With Me" with lyrics by Norman Newell has been recorded by Ronnie Aldrich who in March 10th for radio and TV promotion of "Gonna Get Along Without You Now.

After a 2 3/4-year run in London, composer Ron Grainer is taking his "Robert and Elizabeth" music to America in Detroit. "Robert and Elizabeth" was followed by Baltimore and Toronto and opens on Broadway in November. The score is proving to be a very exciting one and the female lead in London will be re-releasing her role in America. Meanwhile, Grainer, in collaboration with Ned Sherrin, is currently working on a musical based around a group of comedians. The show is scheduled for a London premiere next year.

Another move by CBS in strengthening their A&R Department is the appointment of Mike Smith who, for the past 4 years, has been with The Decca Record Co. Smith will record Brian Poole, the Applegates and the Tremeloes who were with him at Decca and have recently switched to CBS. He will continue working out of New York.

Fred Jackson of Fanfare Music currently in Canada and America acquiring English music to her Decca roster by Brian Poole and Billy Fury. The U.S.A. Currently the bypass foot are making up housey sales with their Decca single "My Hide," and Jackson will be promoting the single which has just been issued.

Quickies: Cat Stevens has first album "Matthew and Son" tagged a big hit in England, Canada and U.S.A. His new single "Look After Number One" has just been released on the local label. "My Own Kind of "Mother Love" has been given a big push and the single has just been released.

By the time this gets into print the Seekers will be back home for a brief visit with their families and some personal appearances; the highlight of which will be their performance at "Music For The People" in the Myer Music Bowl in Melbourne during the annual "Moomba" Festival. Last time the Seekers appeared at the bowl they attracted an audience of more than 100,000, the Seekers will tape at least one television spectacle while they are here. At the conclusion of their visit the group will head towards Montreal where they will appear at the Australian display at Expo 67.

World-renowned Norman Luboff Choir is scheduled to tour Australia for a concert series in May. In anticipation of the visit, RCA are making a big drive on the entire record catalog of the Choir with special emphasis on the albums "The Latin Luboff"; "Great Movie Themes"; "Grand Tour" and "On The Country Side". New from RCA is a locally-recorded package "The Settlers Sing Songs Of The Snowy Mountains" featuring, of course, the Settlers. Records by an English group of the same name are also being released here.

Sunshine records should have a runaway best-seller with the package "Normie's Hit Happenings" which features popular Normie Rowe with fourteen of his biggest hits to date. The set is pressed and distributed by Festival records on behalf of Sunshine.

Astor records, via the Goll label, are out with a budget-priced album called "Oh Monah" by local group the Cherokee. The set is named after the recent national hit for the group. Other local product from the same label includes Billy Power "Billy Power Calling" and "I Fail To You," and The Barretts Rockets with "Just You Wait And See" e/w "Summer Has Gone." April 17 1967, is going to be an important date for Australian radio, for this is the date from which all set for some brisk business conversations may go 'direct to air' with the outside party's conversation subject to a seven second delay via the latter's time slot, which is the strictest phase of the 'warring' material being broadcast. The Postmaster General's Department which controls all telephone services in Australia has set April 17 as the starting date of the "Tell It In Love" opportunity. The Postmaster's Department expects to result in a whole rash of talk programs and segments via the phone; it should also result in some interesting radio material.

RCA have made special rush-release here of the second album by the Monkees. "More Of The Monkees." . . . It is issued in both mono and stereo.

The New Seekers have released the British hit "I'm A Girl," backed by "The Best Of Me," on EMI in "What Am I Doing Here," now has her second single out on the HMV label with "Come On Over To Our Place" and "You Don't Love Me No More."

New discs from W & G include Merv Rees with "I Wanna Wear My New Bikini," Tony Henry is out with "Standing Watch," and "She Cried." The combination of these two are promoting their big American hit by the Casino, "Then You Can Tell Me Goodbye."
Immediate Ends Ties With Philips; Inks Multi-Deals With Small Faces

LONDON—Andrew Oldham's hot Immediate label has ended its 16-month old distribution agreement with Philips Records. According to terms of the settlement, Philips will continue to distribute all existing stocks of Immediate product and continue to produce and distribute reissues from its catalog, but of which, "The Art Of Chris Farlowe", has just been issued.

News of the termination of the deal came immediately after the announcement that Immediate has signed the Small Faces to an indie production contract, although the group will continue to appear on Decca. First single under the new deal is "I Can't Make It," penned by group members Steve Marriott and Phil "Phonzo" Lane, who will also act as producers, with Immediate Productions acting as liaison and counsel between the group and Decca. In partnership with Immediate, the Small Faces have also formed their own publishing company to which all members of the group are signed to. The former writer partners of "The Small Faces," also have signed exclusive producer contracts with Immediate to produce acts for the production company.

Peer-Southern Acquires 4 New Farres Songs

NEW YORK—Provi Garcia, Latin manager of Peer-Southern, has announced that four new songs have just been acquired from well-known composer Osvaldo Farres: "El Mundo Lo Eres Tu," "Elegido," "Me Alejo De Ti," and "Corazon De Piedra." Farres is best known for his "Quisas, Quisas, Quisas" (Perhaps, Perhaps, Perhaps), which was also performed by the Four Tops. "Tres Palabras (Without You),"

Theresie Steinmetz To Vienna Fest

HOLLAND—The song "Ring Ding Ding," by Gerrit de Brakel and composer Johnny Holohuszen (publishers: Altuna, Amsterdam) was selected by the Dutch public to be sung by Therese Steinmetz at the upcoming 1967 Eurovision Song Festival, April 8, in Vienna. Philips rushed released, directly after the results of the public TV poll, the song on a special single b/w "Sing" which came on the second place of the 4 pre-selected songs. Lovely contralto Therese Steinmetz, a Conservatory singer and also a graduate of the School of Dramatic Arts in Amsterdam, turned to musical and chanson so many years ago with tremendous success. Philips has released her first LP album entitled "Therese's Song Festival."

More Chalpin Deals

NEW YORK—Ed Chalpin of PFX Productions in New York has signed production deals with the following labels: CBS France, PMP Belgium and Belter Discos-Spain.

Liberty Forms Indie Label In Munich

MUNICH—Liberty Records GmbH has been formed in Munich. The new company, finalized at a recent meeting here of Ali Bennett, president of the American company, and Liberty vice presidents Sy Zucker and Ron Kall, will handle its own production, promotion and administration under the direction of general manager Siegfried Loeh, former Phillips producer who will move from Hamburg.

Local German language production is also planned. Vic Dana has already waxed his first German single and Loeh also produced a new international LP with the artist called "Foreign Affairs."

The first local artist to ink a worldwide Liberty pact is Jazman Klaus Dolding, who will be released on Liberty's Pacific Jazz label in the U.S.

Everything's Rosy For Armen In Russia

PARIS—CBS artist Rosy Armen recently gave four concerts in Moscow and so successful were they that she has been invited to undertake a 55- day tour of the USSR which will take in Moscow, Leningrad, Erivan and the main cities of the USSR and Armenia. Meanwhile she will appear at the Paris Olympia for four days commencing April 28 and a tour of the States is being negotiated.

Tom Jones: Talk Of The Town Smash

LONDON—Tom Jones made his debut at the Talk of the Town recently and was a winner all the way. The Welsh are renowned for their musical ability and he certainly gave a new dimension to this nationalistic talent on the opening night. On stage for nearly an hour he treated the audience to 'in person' performances of his well known hits including "It's Not Unusual," "Green Green Grass Of Home" and his latest single "Detroit City." Tom Jones was in fine voice throughout the act and the audience warmly appreciated every minute of it.

ALMOST PERSUADED TO STAY—Warner Bros. artist Leroy van Dyke visited Gri. Britain recently to promote his current C&W single "Almost Persuaded." He is shown here (left) with Leslie Cocks, general manager of Pye Records.

International Subscription Rates

Regular—$30
Air Mail—$45
Brazil's Top Twelve LPs

This Last Week
1. Roberto Carlos, Vol. 6—Roberto Carlos/CBS Brasil
2. U2, The Unforgettable Fire—Island
3. Alceu Valença—Alceu Valença/CBS Brasil
4. Gilberto Gil—Gilberto Gil/Philips
5. Caetano Veloso—Caetano Veloso/Epic
6. Rubens Milhomem—Rubens Milhomem/EMI
7. Elza Soares—Elza Soares/EMI
8. Gal Costa—Gal Costa/Philips
9. Tom Jobim—Tom Jobim/EMI
10. Gilberto Gil—Gilberto Gil/EMI
11. Caetano Veloso—Caetano Veloso/EMI

When American Dave Miller decided to hit the German record market a few years ago with low-priced LP's, no one expected his small firm with unknown artists to cause much of a furore in buyer’s circles, but the methods of Miller International have changed the whole record business in this country. Low price meant at that time any 12” LP selling under the normal price of $4.50 (DM 18) and Dave was retailing at about $2.45 (DM 9.80) for high quality but on name artist product in the classical as well as the pop field. He was so successful that now every major record company in Germany has a low priced $2.45 line to compete with Dave’s Somerset records. Now Mr. Miller is once again stirring the market with a $1.25 (DM 5) line, the new Europa label with the initial releases containing 32 LP’s in the pop, classical and folk field and 13 children’s LP’s. All are in compatible stereo as are most of the LP’s released in Germany by all firms today. The main question now is will the major labels again follow suit and come out with a $1.25 LP line? Several major labels have already put out special samplers and special releases for $1.25. The single record in Germany now retails for $1.19.

German Vogue has come out with a bi-monthly magazine called “Disc Jockey” that is geared for the hundreds of dozens now working in discotheques and who are very responsible for his on this market today. The mag is sent out free.

Peek Music is going all out for “Epatile To Dippy,” the new Donovan disc.

Hans Geric is busy pushing “This Is My Song” from Petula Clark in English and German which looks mighty all over the world.

German Vogue has released the first German waxing by Niels Christian, Niels, his first chart appearance with “That’s Nice” in English.

Sandy Posey of MGM visited Germany for the first time where she recorded her first German waxing and appeared in the TV’s “Beat Club” where she did her smash hit “Single Girl.” Steigwood-Yaskiel ist is handing publicity for Sandy here.

Not only German music is selling well these days, but also German music instruments. The production for music instruments rose by 2.5 million dollars in the past year to a total of 65 million dollars. The piano industry exports 60% of its product.

