Columbia Educational Campaign: Stereo Disks Sound Fine On Mono Phonos • • Don Kirshner To Direct Show Biz Complex • Beach Boys To Appear On Brother Label Thru Capitol • • Atlantic, MGM Confabs Cash-In • • Barclay Bovema Join • Acuff-Rose Unveils New HQ
This summer.
The crowd will be playing this fun and game single.
Get the picture?

"PENNY ARCADE" by
THE CYRKLE

Where summer sales action is a snap.
On COLUMBIA RECORDS®
"Kids will no longer accept entertainment by 4 dots," a member of the Monkees remarked at a recent press conference in New York. He was referring to successful teen acts who little more than perform their record hits at "live" concerts.

What the youngsters do want (and are willing to pay for) are groups that are truly in-person, not merely impersonal; mechanical, unimaginative extensions of their personalities on wax.

The point is not only that of ticket holders being cheated by unsatisfactory concert engagements, but it cannot be emphasized enough that shallow in-person performances cheat the artists themselves.

Slipping out of favor are groups who once could get by for (or even thrive with) their audiences with an LP's worth of their triumphs. The kids seem intent on listening to what other entertainment talents a group or individuals in a group may possess. This can be in the realm of comedy, dancing and, in some instances, a smattering of serious political or social comment.

In short, there is a measure of urgency in conceiving an act that has a point of view, with a smooth and entertaining flow of commentary or other device that only a "live" engagement can reveal.

Today's consistently-on-top disk groups can visualize and realize far greater horizons than ever before. To the successful in this avenue come offers for television, movies and, of course, concert engagements.

Youngsters are ready to make a Marx Brothers or a Ritz Brothers out of any disk group which has all-around performance skills.

It is a mistake to assume, by the way, that kids won't go for corn. In modest doses, it can go over exceedingly well.

But, whatever format is adopted (hopefully employing the basic abilities of the people involved), groups should realize that a disk performance ends for the most part in the studio. Outside of it, kids want the music, to be sure, and lots of showmanship to the bargain.
She's also the world's most popular revival singer.

WHO'S SORRY NOW...MY HAPPINESS... AMONG MY SOUVENIRS...TOGETHER...
She made them all million-sellers. All over again. And when she revives a song, she makes it hers. Forever. Now hear

CONNIE FRANCIS

take permanent possession of one of the greatest hits from a generation ago

MY HEART CRIES FOR YOU

K-13773

Summer sales revive with the summer sound of MGM Records

MGM Records is a division of Metro-Goldwyn-Mayer Inc.
You've heard his name... now catch his first big single:

RUFUS LUMLEY
JUST SAY GOODBYE
MICHELLE

47-9230

SHIPPED IN A FOUR-COLOR SLEEVE

RCA VICTOR
The most trusted name in sound
New York—The first of a planned semiannual Recording Industry Show has been set for Nov. 22-26 in New York. Sponsor is the Association of Retail Records Dealers of New York, New Jersey and Eastern Record Dealers.

According to Mickey Gensler, a New York retailer who is president of RRD, "we offer to the recording industry and its allied industries a most effective method of reaching the dealers and the buying public by showcasing their products, and talent in a new and novel way."

The site of the show, at the Shern- tohn, 253 West 34th Street and Broadway & 34th St., is one of the most active retail areas in the world. The dates are specifically designed to take ad- vantage of Thanksgiving Week, when hundreds of thousands of people stream into the city to see the Macy's Thanksgiving Day Parade and start to make Christmas gift purchases.

Gensler is now contacting a num- ber of record labels who wish- ingness to become exhibitors. He expects 200-400 dealers to attend the show. Both host associations number 65 dealers. Exhibitors will be limited to record and tape manufacturers, distributors, trade and fan mags, pr firms, etc.

Trade, Public Attendance

The public will be invited to attend the show, at $1.75 per admission, on Thursday (Nov. 26), Friday (Nov. 27), and Sun. (30), Wed. (22) and the period of 10 a.m. to 1 p.m. on Sunday. has been set aside for visitors.