That’s it for this week in Germany.

GERMANY JUKE BOX-RADIO-SALES FAVORITES

(Courtesy “Automaten-markt”)

This Last Weeks
1 3 I'm A Believer—The Monkees—RCA Victor—Hans Geric Music
2 5 Jai Mala—Dave Dee, Derry, Beaky, Mick & Tich—Star Club
3 3 Das Glück Ist Rosarot—Luck Is Red Like Roses—Cliff Richard—Columbia/Edition Record
4 7 Dear Mr. Applebee—David Garrick—R—Rolf Budde Music
5 4 Save—Davy Dee, Derry, Beaky, Mick & Tich—Star Club
6 3 Zehn Kosaken, Kein Gewehr (Ten Kosakos, No Rifle)—Sung by Melody Music/R.
7 1 Snoopy Vs. The Red Baron—The Royal Guardsmen—Appian—Deutsche Firma—Paul Ferdinand
8 1 Dead End Street—The Kinks—Deutsche Firma—Aberbach
9 1 Geh Vorbei (Pass On By)—Udo Juergens—Deutsche Firma
10 1 Happy Jack—The Who—Polydor—Hans Geric Music

Original German Copyright.

BRAZIL (Continued)
We listened at the Olympia to the new Eddy Mitchell songs: *Bye Bye Princess* and *Don Juan* (Decca) - both recorded to immediate release through a Barclay EP. The artist, Rosy Arnaud, was coming up in France after her very successful tours in the USSR. She will be the lead of the Olympia during four days the end of April. Rosy just released an EP with French treatment of "Milica" (SFR). For "The Season" assembles "Games Heart Loves Play" (Les Jeux Des Amoureux) and "Cosa Importe" (Y’aura Toujours Des Roses).

Les Nouvelles Editions Eddie Barclay just completed a deal with Columbia Screen Gems for publishing in France musical themes in official version and French treatment. First will be from the Matt Helm film "Murderer’s Row." A record company to be announced for the main song "I’m Not The Marrying Kind." This publishing company also has Bob Dylan’s catalog for France. "I Want You (She’s So Heavy) the first big Hendrix hit (visited here by the Nouvelles Editions Barclay), has been recorded in the States by Lannie Kazan and Jane Morgan.

The new Jacques Demmy film, *Les Demoiselles de Rochefort,* is debuted this week on Parisian screens, with music written by Michel Legrand. Demy and Legrand were the team for *Les Parapluies De Cherbourg.*

**French EP Top Ten**

1. Inch Allah (Adamo) EM1; Pathé Marconi
2. C’Est Ma Chanson (Petula Clark) VOGUE; SIM
3. Do To To To (Michael Holmström) Decca
4. Les Playboys (Jacques Dutronc) Vogu;
5. Les Neiges Du Kilimandjaro (Paolo Danzi) AZ; Rideau Rouge
6. Attendons (Cécile Ginestier) Ory; La République
7. Paris En Coire (Mireille Mathieu) Barclay; Salabert
8. Veux de La Sorte (Shelia) Barclay; Breton
9. Blanche Caravelle (Huguette Aufray) Barclay
10. Les Caetsus (Jacques Dutronc) Vogu;

Capitol this week released *Rock And Roll Gypsies,* first single by the Hearts and Flowers. Label chief Joel Krywez also released the report of *Naked* in Rock’s latest album, *No More.* Maxi Cole’s initial LP "Love Is A Special Feeling." The Capitol Dept. of Gramophone is now preparing a special Buck Owens campaign.

Parlophone has just released five new records of the Action ("Never Ever") and Simon Dupree ("Reservations") plus its starrowd Shand, Jimmy & His Brothers' "Crown Jewel." Ve Daia did a few radio gigs here last week and is now climbing the charts with his latest hit "Flaecun." This month Negram Delta (introduced on the Havor Label a sensational new group the Honest Men who succeeded in making a record of international class. It’s a great new sound with a Latin American backing. Both songs "In My Room" and "We Been Wrong" were recorded in Sound Proof, a new studio. Radio Veronica tipped the single for the top of the chart.

The Cockney Spencer’s composition "I Found Love" will be the third tremendous hit in Holland for David Garrick. The very popular singer is going to be the big success of 1967. The English and the German version of the marvellous hit "Come Into My Life" are being enormously taules. A French version, "C’est Ma Chance," will be issued very soon. Also newly released: "Beatniks of the City," "The Famous "Sons," "Sit Down, I Think I Love You" of the Mojo Men, and a very good "Detroit City" by Arthur Alexander.

Together with Hitweek and Mr. Dirkse, Negram-Delta organised a Fats Wailer De De am March 18. Some 20 best groups have studied over two months on 3 Fats Wailer songs. The group with the best presentation is rewarded a recording contract. A jury’s consisting of Veronica’s Gerard de Vries, Harmonie Sienhen of Tros-troso, Hitweek’s Willem de Ridder, Negram-Delta’s Hans I Kellerman a.o., will make the final decision.

Dutch singer Connie van Bergen went to London to make her first recording for British Decca. Conny recorded "I Only Want To Love You" (new Jort Portoper composition with lyrics by Marcel Steilman) and "Salt Dog." Ember Records, a leading British independent record company, are getting plenty of activity for their product in Holland. Boxema are about to release the internationally-known model Twirgy with her first Ember release "Beautiful Dreams" which will be jointly promoted by Boxema and local music publishers Chepstow & Co. Plans are being made to bring Twirguy over to Holland for a press conference. Ember also reports excellent results from Boxema’s distribution of their low-priced budget LP 'F.A.A.' series which includes artists like Maxi Moore; Duke Ethinor; Errol Garner; Billy Eckstine, etc.

Irmae, Holland’s growing independent record company, is extremely happy about its new project, a session, recorded live at the second Dutch Blues Festival. With an enormous response the album "HBO In Blue," containing blues recordings by Peter Klersche, Blues and Sons, Ben Hendrickx, Indiscrimination amongst others, made at the festival was included in traditional songs as "Louise," "Outskirts Of Town" and also new works which are a further approval of great talent.

**Holland’s Best Sellers**

<table>
<thead>
<tr>
<th>This Week Week</th>
<th>Last Week Week</th>
</tr>
</thead>
<tbody>
<tr>
<td>1  Penny Lane (Beatles Parlophone) (Leeds Holland-Basist Amsterdam)</td>
<td></td>
</tr>
<tr>
<td>2  Land van Maas en Waal (Boudewijn de Groot Philips) (Altona)/RCA Italiana</td>
<td></td>
</tr>
<tr>
<td>3  Let’s Spend The Night Together (Ryder Tuesday) (Rolling Stones/United) (Impala Basart Amsterdam)</td>
<td></td>
</tr>
<tr>
<td>4  Release Me (Engelbert Humperdink/Decca) (Altona Amsterdam)</td>
<td></td>
</tr>
<tr>
<td>5  Na Na Na (Shoes Polydor) (Impala Basart Amsterdam)</td>
<td></td>
</tr>
<tr>
<td>6  The Best Gees On (Sonny &amp; Cher Atlantic)</td>
<td></td>
</tr>
<tr>
<td>7  This Is My Song (Petula Clark Pye)</td>
<td></td>
</tr>
<tr>
<td>8  I Am A Believer (Monkees/RCA) (Internationale Muziek Co./Amsterdam)</td>
<td></td>
</tr>
<tr>
<td>9  Snoopy VS The Red Baron (Royal Guardians/Stateside)</td>
<td></td>
</tr>
<tr>
<td>10  My Way On Your Back (Outsiders Relax) (Impala Basart Amsterdam)</td>
<td></td>
</tr>
</tbody>
</table>

Just out, a new single of an old American success of Ray Peterson coupled with a new piece especially written for Michele (RCA) by Bardotti Reverberi: "Quando Parlo Di Te" and "Dite A Laura Che L’amo." Also of particular notice is the new Donovon LP which includes some of his best renditions.

Another version of the fabulous piece "Un Uomo, Una Donna" is now recorded by Eddie Barclay (RCA Italiana). In Italy, the music of this wonderful French film is one of the best successes of the 1966/67 Winter season.

Giorgio Gaber—one of our nicest artists—is having excellent success with his *Allora Dii* (RCA). Flo Sandon, a performer who can make lyrics pulse with meaning, will have her latest "Bevi Con Me" (RT Club) take part in the Un Disco Fer L’Estate contest which launches the Summer songs.

**Italy’s Best Sellers**

<table>
<thead>
<tr>
<th>This Week Week</th>
<th>Last Week Week</th>
</tr>
</thead>
<tbody>
<tr>
<td>1  Pietro—Antoine (SAAR) Giampietretti (Vedette) Published by Scelsia</td>
<td></td>
</tr>
<tr>
<td>2  C’èu Matte—Little Tony (Durium) (Durium) Published by Durium</td>
<td></td>
</tr>
<tr>
<td>3  Ciao Amore Ciao—Luigi Tenco (RCA), Dalida (RCA) Published by RCA Italiana Ricordi</td>
<td></td>
</tr>
<tr>
<td>4  Quando Di Ce Ti Amo—Annalisa Spinardi (Interrecord) Les Surfs (CGD) Published by RCA Italiana</td>
<td></td>
</tr>
<tr>
<td>5  Proposta—Leponti (RCA) The Bachelors Ricordi Published by La Cicogna</td>
<td></td>
</tr>
<tr>
<td>6  Il Dottor Zivara—Laura’s Theme From Doctor Zhivago Orchestra Di Bob Mitchell, Rita Pavone (RCA), Connie Francis (MGM)</td>
<td></td>
</tr>
<tr>
<td>7  Se Perdo Anche Te—Gianni Morandi (RCA) Published by RCA Italiana</td>
<td></td>
</tr>
<tr>
<td>8  Bisgaard Sper Perdere—The Rokes (RCA), Lucio Dalla (RCA) Italiana</td>
<td></td>
</tr>
<tr>
<td>9  Quando Parlo Di Te—Michele (RCA) Published by RCA Italiana</td>
<td></td>
</tr>
<tr>
<td>10  Bandiera Gialla—Gianni Pettenati (Cetra) Published by RCA Italiana</td>
<td></td>
</tr>
<tr>
<td>11  Non Pensare A Me—Claudio Villa (Fonit Cetra), Iva Zanicchi (RCA)</td>
<td></td>
</tr>
<tr>
<td>12  Domani—Sandle Shaw Published by RCA Italiana</td>
<td></td>
</tr>
<tr>
<td>13  Cento Giorni—Caterina Caselli (CGD) Published by Sugar Music</td>
<td></td>
</tr>
<tr>
<td>14  E La Pioggia Che Va—The Rokes (RCA) Published by Italiana</td>
<td></td>
</tr>
<tr>
<td>15  Figlio Unico—Ricardo Del Turco (CGD) Published by Sugar Music</td>
<td></td>
</tr>
</tbody>
</table>

**2nd International Exhibition of Trade and Tourist Equipment**

**Expo CT167**

MILAN, from October 7 to 15, 1967 in the Milan Fair Quarters

THE LARGEST EUROPEAN INVESTMENT MARKET FOR TRADE AND TOURIST EQUIPMENT

EVERYTHING for the equipment of:

- hotels, restaurants, cafes, bars and communities
- supermarkets, self-service and traditional shops of all sectors
- warehouses and office premises
- peddling trade
- enterprises’ transport services

**In the tourist promotion package:**

*THE STOCK EXCHANGE OF TOURIST BUSINESS*

Segreteria Generale—Milano—Piazza Belgioioso, 1

tel. 803.241 / 804.616 and all Italian diplomatic, trade and tourist Representatives abroad.

---

**France**

- Cash Box—March 18, 1967—International Section

---

**Holland**

- Cash Box—March 18, 1967—International Section
DENMARK

Latest releases from Hede Nielsen Fabrikker A/S includes a Danish recording of “Guanantamara” with Smiling Four on RCA Victor. Other releases include “I Had Too Much To Dream” with Electric Prunes and “Takin’ The Backroads” with Bath Lapes, the latter two on Reprise.

NPA (Nordisk Polyphon Aktifs) has “Detroit City” with Tom Jones on Decca among its latest releases. Also Portland, Ore., label Pioneer: “I’m A Man” with Spencer Davis Group on Fontana and “Here Comes My Baby” with Tremeloes, CBS.

NORWAY

Einar Rommen, also billed as “The Jenka girl,” has done “Oh, Lonesome Me,” here titled “Att Er Så Deilig” and “Winchester Cathedral,” in Norway known as “Hva Dei Døde” (“What They Are”). The Decca releases from Anne Berdinesen A/S includes “Epistilet To Dippy” with Donovan or Epic, and a maunfa of songs in the local Song Festival competition. John Normann is the singer.

SWEDEN

Publisher of “Som En Dröm” (“Like A Dream”), the song winning Sweden’s local Song Festival recently, is being published by Sonora Musikförlag AB who also has obtained the winner’s on tour. In the live January, “Non Pensare A Me.” Osten Wernerbring at Karussell has recorded both tunes, the song, the song as “Tilk Få Mej En Gäng,” Inger Berggren on Sonet has also done the Italian tune on Neglect.

Reuter & Reuter AB is the Swedish publisher of “Nashville Cats,” at the moment on the charts here. “Hälsning” another top selling tune here at the time, is being published in Scandinavia by Musikförlag Essex AB. Christian Sylan of Reuter & Reuter AB reports to this Cash Box office that they are the publishers of three of the songs from the recent local Festival. Hef Stars, Olga recording group, are now in Nairobi in Kenya where some scenes to their pop picture are being shot. Another Swedish group, Tages (recording for their own label Platina) are contracted for a tour in Germany starting March 12th.

JAPAN

Two new records released by Daineki are sold more than 50,000 copies also within a fortnight.

"Looking through the new pop singles, “Chisana Shiwasse” or “Little Happines” of Wild Ones is highly recommended by most of the pop critics. The tune is the second release for the group. The first release was “Omoide No Naga,” on Capitol which became a big smash hit. RCA seems to need more time to become more popular here in Japan. However, Nippon Victor and Teichiku Records seem to put a strong fort on it. Teichiku Records released the third number of Nippon Victor’s “Looking With My Eyes/Only The Strongest Men” with Dionne Warwick on Scepter; “I Got To Be Strong/World Behind Me.” Thus, at present, the publisher company is likely to release hit tunes of America and England, among which expected hit tunes released this month are “Happy Talk” with new group, The Georgia Girls, and “Crazy Baby” with Ray Charles.

The new releases from both publishers, Teichiku Records, and Columbia Records, Teichiku Records started to release pop originals on Union labels in February, the first release of which is the “Arabian Nights.” The first release was a single, a composite of Barry Phillips, “Manxman” of Spotnicks on Polydor, and “Ballas Balla” of Rainbows on Columbia.

MEXICO

Hoping to sell another 100,000 copies (as he did with “El Desperado”), Marco Antonio Muñoz recorded at RCA Victor the theme “Maria, Linda Maria” (Spanish version of “Aquamarin”) b/w “Celos.”

Two new Orfeo recordings on last week’s songs are: “See Me Rider” and “Chicano.” The last release was done by Los Diablos, and the second one with Los Dominicos.

Mario Freiberg, vice president of Tito Records, informs us that in a few days the second album of Sergio Mendez will be out. Mario’s publishing house “Quien” signed with Sergio Mendez, and “Come Go” with “Super-Titos” with Los Crazy Birds.

The latest records released by DUSA company are Verve LP’s “Big Band Bossa Nova” and “Stan Getz With Laurindo Almeida.” On Polydor, the new tropical combo of Sonora America of Badalona, and on MGM an album by Los Niños Alegres “A Horch” by Mervin and Roni’s “Love Me” and “Crazy Baby” with Bobby Hebb; on Polydor an EP with Los Niños Alegres “El Concierto”.

Since the death of Mexican idol Pedro Infante (April 15, 1957), Peerless has released 40 of his long plays, 25 of them sold have more than 100,000 copies...
The wedding of Palito Ortega to cinemactress Evangelia Zalazar made headlines in all the newspapers and fan magazines last week in nearly unprece- dented coverage with entire pages devoted to the details of the ceremonies. There was a silent party at the Tito Federal celebrating the event with nearly all the artistic world present. As a sort of associated celebration, Palito’s “La Frida” was the highest-grossing item at the box office of the top of the charts. Palito has been Argentina’s top teen artist for five years.

The Instituto Verificador de Grabaciones has compiled a list of the records and artists with the highest sales for the week ending May 26. The titles that received most promotion are “Ciao Amore Ciao,” “La Banda,” “Ensayo de un juez” and “Venza A M. The titles receiving most exposure were Los Panchos, Frank Sinatra, Jose Feliciano, Tito Alberti and Juan Ramon. A detailed report, day by day, is made available by the TVG (general distribution service).

Odeon has named Edgar Spinassi its new tango & folk music A&R man, in charge of all the work related to this department. Spinassi is well known for his work in both fields, is also a composer and arranger, and was present at the recent Cosquin Folk Festival giving a series of lectures covering aspects of folk music.

This Cash Box representative was invited last week to the Baradear Popular Music Festival some 10 miles (16 km) to the west of Buenos Aires. The Festival was tied-in with a song-selecting program on TV Channel 7, and the decision of the jury was made known at the end of the contest. There were five prizes, awarded to four songs of each part of the country (north, west, east and south) and a top prize. The composers were Oscar Barila, Waldo Belloni, Margarita Duran, Eduardo Lagos (newspaperman and music reviewer of “La Prensa”) and Gonzalez Farias. It is expected that most of the record companies will record the winning songs and others that appear to have commercial value.

Philips' star Santos Lipseker reports strong sales on Johnny Hallyday's recordings after the visit of the French chanter to Argentina last month. Johnny has gained a strong place among teen singers, mainly through his version of “Noir Est Noir” and his recent LP, “La Generation Perdue.”

This is a year-round, non-stop, heavy promotion of the single—strongly promoted and showing healthy sales signs—and the “Sands” album, rush-released by Siacentemps. Selascos's label is also enjoying continuing success with Nancy Sinatra, currently in the charts with “Sugar Town” and “My Baby.” As it may be seen, the Reprise label is firmly established in this country.

Disc Jockey has released a new singer by newsmaking Franky artist Dalida, this time with “Ciao, Amore, Ciao.” The suicide-provoking song is steadily gaining force in this country. Coincidentally, Dalida’s “De Man” is selling strongly and appears in the charts for the first time.

Argentina's Best Sellers

<table>
<thead>
<tr>
<th>This Last Week</th>
<th>Week Week</th>
</tr>
</thead>
</table>
| 1 2 | *La Felicidad* Palito Ortega (RCA); Los Cinco del Ritmo (Micro-)
| 1 | 1 La Banda (Ferrama) Chico Burque, Mario Zam (Ferrama); Las Cuatro Voces (CBS); Los Hermanos Garay (CBS); Sara Lee, Os Caracoles (Philips); Cinco del Ritmo (Microfon); Juan Ramon, Freddy Tadeo (RCA); Minerva (HyR); Cuarteto en Cy (Trovita); Lucio Milena (Disc Jockey) |
| 3 | Amor Gitano (Korn) Jose Feliciano (RCA) |
| 4 | 4 Donna Reed (CBS); Frank Sinatra, Lawrence Welk, Gas (Music Hall); Bull Dogs (RCA); New Vaudeville Band (Philips); Juan Ramon (RCA); Mr. Tombo; Los Chicos (CBS) (Philips); Pablo Palma (Trovita); Lucio Milena (Disc Jockey) |
| 5 | 5 Un Hombre En Una Femenina (Ferrama); Los Tuhores (Odeon Pop); Soundtrack (CBS); Eddie Barclay, Mireille Mathieu, Rachel Bey (Disc Jockey); Lucio Milena (Disc Jockey); Frank Pourcel (RCA) (Trovita); Lucio Milena (Disc Jockey) |
| 6 | 6 Noir C'Est Noir Johnny Hallyday (Philips); Dino, Desi & Billy (Music Hall); Los En (CBS) |
| 7 | 7 Mes Sains Sur Tes Hanches (Korn) Adamo (Odeon Pop); Lucio Milena (Disc Jockey) |
| 8 | 8 Beach Girl; I'll Be There Four Tops (Tama Motown) |
| 9 | 9 Funeral Del Labradora Barbara & Dick (RCA); Odette Lara (Trovita); Lucio Milena (Disc Jockey) |
| 10 | 10 Esoty de Rodriguez Los Cinco del Ritmo (Microfon); Manolo Corrales (Disc Jockey); Tito Alberti (Music Hall); Los Flamencos (CBS) |
| 11 | 11 That's Life Frank Sinatra (Reprise-Music Hall) |
| 12 | 12 Strangers In The Night (Ferrama) Frank Sinatra (Reprise-Music Hall); Los Tuhores (Odeon Pop); Jose Feliciano, Living Brass (RCA); Luus Dimas, Marito Gonzales (Music Hall); Dalida, Lucio Milena (Disc Jockey); Bert Fonteyn (Phonogram); Segio Mas (CBS) |
| 13 | 13 Chols No Quiere Cholo Cuarto Imperial (CBS) |
| 14 | 14 Los Abarrotados (CBS) (RCA); Jair Rodrigues (Philips); Sandro, The Marines (CBS) |
| 15 | 15 Los Osos (CBS); Cinco del Ritmo (Microfon); Manolo Corrales (Disc Jockey); Rosario, Los Guajiron (RCA) |
| 16 | 16 Hombre (Korn) Vicky Valdese (Music Hall); Blanca Rosa Gil (Questo) (Montes Antolins); Rosita Tajes, Diego Diaz (Disc Jockey) |
| 17 | 17 La Madrugada, De Coro Dia (Odeon) |
| 18 | 18 Friday's Child Nancy Sinatra (Reprise-Music Hall) |
| 19 | 19 Sunny Bobby Heil (Philips); Manolo Munoz (Music Hall) |
| 20 | 20 Yellow Mellow Donovan (CBS) |