The show has arranged for a ball- room where artist appearances and performances will be kept as short as possible, Gensler said, to insure a large turnover audience.

For further information, Recording Industry Show Enterprises can be reached at 750 West 39th, phone number is (212) 324-1138. Bruce Lestig, in the management business, is convention coordinator.

Beach Boys To Appear On Own Label Thru Capitol

Hollywood—An agreement has been reached between the Beach Boys and Capitol Records, covering issuance of the groups new product on the Capitol Records label. The chief of Brother Records takes place in conjunction with a new long-term deal between the Beach Boys and the Record- ing game with Capitol's which had a number of years yet to run, but a long-standing legal dispute between the Beach Boys and the label.

Brother Records will be a new label for the Capitol Distributing Organiza- tion, featuring not only the Beach Boys but other artists discovered and developed by this group. This will give an announcement said, both the Beach Boys and Capitol a greater opportunity to exploit fully the crea- tive and performance capabilities of Brian Wilson and his brothers.

The first Beach Boys release under this new arrangement, "Villains," is already being aired in some areas and will be available for national distribution within the next few days.

Nonesuch Going All-Stereo

New York—Elektra Records' Nonesuch line will go from now on in stereo only. This series, which includes all numbered 1106 and higher. The Nonesuch Explorer Series, which includes the usual and exotic music from around the world, will be an exception. Under the ruling of Nonesuch disks already on the market, in that format will be made available as long as there is a reasonable demand for them.

In explaining the new policy, Jack Hamperman, director of the labels, pointed out that over 80% of current Nonesuch sales are already stereo and that stereo recordings (which Nonesuch sells at the same prices as mono) "offer overwhelming advantages to classical record collectors.

Elektra's engineering department has made tests which show that people's own monaural phonographs will be able to play Nonesuch stereo releases without fear of damage to either needle or record.

Tower Names Burdsal Administration Mgr.

Hollywood—Adding to the recent shuffle of Hugh Dallas, Tower Records' sales manager, from N.Y. to the coast (Cash Box, July 15) and the consolidation of the entire distribution and merchandising and A&R functions in Holly- wood, is the appointment of Bill Burdsal to the newly created post of administration manager, Burdנא as for- mer gm of Calcon Laboratories, an opti- cal firm on the coast, will report to Perry Mayer, merchandising director for the dis- covery.

Esmond Edwards To Verve

Los Angeles—Verve jazz producer Esmond Edwards has joined Verve Records in A&R. He is replacing John Hulme, who was recently on a label to form his own indie production company.

Columbia Educational Campaign: Stereo Albums Sound Fine on Mono Equipment

New York—Columbia Records is embarking on an educational cam- paign to inform the trade and con- sumer that the "cavemen era" when stereo records were played on mono sound boxes is over.

More for the CBS label, the first company to raise the list price of monos to $25.45, to the trade and consumer are not fully converted to stereo mono equipment can be in stereo mono equipment can be played in stereo mono versions.

This has led, Clive Davis, CBS vp and general manager, declared, to a number of mechanical and editorial changes, in the precision in which he has established a "new" record. The most extreme action in the consumer aware of that stereo records can be played with excellent results on mono equipment, and they are equipped to inform the mono- owners of the advantages only. Here is how it can build his collection of stereo records now, pending the future purchase of stereo equipment.

CBS has prepared a statement, en- titled "Columbia Stereo Records Can Be Played On Mono Equipment," that will be distributed in brochures in for counter use in conjunction with pamphlets which will be inserted into each stereo display or portion of the statement will appear in the cover of all of the label's future LP's. This is the complete text of the statement:

Columbia Stereo Can Be Played On Mono Equipment

Columbia Stereo records can be played on today's mono record players with excellent results. They will last as long as mono records played on the same equipment, yet will reveal full stereo sound when played on stereo record players.

Technical developments in recent years have improved the quality of today's phonograph. When stereo records were first introduced, they could not be played on machines designed to play only monaural rec-

(Continued on page 51)

Stereo Confabs Orders High, Re-Orders Swing To Mono

New York—A strong stereo buying pattern at various label sales conventions is being offset by strong reactors in mono, Cash Box has learned.