Editions Palette proudly announces Will Tura's 1st instrumental LP. "Will Tura Plays Will Tura." This exquisite LP brings pop singer Will Tura playing his hit songs on the piano. Another great Palette LP. album is Andre Brassier's second L.P. "More Multi-Sound," bringing more of his numbers with nearly all the electric organ. French Michell Polinareff's latest hit "Ta Ta Ta Ta" is climbing steadily on Belgium's Hit Parade. Belgian hit group "La Klan" (Fatte) will appear next to the Rolling Stones in France's top of the pop's program "Musicoarama."

World Music Publishing firm obtained the publishing rights for "Peek A Boo," "Going Back To Gloria," and "Detriot City."


Also scheduled for near release are following USA masters: "Stop Telling Lies About Me" by Beau Hannon, "What A Relief, It's All Over" by the Dudes plus Jimmy Gilmer’s LP, "Lucky Levven" and the Fireball's LP, "Campusology."

Frankie Music also released Roman Reed's "Serenade In The Night." This J. Moeuse production is now released in Germany, Australia, Scandinavia and France. Norman Petty has the rights for the USA and Canada.

Belgium's Best Sellers

Flemish Top 10
courtesy HUMO
1 Gun Green Grass Of Home (Tom Jones/Deca)
2 I'm A Believer (Monkees/RCA)
3 Release Me (K. Humperdink/Dec)
4 Hello, Buena Sera (Rocco Granata/R. G. Records)
5 Snoopy Vs. The Red Baron (Royal Guardsmen/Vogue)
6 Insh Allah (Adamo/FM)
7 El Bandido/De Fanfare (Will Tura/Palette)
8 La Chanson De Lara (John Wallis/Polydor)
9 Let's Sowards The Night Together (Rolling Stones/Deca)
10 C'est Ma Chanson (Petula Clark/Vogue)

If you are reading someone else's copy of Cash Box, why not mail this ticket today?

CASH BOX
1780 BROADWAY
NEW YORK, N. Y. 10019

Enclosed find my check.

| $50 for a full year (52 weeks) subscription (United States, Canada, Mexico) |
| $40 for a full year (Airmaill United States, Canada, Mexico) |
| $50 for a full year (other countries) |
| $45 for a full year (Airmail other countries) |

NAME
FIRM
ADDRESS
CITY
STATE
ZIP #

Be Sure To Check Business Cards/Machines Above!

Cash Box—March 18, 1967—International Section

67
If recent signs of Congressional pressure seem to indicate that increased jukebox royalties may be paid through the passage of a copyright bill in the near future, the upcoming Senate hearings (March 17) on the current bill are crucial for all parties concerned. They could conceivably choke on the bone of Section 116.

Section 116 was written in Congress by Congressmen at a time when the contestants, operators and performance rights societies, seemed unable to arrive at a compromise. It reflects Congressional anxiousness to have the jukebox question—an isolated, minute portion of a much larger bill—resolved, so that the overhaul of the entire existing copyright system may be brought to vote, passed and closed.

Section 116, with its cluttered and complicated system of listing all records played on a jukebox during the year, involves the Federal Government as a kind of customs house, making it the middleman between those parties truly concerned, the operators and the performing rights societies. As anyone in business knows, the middleman costs more than he is worth. Save for the employment it would provide for several hundred Washington residents as Government clerks, Section 116 has nothing to recommend it to either side.

It would involve the operator in a depressingly heavy amount of plodding paperwork, comparable to counting a pile of beans and making notations of the length and width of each bean. The average man has enough trouble making out his income tax forms, despite the Government instruction booklets, and the counting of beans every three months, with a grand total at the end of the year, looms as a miserable and confusing job.

But it does not end there. The beans would be sent to Washington, where the staff of the Registrar of Copyrights would then have to count them, and finally the performing rights societies would have to count them to make sure the operators and the Government hadn't made any mathematical mistakes. The mind boggles and the eyes blur.

The system devised in Section 116 is probably the most inefficient and costly way of paying the theoretical royalties. The average operator would be compelled to hire one or several clerks to tabulate the records he buys, and if he could not afford to do that, he would have to do it himself. Much time would be consumed on filling out forms—time that is necessary to keep his route in shape, his machines in good working order and his locations satisfied.

The proposal has been made by MOA that the mechanical royalties on records be increased, and that all paperwork be avoided. So far no one has come up with a simpler solution or one that seems to provide the royalties in question to the parties in question as quickly as possible.

If a record is a hit, even a local hit, the operator will buy it; he must buy it. Does it seem best, therefore, to increase the mechanical royalties, to make payment direct and sure, and to avoid the middleman?

It may be hoped that the performance rights societies also desire swift and sure payments to their clients, and that they realize that Section 116 is not built for speed. What seems best, if royalties are to be paid, is that a compromise be reached by the operators and the societies, and that they present a fair and equitable compromise which can be quickly incorporated and passed—to the relief of the Congress, and the unburdening of the operator.

Wurlitzer/Ditchburn


This latest move gives Ditchburn complete distribution coverage in the State of California.

Cash Box—March 18, 1967
The Witnesses

Following is a list of operators who are scheduled to appear as witnesses for MOA before the Senate Judiciary Subcommittee on March 17 in Washington, D.C.

James Tolisano, Florida
Bill Cannon, New Jersey
Loerna Ballard, West Virginia
Irvin Lindenhorn, North Dakota
Ted Nichols, Nebraska
Nicholas Allen (legal counsel; summation)

(Robert Nima, Louisianian, is also scheduled to appear, representing the National Small Business Administration.)

Tolisano Sees Precedent

Set in Selection Of FAMA Exec. Director

WASHINGTON, D.C. — Though it was snowing in Boston and raining in New York, the sun was out here, and some considered it a good omen.

Winding up four days of Senate work, fifty-two directors of the Music Operators of America, the highest number ever to attend a board meeting, packed their bags and caught planes and trains home. Behind them they left a marathon record of association meetings and personal calls on Congressmen.

The energy expended by the direc-

BULLETINS

WASHINGTON, D.C. — MOA managing director Fred Granger and former Government Relations chairman James Tolisano, chairman of the House Radio Committee last week. Although it was expected that action would be swift, the association had asked for a hearing on Section 116 of the bill, which deals with the meaning by which operators would pay increased royalties to the performing rights societies, who at the exceedingly, the bill would then spread the extra money around in an equitable manner.

“You know, some of the Congressmen involved may be under the impression that when the songwriters are mentioned, it means Jerome Kern or Irving Berlin,” said one operator, “It doesn’t. It means some guy who sits down and writes a sappy lyric or a limerick presiding over a songwriters’ group picks it up, records it and tries to sell it on the Heilman cruise. That’s one of the things Bill Cannon pointed out at the hearings in 1965, but we don’t know if he did it. I think a definition of the music industry is involved, and so far as I can see, that definition is just dumb luck.”

The key man in the upcoming Senate hearing is subcommittee chairman John L. McClellan, the Arkansas Democrat, who became known to the country through televised Senate investigations of illegal labor practices and syndicated crime. Several years ago when the American Federation of Labor presented a play about a small-town operator haunted by a syndicate, McClellan appeared at the end of the program to deliver a statement pointing out that the situation in the play was not typical of the jukebox industry.

“It doesn’t mean we need worry about the public image of the industry in Congress. The MOA president James Tolisano, “It’s come along in a very short time. The Congressmen know that the average jukebox operator is a small businessman with a small businessmen’s problems. Our job is to convince the Senate sub-committee that Section 116 is, as we think it is, an unreasonable and unnecessarily complicated way of paying royalty. The whole thing could be done so simply—and effectively—by increasing the mechanical royalties on the records.”

Commenting on Section 116, one operator said, “Why, the average jukebox man isn’t a mathematician. In order to comply with the law, listing all his records, he’d have to go out and hire six girls to do nothing else but fill out forms. Now, I don’t think he’s got the money to put on the extra staff and he’s buying his cylinder himself—he’s too busy on the route servicing machines, looking for new locations, trying to keep the ones he’s got, working out commissions with local operators, studying copy laws. If the bill becomes law and he forgets or doesn’t have the time to write down all the thousands of records he’s got, he becomes liable for fines. He may even lose his license. He shouldn’t be made a lawbreaker just because he can’t multiply and divide. That’s what I’d want to say to the Senate—don’t make this average Joe a lawbreaker just because he isn’t a CPA. Think of the number of real jukebox operators buy. Thousands and thousands hundreds of thousands. Then think of listing them, Man, oh man.”

Although most of the four days were devoted to the visiting Congressmen and selecting witnesses for the Senate hearings (see box) there was a special meeting at which reorganization of various committees and the machinery of the association were discussed.

Managing director Fred Granger said on Tuesday night, “I think it’s been a very successful meeting. Certainly everyone gave their best and the attendance was outstanding. We’ve accomplished what we came here to do—coordinate strategy and tell our side of the story to as many Congressmen as possible, in the House and Senate. I think we’re as well prepared as we can be for the hearings and I think we’ve have an effective presentation. You can never predict how these things will turn out, but we’re going to give it all we’ve got.”

50 YEARS OF PROGRESS and service in providing all your requirements in

★ VENDING
★ AMUSEMENT

BANNER
Specialty Company

1521-23 N. 35th St., W. Seattle, Wash.
1508 Fifth Ave., Seattle, Wash.
(206) 723-5200

Early Spring Moneymakers by Davis
Reconditioned to look & operate like New

LOCATION-READY

PHONOGRAPH

Seeburg
PC-480 PC-880 PC-1280
$995 $1,195 $1,395

UPC-2 795 AQ-100 675

DS-160 595 L-100 275

AY-160 495

AQ-160 395 100-J 225

Wurlitzer

3000 3950 $795

WALLBOXES

Seeburg

1160 1160 1160 1160 1160
$95 $95 $95 $95 $95

3We 3We 3We 3We 3We
160 or 200 sel. 160 or 200 sel. 160 or 200 sel. 160 or 200 sel. 160 or 200 sel.
$125 $125 $125 $125 $125

3W1 3W1 3W1 3W1 3W1
100 sel. 100 sel. 100 sel. 100 sel. 100 sel.
$15 $15 $15 $15 $15

AMI

120 120 120 120 120
120 sel. 120 sel. 120 sel. 120 sel. 120 sel.
$15 $15 $15 $15 $15

WQ-200 WQ-200 WQ-200 WQ-200 WQ-200
200 sel. 200 sel. 200 sel. 200 sel. 200 sel.
$25 $25 $25 $25 $25

Cash Box—March 18, 1967

69

DAVIS

Importers, Exporters

738 EAST ERIE BOULEVARD
SYRACUSE, NEW YORK 13210
PHONE Granite 3-1631
AREA CODE 315
John ‘Tac’ Elms: 35 Years of Doing Modern Business

NEW ORLEANS—The Mardi Gras came early in February this year but a round of events taking place in March will remind many of the exciting pre-Lenten celebrations that are an annual affair in this fun-loving city. Hundreds of people will congratulate John “Tac” Elms on the 35th anniversary of his entering the coin machine business. Much of the wonderful success of those 35 years is based on the fact that New Orleans is a fun-loving and music-loving city and “Tac” Elms painstakingly gave residents and visitors the kind of music they wanted through his hundreds of coin phonograph installations in the Greater New Orleans area. State, parish and city officials will join with fellow operators, location owners and myriads of friends in a variety of ways to pay tribute to the chairman of the board of Tac Amusement Company, Inc. and the organization he has built over a 35 year period which today employs over 100 people.

Reminiscing for a bit, Elms looked back to the events leading to his entry in the coin machine business. His father had died when he was a year old. His mother ran a grocery store to help provide for Tac and his two sisters. When he was old enough, he worked in the store and came to learn the value of money for, as he puts it, “some items you sold brought in a quarter of a penny profit. You had to do a lot of work to earn a nickel or profit.” It was in the early days that the nickname Tac came to John Elms for he was always working extra long and extra hard to earn an extra nickel, then called a “tac” by many.

To augment income, Tac took on a bread delivery route and soon got to know not only of the streets of New Orleans but many of the owners of restaurants and taverns on them. He took a chance placing some bataelines in one tavern and soon branched into music, via Seeburg phonographs, then called Audiophones. Although the name of the coin operated phonograph soon changed, the term Audiophone is still used by many. Tac pays great tribute to the Seeburg product stating that its reliability through the years has contributed greatly to his success. Among the 1500 pieces his firm operates, all the phonographs are by Seeburg.

Tac says that he learned many things in his youth that helped him in his business career. After he was “run up, not raised up,” he learned that the real definition of preparation is “when preparation meets opportunity,” and he has applied plenty of preparation in all of his business connections, for by his own admission, work is his only hobby.

His wife Josephine would disagree with Tac on that point for while he is a man who frequently works from early morning until late at night, he has been a devoted husband and father. She points out that he spends all available time with her and their four children, John Jr., Joyce, Rita and Regina. One of his proudest times was when John Jr. and Regina completed last year as King and Queen of a Mardi Gras Grand Ball and Gala, an event attended by thousands. As a native of New Orleans, Tac knows of the great honor attendant to being selected as King or Queen and to have a son and daughter simultaneously selected to the position gave him tremendous pleasure.

His family, as well as his friends, will also join in March to honor Tac for another purpose. In addition to his 35th anniversary in the coin machine business, 1967 will also bring Tac the 61st anniversary of his birth. This event is bound to bring additional income to Tac for his philanthropic activities, a subject about which he declines comment. He has contributed to the Little League, Crescent baseball league, The American Football League and a variety of other sports activities.

Other civic contributions have brought Tac appointments to honorary positions in the New Orleans Police Department, as an Honorary Attorney General for the State of Louisiana and as an Honorary Colonel on the staff of Governor John McKeithen.

Another impressive recognition came from the Arcadia of New Orleans who conferred the Order of St. Louis XIV of France upon Tac for his thought, activities and consideration for the youth of the area. Those who know Tac well attribute his love of sports and young people to the fact...
Williams Unveils "Altair" Six-Player Shuffle

American Speedway...the first new game idea in 8 years...now being shipped nationwide

Ewald Fischer Gives New Building To Boy Scouts; "My Dream"

Williams ALTAIR 6P

CHICAGO—With the anticipation of the budding, new spring season a few weeks away, Sam Stern, president and general manager of Williams Electronics, Incorporated, dramatically removed the wraps on the handsomely cabinetted "Altair" six-player pinball playfield this past week. In keeping with this occasion production and all other allied facilities in the large, modern Williams-United factory on the far northwest side of this city has been geared for heavy sales activity.

With five exciting ways to play and score "Altair" features the "Match Bonus" scoring game—a bright, new way to play. In scoring this game if the player can match one, two or three strikes in each frame (as indicated on the backglass) he scores 100, 200 or 300 points. A perfect game consists of 21 strikes with a score of 2730 points. "Match Bonus" is bound to easily entice many skilled players in locations.

Other scoring games in United "Altair" puck shuffle bowler include such perennial favorites as: "Flash," "Bonus Lane," "Flash" and the old favorite bowling standard "Regulation" bowling.

Stern was obviously carried away in his description of the "Altair" puck shuffle alley, over the eye-appealing cabinetry (color combination, high styling, appointments and durability plus features). Another factor Stern was gleeful over was the immediate acceptance of this new beauty in so many areas in this country and in the foreign markets.

"Altair" puck shuffle alley boasts such proven other features as very effective extra duty pin hangers, an exciting, new playboard design and an ultra modern design backglass. Single, double or triple coin slots are optional. There are also dividers in the cash box for the various coin denominations.

United's "Altair" puck bowler takes its place alongside such other current Williams-United proven money makers as Williams "Arctic Gun" and "Magic City" single player flipper (and "Magic Town" add-a-ball model), and United's "Asto" big ball bowling alley.

Melone & Lipkin Off On Display And Distributor Journey

UNION CITY, N.J.—Sol Lipkin, American Shuffleboard executive, advised that he and general manager Nick Melone will be off on a sales trip to Las Vegas this week.

The firm will be exhibiting at the National Association of Physical Health and Education show, where American's bankshot pool table, Shuffle 88 will be featured.

After the show, Melone and Lipkin hope to make a distributor tour before returning to the factory. "We are," said Lipkin, "very, very, very busy.

"The reaction to our Shuffle 88 has been very gratifying," said Melone, "and we are the recognized leaders in the shuffleboard field. We have several new projects in development.

Cash Box—March 18, 1967
IN THE CELLER—Red alert! The House Judiciary Committee has passed, with all deliberate, say—frantic speed, the latest jokebox royalty bill to the Rules Committee. Next stop the House vote. On March 17, Friday the Senate will hold hearings on the bill, including Section 116, which might also be called, "How I Learned To Cut My Profit Margin To The Bone In Twenty-Four Thousand Entries Or Less." Now is the time for all operators, MOA members or not, to write their Senators and Congressmen and tell them briefly and truthfully what Section 116 will do to them if they are not directed in the sixty days debate? Does it all seem mechanical to you now? Do you strung your shoulders when the alarm is sounded? Do you believe that it will all pass away as before? It will not. Since the Congress seems determined to pass some kind of copyright legislation, the jokebox industry must be involved. The total copyright bill is huge, the jokebox part is small, and if Congress is anxious to get the copyright matter out of their hands, a bill—maybe not this year's—although it's clearer than ever before to a vote—a bill may be passed that will wash out the industry by sheer bulk. Politics, someone said, is the fine art of compromise, give a little, get a little. In other words, a bargain. To strike the bargain the industry needs, Section 116 must be softened, the paperwork involved must be eliminated. If you write your Congressmen, tell him so. Tell him we're small businessmen. If you decide that we must pay royalties, then you have to abide by it, but don't make it so difficult for us that we spend half of our time paying royalties, the other half of our time worrying about what is doing all it can (see story on News Page)—now let every operator do all he can for himself and MOA. Write your Congressman!

ALL QUIET ON THE PICO FRONT... Activity seems to have cooled, broken up with the luster of sales. The general reaction up and down the Pico Strip has been that the realalty sales pace of January and February, which in some places had reached the level of gaming activity, will continue on the assembly line and the arcade season will not end until April or early May. This April will more than make up for a somewhat lackluster March.

GOOD-BYE COIN MACHINE SERVICING HELLO GAME IN CORPORATE OWNERSHIP... This is the last week that we will be writing about Coin Machine Service. From this week onward, they will be known by their new name, the "Orange County." As a matter of fact Dave Solish told us just at the time they were already in the process of putting up their new sign. Jack Stoolman, who for the past few months has been the main man in the "Orange County" story, has pulled his dukes in and will no longer be involved. Hear that John Solish, son of Dave, has just been accepted at the University of California at Santa Cruz. A shipment of jointed cue sticks just arrived.

SERVICE SCHOOL AT CIRCLE IN INTERNATIONAL SCHEDULED FOR NEXT WEEK... According to Dean and Mrs. Luehagen, they are going in to conduct a service school for both 21 and 26 clubs this week. In the company of the 23rd. Another carload of All-Tech pool tables arrived this week. Several players had already made good faith deposits. Last week's big stock clearance is still going along. Don Young is covering the Orange County area.