Eric Records, which just ended a series of regional sales meets, claims a 5-to-1 ratio in favor of stereo LP's in the pop category, and a 10-to-1 margin for stereo in new classical releases. However, recorders are reported heavy in mono. At Atlantic Records, which held a sales confab in Maimi on July 8, initial wholesaler orders, per 100 orders, ran 89 to 20 in favor of stereo on vocal sets and 90 to 10 on instrumental packages. But, on recorders, "almost all or- dons were for mono sets."

At last week's MGM confab in Las Vegas, stereo orders, based on preliminary surveys, constituted almost 95% of billing. One wholesal- er, however, ordered in stereo in orders without specifying a stereo- mono ratio.

It appeared that wholesalers are taking the initiative toward stereo at sales conventions with the belief that the consumer would not pay a dollar more for a mono album, however, the retail level is insist- ing on greater mono purchases.

(Continued on page 51)

Don Kirshner Forms Show Biz Complex

New York—Don Kirshner, former vp of CBS Records, and Screen Gem TV, has just formed his own entertainment complex. The activities of the new firm will ex- tend to music publishing, records, TV and film picture production, and tie- in with musical and other allied fields." Among the activities of this new firm include Herbert J. Siegel, former head of General Artists Corp.; Cy Feuer and Arnold Silverstein, partners of such Broadway hits as "How To Succeed In Business Without Really Trying" and "Guys And Dolls"; Robert Barnett, former president of the Mu- sic Department of Atlantic Gen- eral Artists Corp.; James J. Roehls, president of Baldwin-Montrose Chem- icals, Inc., and Loew's, Inc.; Edward Burdsal, managing partner in the law firm of Marshall, Bratter, Gersh, Allison, Young & Cowan, president of the Diplomat Hotel in Hollywood, Fla., who is also as- sociated with the Florida Audubon Society; David Lithgow, a partner in the ac- counting firm of Neil- stein, Griffith & Co.; and Richard Ornsfield, a registered representative of Goldsmith & Co., Ltd., who was formerly with Kirshner at Columbia and Screen Gems, and will function as VP and treasurer for the Kirshner Entertainment Corp.

Kirshner brings with him an ex- perience to his new enterprise. As presi- dent of Colgems Records, he was re- sponsible for the lucrative distribu- tion deal between Colgems and RCA Victor Records. Records re- corded on Colgems were the Monkies,

For whom Kirshner acted as music and supervision consultant. In his post at Columbia Pictures-Screen Gems TV, he acted as music consultant for a number of TV shows, "The Mony," "I Dream Of Jeannie," "The Mony, and "Iron Horse." As boss of the firm's music division, he published the music for such motion pictures as "Lawrence Of Arabia," "Cwhino Royale," and "Born Free." The last two films garnered the best sound and best song categories. He was dismissed from his post earlier this year, bring- ing a $35 million suit against Colum- bia.

Songs whose publishing rights were controlled by Kirshner during his as- sociation with Columbia Pictures-

(Continued on page 51)
MGM Bird $5.2 Mil At Vegas Confab

LAS VEGAS—MGM Records boss, Louis deFunes, presented a Press Conference, and more at its sales confab here last week (9-12). The label billed ‘$5.2 million in first week sales’ though, as to how about 70 new albums and six singles. The company claimed in advance of $2 million in sales. Significantly, a spokesman for MGM noted, the company had not relied on any pre-sale surveys, for were this product for stereo. This is deemed a result of the recent explosion in the sale of new compact stereo sets by most major department stores.

It’s Psychedelia ’67

The confab, bringing about 100 label execs and deFunes to Caesar’s Palace, was designed on the concept that it represented the “First Psychedelic Light Show.” With this format in mind, the sales representatives presented trippy, multicolor, audio-visual production, employing good-natured, upbeat “urban youth” of the world of Psychedelia. Written and produced by MGM’s Jack Mahler and engineered by David Greene, it covered most of the new product, including new releases on “MGM’s Week’s” Verve, Venus, and Capitol.