FROM THE RECORD RACKS: Spoke to Buddy Robinson of California Music and he tells us that Nancy Sinatra and Lee Hazelwood are getting some action with "Summer Wine" which just happens to be the flip side of "Son of a Son of a Man." Like the Five American are back on the charts with "Western Union" on the ABC label. Well the sound of that record is back again and the Royal Guard are trying to top them down in their latest deck, "The Return of the Red Baron, Pt. 3," the last sequence of "A Beggin'" by the Four Seasons won't be a beggin' for sales, seems like they've got a better than usual chance to close out this list with Ed Ames who's about to flood out RCA with his hit bound "My Cup Runneth Over." The Solie Sisters of Luehagen told us that Richard Timms of Dot Records, was in to spin the latest from Lawrence Welk, "The Best of the Season." Hit records seem to be becoming a family affair with this Hollywood father, Frank Sinatra combined to record (or sound it's something) and the girls tell us that they think it is the monster of the week. Joe Perry Deco was in promoting Pete Fountain's single, "Thoroughly Modern," and his faster mover ever than there is "This Is My Song" by Pet Clark on Warner Bros.

HERE AND THERE... George Murohara of the Wurlitzer Co. is in town, he is very pleased to report he is all up to date with his orders for Valley pool tables. His exposition work are coming along quite well. He has a shipment of his new games, the Far East, and another going to his largest shipment in March went out to Oklahoma last week. We wanted to wish Leo Simone of Badger Sales a belated Happy Birthday. From Bob Portale of Advance Mail Order we get the news that Elke Ray, from Gottlieb, was in town. Ross Sheer of Chicago Coin was in town also with the news that he tells us that he received his first shipment of the Chicago Coin "Beatnik" two player pin game.

MILWAUKEE MENTIONS Benef Davidson, Wurlitzer's manager, was in town last week, he is writing for the MOA board of directors meetings Dick Jacomet held down the fort at Red's Novelty Co. Jack and Jim Hastings are on tap at Hastings Discount for the MOA convention. The Wurlitzer equipment and Williams Electronics amusement games rolling out to Wisconsin operations. No word on picture for the outlook in the coming spring months. John Pikus of Pioneer Sales & Services, was a very good guy in the Ambassador West Hotel last week. Wurlitzer's Midwestern Regional Meeting and Business meeting was a good opportunity to visit with many of his customers and old friends in the vending business. Team Cooper are enjoying a banner season in date with Rolls-Royce. "Basic Merchant" phonos, Rowe vending machines and Fisher pool tables. As to what is for the coming season; "If it continues as well as the business will tell the story, we can't complain about." All eyes are aimed at Washington, D.C. where Congress is about to make up its mind on the copyright legislation that is pending.

Upper Mid-West Musings BEN Kragtopf, Tracy, in the cities for a few days visiting relatives and taking up residence in the John Czerniak, Duluth, in town for the day making the rounds. . . . Also Morris Hammer of Chicago, was in town doing some buying. . . . Gordon Rummeling is getting to be a well known visitor in the cities. . . . Mr. & Mrs. Irv. Sandler are on a motor tour to California and then on to Mexico for an extended vacation. Mr. & Mrs. Gene Gelsinger are on vacation at the East and visiting friends in Virginia. Mr. & Mrs. Arndt Peterson in town on Friday picking up parts and records. . . . Mr. & Mrs. John Trucano are on the way to Washington D.C. Mr. John to attend a M.O.A. meeting and then both will fly to Ft. Lauderdale, Florida for a little R&R. During their deepest sympathy to Lloyd Morgan on the death of his father. . . . Kenny Dean, Rushmore Vending Co. convalescing at home after being operated on two weeks ago for a hernia. Should be back at his desk in another couple of weeks. Fred Kelly in town for the day picking up parts and records. . . . Harry and John Gale in from the cities giving us some news and records. . . . Mr. & Mrs. Darlow of Laramie, Wyo. were in town at San Diego, Cal. . . . Stanley Bader in from the day and taking the train back that evening. Don Smart in the cities for the day as was Fred Kelly, Pembina, in town for a few days.

Cosh Box—March 18, 1967

72
CHICAGO CHATTER

NAMA's kickoff of the 1967 regional Management Conferences, March 3-4, in New York City was a resounding success in attendance, attention given to the various sessions and the expert speakers invited in all other functions. The conference schedule then takes this group to New Orleans, Chicago, Atlantic City, Charleston, S.C., and finally to Boston. James T. (Jim) Melsen, NAMA's general president, capped the weekend gathering when he stressed the need, during the luncheon break, for the early recruitment of more good, trained personnel in the ever-expanding industry. Among the NAMA staffers on hand were executive director Tom Hungerford, Walter Reed, Sid Schapir, Richard Funk, Gib Tansey, Steve Polen, and many, many more, too numerous to mention here.

Tom Hungerford assures one and all that Chicago's International Am- phitheater is certainly a suitable replacement site for the big annual convention and trade show in late fall for the ill-fated McCormick Place. Dona- van, he says, "certainly offers ample exhibition space, and all other factors are more than adequate for our considerable needs." Among the prominent coin machine and vending men to which we chatted at the Ambassador West Hotel during the NAMA's first annual Regional Meeting, Friday and Saturday, March 3-4, were the aforementioned NAMA staffers.

...MUSIC: Stan Levin, Paul Hubsch, midwestern regional manager for the Brown Mfg. Co.; Danny Gould of Vendo Co.; Joel Kleiman, Pioneer Sales & Services in Milwaukee; Don R. McDonald, McDonald Merchandising Co., Ottawa, Ill.; Urban, Pierre and Ron of Empire Distributors; Dave Howie, head of the new Bally Vending, Inc., who was on hand to greet so many of his old vending pals; Orma Johnson, Ring Island, Ill., who departed after a lunch sponsored by Mid- land, D. C., to be on hand for the MOA's board of directors meetings. Orma is a director of MOA.

Other wondrous budding literature we visited with was that written by Steve Feinman and his lovely Eve Feinman, who just returned from a pleasant winter hiatus in sunny Florida. ...Rudy Kit ... Atlas Music's Bob Fabian and Joe Kick, of World Wide Distributors; Ivor Ovitz, who heads up the Vending Machine Division, House, Free, Frank, Gunna, and Jules Millam. ...And, of course, many, many more. ...And, it was another rewarding weekend for all. ...Another reminder to all that the Wisconsin Automatic Merchandising Council's annual meeting is scheduled for April 21-22, in the Lake Lawn Resort in Delavan, Wisconsin. Also, the Wisconsin Automatic Merchandising Council meets April 8, in Biggar's Motel, Appleton, Wisconsin. Make your reservations now for both sessions.

The gang at Williams Electronics is definitely dazzling about keeping eyes peeled on production with the heavy action on Williams "Magic City" and "Midway's Fun Ball" (add-a-ball) single player flippers, "Arctic Gun," "Altair" put "Swingaby" and "Vegas" big ball bowler. Among the busy bees at Williams are: Freazy Sam Stern, Billy Delahanty, Sid Gettiner and Jack Mittel.... There certainly is no lull or slowdown with Gottlieb & Associates with all the action on Gottlieb's "Ring of Din- mos" single player flipper amusement, "Gotts" and "Late Night" in Gottlieb and Judd Weinberg herald the fact that Dave Gottlieb and company are celebrating 40 years of service to the coin machine industry in this country and overseas. ...There is plenty of action in production and shipping at Midway Mfg. Co. due to the fine acceptance of Midway's "Fun Ball" baseball novelty game—the very first such amusement game released to the trade this year, and just prior to the opening of the annual baseball season in this country. Mark "Jolly" Winc- teron, Hank Ross and Art Kapace feel that it is singularly significant that Midway's "Fun Ball" is the opening 'shot' for the always exciting baseball season.

A quick tour through the huge con- fines of Chicago Dynamic Industries reveals that exciting plans are afoot there for a definitely active amusement games season. Among the new games readily to be introduced to the international trade marts are a baseball game, a new gun game (right on the heels of "Super-Scope," which was easily the best and most widely accepted gun game ChiCoin ever released). During our visit to the plant we interviewed, Bill Sune, Sam Ginsburg, Harry Glick, coin man John Verson, Mort Secore and Ross Scheer.

HOUSTON HAPPENINGS

Special entertainers for 35th annual Nationally famous Houston Livestock Show and Rodeo were Jimmy Dean, Jim Nabors, Ernie Ford and Harry S. Truman. The Kids Next Door, a band composed of 18 young adults each with an outstanding individual talent, provided the music for every performance. Kids Next Door debuted last November with Perry Como's Thanksgiving Special TV show and have been booked solid ever since. Jimmy Dean really entered into the spirit of the thing when he "hit the donut," following his second performance before a sellout crowd of over 27,000. He was riding around the arena when his horse stumbled while making a sharp turn and Dean was unable to hold the tensile. He finished his scheduled and rode from the arena apparently unscathed. It was the second day that he had sustained a badly sprained ankle. Dean commented that he had been thrown before but not before that many people.

One of the young talents was Marc Amusement Co., who are considered to be the "super-stars" of the amusement industry. They made sure that their daughter Linda Troy, with an average of 3.0 (4.0 is perfect), made Dean's List in her freshman year at University of Houston. The kids have seven subjects too, with 17 hours, which is a sizable load for such a little group. "Marc" is a member of the Harris and Jeanns Clare, radio, TV performers and recording artists with substantial following over Lone Star since about thirty years ago, earning some extra dollars by doing performances at super market chain store. Promotion aided and abetted with free colored photos of kids by nationally known photographer David (Tony) Moreen, Don and Jeanns with their "Kiddy Troopers" now have their own TV show in color on channel 39. ...Dropped by at H. W. Daily, Inc. (one stop and wholesale records) for a wee chat with semi-retired Harold (Pappy) Daily and drew a blank. Followed with a stop at H & H Distributing (cigarette vending) in quest of an argument with long time coinmen Red Harring- ton and made another water haul. Got to wondering, since all offices are practically within hollering distance apart, if those gay blades maybe were out making merry in some nearby honky-tonk or other.

Operator R. J. Slagle, Midway City Distributing Co, still thinks of happenings worth telling that occurred during our visit. Trinidad was his main objective but he did manage to cover many interesting sights that as he traveled by freighter as well as plane stops over at many ports of call were enjoyed. ... 78 year young Al Lemke, retired coinman with some 40 years continuous service in the business, at home and well along toward complete recovery from two major operations several weeks ago.

Cosh Box—March 18, 1967

Round the Route

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

Set your sights on American

"The World's Finest" Imperial Shuffleboard
and you zero in on higher profits.

American's Imperial Shuffleboard has earned the reputa- tion of being the "standard of the coin industry." In appearance, construction and operation it is years ahead of any other shuffleboard.

American Shuffleboard Co.
210 Pennsylvania Ave., Washington, D.C. 20006

LAS VEGAS

11250 WASHINGTON AVENUE
Las Vegas, Nevada
**Wurlitzer Service Series IV: Sound**

X. TONAWANDA—To have sound (used as a noun), there must first be vibrations transmitted through the air, and then heard by the ear. For instance, a radio broadcast is nothing but silent waves in the air until they are picked up by a radio receiver. An old expression is that "there is no sound in an empty room." The Wurlitzer engineering staff has long been familiar with the reproduction of recorded sound, voice, music, or the combination of both. As discussed in the preceding article, the end product at the North Tonawanda Division of The Wurlitzer Company is a sophisticated system for stereophonically reproducing sound exactly as recorded.

The latest "system" is Wurlitzer's contribution to the "Americana" phonograph, and utilizes six different cone-type dynamic speakers, in a unique combination providing, thereby a smoothness of reproduction unreproduced even by most of the expensive high fidelity home phonographs.

A juke box in position is expected to perform perfectly, hour after hour, day after day, and year after year. It operates more in one year than the average home installation, no matter how expensive, would operate in the owner's lifetime. The difference—and problem facing phonograph engineers—is that the juke box must always reproduce the sound exactly as recorded. For this reason, special attention is paid to the selection and placement of speakers in the phonographs such as the "Americana."

Sound covers such a wide range of frequencies and dissimilarities that the six different cone-type dynamic speakers are necessary to produce an even, overall tone free from the "peaks" and "valleys" characteristic of most multi-speaker systems. A claim such as this must have some back-up. The Wurlitzer engineers explain that good response over a moderate frequency band may be obtained with any simple cone-type loudspeaker. Reproduction over a wide frequency range, however, is restricted. At the low frequencies, the cone of large diameter should be used to increase the surface driving the air load. At the high frequencies there is a limitation due to the mass of the vibrating system, so that a cone of small diameter and light, is required. An intermediate diameter speaker may then be used to reproduce the middle band of frequencies. These three different sizes are commonly called Van Brabantian, tweeters, and mid-range. The trick is to get the exact correct sizes and cone materials, then synchronize them to have the right sound in a tonally correct cabinet. In the "Americana," the frequency bands covered by the aforementioned speaker system overlap adequately to provide a wide frequency range of reproduction of the recorded sound.

Any cone-type, direct radiator loudspeaker has several modes of vibration. In the lower and lower-middle part of a speaker's natural frequency band, the cone acts like a piston, the smaller diameter equal to the diameter of the cone. From the apex, (the point of least diameter), to the edge, the motion is in the same direction. As the frequency gets higher, however, the cone "breaks up"—in other words goes through combinations of vibrations—resulting in the apex moving as if it were partially unhinged from the edge and outer portions of the cone. This, naturally, varies the pattern of the sound waves, causing distortion and changing the speaker's response. This pattern can be compensated for by the use of another speaker of the same size. But with a different type cone. This second cone must be one which will radiate sound waves that compensate for the dips and raises of the other—in other words, it "zigs" where the other one "zags."

These are but a few of the many different components of a whole item. This is where the phonograph engineer has to be totally different ways or directions in order to achieve the desired effect. In every direction there are many voices directed by an experienced conductor. Each voice group, whether it be alto, bass, soprano or baritone sings different notes, or in harmony to blend or separate. Each sound, when blended, is a part of the sound produced by the phonograph. The "Americana" phonograph, using alternate curvilinear and straight-sided speakers, produces in the 3" x 5" speakers accomplishes this same pleasing characteristic. The 12" woofers, too, have cones which are dissimilar and complement one another so that it may be heard in order to sustain maximum power handling capability.

This selection of speakers, finally chosen with painstaking, time-consuming effort, resulted in the warm tone blending and balance of the Illinois phonograph. A Wurlitzer engineer will tell you that there is a cone produced for every sound, and they are matched in order to sustain maximum power handling capability.

Happy Birthday This Week To:

C. P. Warren, Norfolk, Virginia

Harry L. Elder, Philadelphia, Pennsylvania

Jack F. Phillips, Garber, Oklahoma

RobertDst. Madison, Wisconsin

Dist. Portsmouth, Ohio. ... George H. Hensley, Wilmington, Delaware

Ralph K. Goody, Franklin Park, Illinois

Ron W. Wood, Orlando, Florida

C. C. Faye, Carthage, Oklah-omaha. ... Jack Swartz, Brocklinne, Massachusetts

... Marvin Jacobs, Detroit, Michigan

... Havels M. Roeber, Cambridge, Massachusetts

... Joseph Bradish, Freeland, Pennsylvania

... Charles J. Brelfstein, Chicago, Illinois

... Wilfred Fritz, Los Angeles, California

... Harold E. Rose, Fargo, North Dakota

... Leo Willens, New York, New York

... Al S. Douglas, Miami, Florida

Wurlitzer Issues Jukebox Mfg. OK To Peruvian Firm

(Continued from page 51)
largest juke box manufacturing company, The Banco Comercial del Peru and holds director- ship in the two largest Peruvian phonograph companies. Devotees of the amazing sport of polo will remember Dugan as an empty room, and a skilled participan- on the international polo field. Sound is the major factor in the growth of surfing along the Peruvian coast.

Several months ago another Peruvian firm, named Santa Ana was added to its post in Manufacturas Peru, S.A. and Importaciones Peru, S.A., in company with the Banco Comercial del Peru. It is an active Rotarian, has traveled extensively throughout North and South America, Europe and the Orient, furthering the goals of this international organization.

Completing the top echelon of management is Edmond Vera, who holds the position of sales manager. Vera has been the guiding hand in popularizing the use of the modern juke box in Peru and has been sales manager of Importaciones Peru, S.A. for the past four years. The sales success of the juke box in Peru has been largely due to his sales ability, personality, and complete understand- ing of the economy of that country. The advent of merchandising in his company, Vera said he looks for greatly increased sales of new and used equipment.

**Advance BARGAIN BUYS**

Completely Reconditioned • Ready to Operate

**ROWE AMI**

JAD Standpont 5815

JAN Diplomat 751

JAL Trionopod 375

**SEEBURG**

PEA/U Electro 5871

LPC-40 410

LY-46 170

**GOTTLEIB**

Central Park 375

Bank-A-Ball 150

**MIDWAY**

Monster Gun Rifle Champ 345

Write for up-to-date Bulletin of Phonographs, Vending and Amusement Equipment

Cable Address ACOIN

4710 Delmar Blvd.

St. Louis, Mo. 63108

Phone (314) FO-1050

CASH BOX—March 18, 1967
McGuire Speaks at NAMA Midwest Meet

CHICAGO—Easing the myriad management and administrative problems in operating companies was the theme of the National Automatic Merchandising Association's 1967 Midwestern Regional Meeting, Friday and Saturday, March 3-4, in the Ambassador Hotel in Windy City. The series of meetings (which will be held in other regions on this present tour) are broadly titled NAMA's 1967 Regional Management Conference.

NAMA's executive staff and guest experts and management consultants will hold forth during the next conference, March 10-11, in the Montgomery Hotel in New Orleans, after which they will proceed to Cincinnati, March 17-18, for the next set in the Terrace Hilton Hotel. Atlantic City is the next destination on the tour, March 21-22. Where the group will gather in the Claridge.

From Atlantic City, the NAMA retinue enplanes to Charleston, N. C., where the meeting will be held in the Charleston Inn, April 7-8. And, finally, the Sharan-Patra in Boston is the site of the last two-day session on the agenda, April 14-15, until September 22-23 when the Western Management Conference will be held. There will be no exhibits at this session, and the note on location will be announced later this year, according to Tom Hungerford, executive director of NAMA.

James T. McGuire, president of NAMA, and a vice president of The CanTeen Corporation, was the principal speaker at the Saturday luncheon when he cited the burgeoning need for responsible, adequate management personnel in the industry. He said, was the prime reason for this vital series of business management meetings across the country. The gist of his talk was "You Can't Take Pot Luck," and centered on "people problems" in the vending industry. McGuire strongly stressed the fact that "service means people—and, service is what we have to offer the consumer public. People," he added, "represent our service: REGULAR service (and most important) in management!"

McGuire, a very articulate speaker in the area of the vending business, was roundly applauded by a record-breaking turnout at the annual luncheon. He concluded by spelling out the fact that this series of regional conferences will bear excellent results thanks to the very capable panel of experts NAMA was privileged to employ.

The group of experts on personnel direction, and company supervision included: Dr. Benjamin Werner, NAMA's labor relations counsel; R. F. Sheaffer, vice president, Jewell, Schott & Sheaffer, Inc., management consultants; James Healy, pres., Management & Business Services; Earl Brooks, professor of administration, Graduate School of Business, Cornell University; William Kaven, assistant professor, School of Commerce, University of Virginia; H. A. Feldman, management consultant of personnel and labor relations; C. M. Weld, pres., Management Information Center, Inc.; and E. M. Ryan, vice president, Management Information Center, Inc.

Chicago Coin's NEW

2-PLAYER BEATNIKS

with ROLLOVER BUTTON

Scores 100 POINTS, WHEN LIT
Possible to Score 500—600—700 or More Points with One Ball

• 4 THUMPER BUMPERS with Changing Score Values

• COMPLETING NAME "BEATNIKS" Scores 1 Replay — Carries Over from Game to Game

• 2 LOCKING GATES Ball Going Thru, When Lit, Add Another Letter to Name

• 3 INDIVIDUAL COIN CHUTES 5c-10c-25c

ALSO DELIVERING VEGAS • PARK LANE • FESTIVAL

Bally Capersville

has everything!

FLIPPER-ZIPPER
Closes Flipper-Gap

Extra Balls won
by skill-shooting balls in and
out of Kick-Out Holes. Captive
balls carry over game to game.

Super-Bonus Computer

Carry Over Free Ball
If ball fails to escape 4-Step Exit Alley

Code-Match Bonus
Scored by ball in

Kick-Back Gate
Fires Free Ball to top of playfield

Ultra Mode Styling

Go on a loaded cash-box caper!
Get CAPERSVILLE today!

See your distributor or write BALLY MANUFACTURING COMPANY • 2640 BELMONT AVENUE, CHICAGO 18, ILLINOIS, 60618, U. S. A.
WANT
OLD 78 RPM JUKE BOXES: ANY MODEL, any condition, send photographic if possible. Reply Box 799, I.B.W.A.Y., NEW YORK 10019.

ATT: JOURNEYMAN SHOP MECHANIC. FAST. NON-U.S. stamps. $1.00 face or more. Pay by Money Order or Certified Check. Mail to: Jim Beaudry, 3501 Main, Quincy, Mass., 02169. Phone: 617-479-0010. Want your used 78 RPM records for maple initial? Send your name - address - phone number and number of records. Phone: 617-479-0010.

MASS.- CAIUS, PAGES MUSIC. Send your catalog or list. Phone: 617-577-9494.

WANT—YOUR USED 45 RPM RECORDS. Pay freight and up to 13¢ R.C.A.C. or up to 12¢ Columbia. Phone: (714) 794-5581.

WANT—BASEBALLS, POOL TABLES, SHUFFLING BOARDS, COINS, and all related items. Must pay on sight. Phone: 714-794-5581.

WANT RECORDS—all types. Large or small. Pay freight and shipments—Attention Jim Beaudry, 3501 Main, Quincy, Mass., 02169. Phone: 617-479-0010.

WANT—SANDER WITH ALL ATTACHMENTS. To use on 26 shuffle boards. GLOBE AMUSEMENTS INC., 1233 SLOAN ST., GRAND JUNCTION, Colorado, 81501.

WANT—a Used 45 rpm record—SMILING BEAR: On the flip side—JENNY D. I.P.O. BOX 509, SAN FRANCISCO 19, CALIF. 94109.

WANT: TO TWO TOP NOTCH SERVICEMAN FOR SHUFFLEBOARDS (used & new). Opening are due in expansion. Good working knowledge of all shuffleboard mechanisms. This job is permanent and salary to compensate. Interested persons please contact dates. Phone: 513-923-1429.

WANT: NEW OR USED 45 RPM SINGLE NOT over $1.00 per record. Want the freight and we can use 200 or more (minimum). S. ALZNER, 2000 So. 3rd Ave., Maywood, Ill.

WANT a DISTRIBUTOR OR LARGE RECORD RESELLER from Montreal or Toronto to purchase Copeland 45's. Contact James A. Timmins. Interests: LP's, 45's, phonographs. $1.65 each. Strict condition: cash only. Write: WINN, 350 E. 41st Cash Box, Chicago 11, I.I.Y. 0119.

IRVING KAY ROUND POOL TABLE $150.00; WANTED. Pay freight. J. I. Coin Machine Co., P.O. Box 1713, 414 KELER ST., HARRISBURG, PA. 17108.

WANT, RECORDS. 45's AND 78's, PAID, any condition, send listing. Pay by Certified Check or Money Order. Phone: 617-479-0010.

BALLY SHOFT A LINE, BARREL Q FUNS. Lotto Funco: Kenney, Rivond, Venus, El Montclair, El Montclair, 2240 Carondelet St., St. Louis, Mo. 63103, Phone: 314-421-4567, Ext. 462.


RECORD COMPANIES—WANT ACTION DISTRIBUTION & PROMOTION. Send your latest records to us. Please address: ACTION DISTRIBUTING CO., 2222 Madoc Floor 2, Chicago 9, I.I.Y. 0257.


IF YOU DON'T HAVE IT—WE'LL GET IT FOR YOU! Need 45's: Cycle Tone—Model 220, Telecords, 1003-41, Atlantic, 10603. We also pay for 78 rpm records. Send catalog to us. Please add $0.75 for postage. JACOB BOCHNER, 1275 BRANCH AVENUE, PROVIDENCE, R.I. 02909.

IF YOU DON'T HAVE IT—WE'LL GET IT FOR YOU! Need 45's: Cycle Tone—Model 220, Telecords, 1003-41, Atlantic, 10603. We also pay for 78 rpm records. Send catalog to us. Please add $0.75 for postage. JACOB BOCHNER, 1275 BRANCH AVENUE, PROVIDENCE, R.I. 02909.

shown in the display case are some of the many awards "Tac" Elms has won for his outstanding civic activities as owner of the restaurant chain, Bill Gruber, named a horse after Elms, "Mister Tac." Tac remembers "the horse was like, he stood up well in tough conditions." Other horses like the Tac, who "was a winner even when all kinds of disadvantages came along.

Although much of his business success has come from the coin boxes of his Seeburg phono graphs, Tac remembers some of the trials of early days of operating. Once, he said, "I almost collected enough linoleum to make covering for your living room. The coin chutes would accept pieces of linoleum cut to the size of a nickel and for a while all I came home with was a bag of linoleum discs." However, the people at Seeburg soon devised a solution to that problem and things were placid until the appearance of the Texas slug. This, too, was eliminated as a problem and Tac continued to build his business on service and programming.

NAC Midwest Regional Conclave
Set for March 13-15

CHICAGO—A program dealing with many aspects of theatre entertainment and concessions will be presented by the National Association of Concessionaires at the Midemont Regional Theatre Owners Convention being held March 13, 14, and 15 at the Sheraton-Columbus Hotel, Columbus, Ohio.

Sponsors of the 3-day regional convention, in which NAC is taking an active part, are the National Association of Theatre Owners of Ohio; Allied Theatre Owners of Western Pennsylvania and the West Virginia Allied Theatres Association; Julian Lefkowitz, L & L Concession Co., Detroit, Michigan. NAC second vice-president, is chairman and moderator of the NAC program, which will feature talks by NAC director J. C. Evans, Gold Medal Products Co., Cincinnati, Ohio and NAC member Knute Boyle, Theatre Candy Co., Pittsburgh, Penna. A question and answer period will follow the session.

Lefkowitz, in his talk combined with a slide presentation will cover equipment, decor and size in "Yesterday's and Today's Concessions," plus a series of slides depicting a drive-in restaurant on theatre property.

Louis L. Abramson, NAC executive director, Chicago, will also speak at the NAC concession session, which is scheduled for Monday afternoon, March 15.

The value of proper programming was brought home most vividly to him by a customer in a location who had his ear glued to the front of the phonograph. Every time the record finished, Tac tried to open the machine to make the collection but the customer objected and played the same selection again and again. The location owner pointed out that the patron had recently divorced his wife and found his collection on a specific record. Tac offered to put free plays on the machine if only the patron would let him make the collection. At that point, Tac realized the value of proper programming for the patron said, "if that music machine could cook, I'd get married again."

The Tac Amusement operation is built on service and programming and is a model of organization and efficiency. Distributors and operators from all over the world visit to see how the firm operates. Tac believes in showing and telling them anything they want to know. "This business has been good to me," he says and "I'm just grateful to help others."

With his ability to get along with all kinds of people, with the knowledge of people and their entertainment needs and with the respect he has earned throughout his state and community, it stands to reason a lot of days in March are going to be like Mardi Gras for John "Tac" Elms, a man who has helped a lot of people who are going to let him know they remember it.

Continued from page 79

doubtful to help make certain kids get a chance to learn and play sports and he does it in so many different ways, it is doubtful anyone can keep track," one official said.

In another area of recognition, the president of the Meal-A-Minute re-

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

TELL ME TO MY FACE
Kathy (Mercury 72655)

FOR HE'S A JOLLY GOOD FELLOW
Bobby Vinton (Epic 70136)

WHAT A WOMAN IN LOVE
WON'T DO
Sandy Posey ( MGM 13702)

ON A CAROUSEL
Mollies ( Imperial 66251)

AT THE ZOO
Simon & Garfunkel ( Columbia 40046)

SING ALONG WITH ME
Tammy Rane ( ABC 10008)

THIS IS MY SONG
Petula Clark ( Warner Bros. 7002)

A-DEEGIN'
Four Seasons ( Philips 40433)

STRAWBERRY FIELDS FOREVER/
PENNY LANE
Beatles ( Capitol 5870)

DEDICATED TO THE ONE I LOVE
Mamas & Papas ( Dunhill 4077)

SHOW ME
Jim Tex ( Doot 4055)

PEEK-A-BOO
New Vaudeville Band (Fantone 1573)

WITH THIS RING
Melrose ( Master 1279)

MORNIGTOWN RIDE
Souink ( Capitol 5578)

1,2,3
Eumon Louis ( Cedd 3556)

TROUBLE DOWN HERE BELOW
Loo Rawls ( Capitol 3524)

YOU GOT TO ME
Neil Diamond ( Song 340)

INDESCRIBABLY BLUE
Ben Fowley ( RCA Victor 45-9506)

I'LL TAKE CARE OF YOUR CARES
Frankie Laine ( ABC-10891)

MUSIC TO WATCH GIRLS BY
Bob Crew Generation (Dynasound 229)

MATCH BONUS FEATURE
Match One, Two Or Three Strikes Each Frame (As Indicated On Back Glass) To Score Bonus Points Of 100, 200 or 300. Perfect Game = 21 Strikes For A Score Of 2720.

5 WAYS TO PLAY
dual flash flash regulation match bonus bonus lane

6 PLAYER SHUFFLE ALLEY

Featuring "MATCH BONUS"
A bright new way to play...
A beautiful introduction to plush surroundings . . .

Here is the answer to prestige locations. The exciting new GP/Imperial is a magnificent blend of fashionable styling and stereophonic high fidelity. 160 selections. Stereo-monaural. Intermixes 33½ and 45 RPM records. 7” LPs. Any sequence. Designed to capture the most elegant locations.


EXCLUSIVE ROCK-OLA REVOLVING RECORD MAGAZINE. Imitated, never equaled, the Rock-Ola Revolving Record Magazine and mechanical selector have established outstanding records of performance and dependability.

EASY-TO-READ SELECTOR AND FULL DIMENSIONAL SOUND PANELS. Beautiful profile enhances prestige styling. Stand-up viewing of 160 selections. Full dimensional sound panel gives sensational room-filling sound.

PHONETTE WALLBOX MODEL 500. Personal listening from 160 selections. Compact stereo speaker-selector unit. Simple selector panel and personal volume controls. 50¢ coin chute optional. Available as Model 501 for 100 selections.