Looking at the label’s sales presentation, Narasit said that strides made over the past two years had been made by the company’s top talent. Over this period, Narasit noted, the label had increased its sales 92%.

“Today, we’re ready and sell in the ‘Now’ label,” he said. “Now is the time and the place is the young. And the young are the ‘in’ people; the people who write our boldest music, fashion packages, those who are the ‘in’ ways and who buy it in record form in ever-increasing quantities.” Narasit said that the label’s new “Nicey” covers story cover story in Time.

Looking to the label’s performance, Narasit also revealed several long-standing re-issues. As reported in Cash Box, the ‘Lovin’ Spoonful has been re-issued through 1975; also, the ‘Barclay’s’ hits are available on the label, Hank Williams Jr. are being issued through 1970.

MGM Club Deal a Success

LAS VEGAS—The MGM record club deal with Capitol Records is proving a success, according to MGM president, told Cash Box last week. He also said that, in cooperation with special club promotions, the first of which is a two-pocket Connie Francis album, the program has seen sales rise significantly.

Acuff-Rose Bows $500,000 Headquarters In Music City

NASHVILLE—Music City officials gathered in fine style last week when Acuff-Rose Publications, Inc. opened its new $500,000 headquarters building along Franklin Road in the heart of the Music Row house the largest complex of its type in the city, and is considered one of the most impressive operations in the world. The building, enlisting a leading advertising, a book- ing agency, a recording studio and radio station.

Acuff-Rose president Wesley Rose officially opened the building with the cutting of a strip of eight-track recording tape, assisted by veteran performers like Little Jimmy Dickens, Mickey Gilley, Brenda Lee, Slim Whitman, and others.

Atlantic Sales Meet Orders Hit $3 Mil

MIAMI BEACH—LP Sales chief Len Sachs called the reaction "absolutely fantastic" as Atlantic and ATO distributors wrote orders for $3,000,000 during the sales meeting recently at the Diplomat Hotel in Miami Beach.

The three-day conference was called the most successful sales clotch in Atlantic-ATO history. Again, citing Sachs, "this year's sales meeting showed the greatest outpouring of enthusiasm for our new product on the part of our distributors in the industry ever seen."

For the first time, distributors of both labels met in a combined conclave conducted by Atlantic execu- tive vice-president, Steve Simpson, and Neashi Ertugue, Bob Kornheiser and Sachs.

The headlining sales drive was the largest album release by Atlantic and ATO in recorded history, featuring Frank Sin- tic, ATO and 7 Stax Volt LPs. Singers by Joe Tex and Keely Smith were also introduced.

A special summer program was disclosed at the conference pointing out the firm’s integrated dealer and rack oriented merchandising and advertis- ing project. All product introduced at the conference is available to all Atlantic-ATO retail buyers who order any cover.

$150,000 Promo

At least $150,000 is being ear-marked for prom for publicity and promotion purposes, as suggested by various artists. Included are pre- recorded radio spot announcements in length of various retail ads, designed for airplay and that these are made available to distributors Aug. 15, include the Mothers of Invention, Tim Hardin, The Left Under- ground and the label’s “You’re A” (Continued on page 50)

Atlantic Sales Meet Orders Hit $3 Mil

MGM To Release ‘Wind’ Soundtrack

NEW YORK—Twenty-eight years after its premiere, MGM Records will release a recording of “Gone With The Wind.” The label will re-release the classic film in Oct. The film is being currently being technically updated by engineers, in- cluding adaptation to wide-screen and work on obtaining deeper color tones.

Jesse Kaye, MGM west coast vp, has been charged with the release of the classic film. He said Cash Box that he has had teeny audiences attend screenings. By viewing the music of the film, they can design those scenes with mus- ic that have the most emotional im- pact.

It’s understood that prior release of the soundtrack was because of was involved in dual owner- ship with Acuff-Rose. Now, David G. Selznick. After Selznick’s death, MGM acquired full rights to the film.

Last re-released about 10 years ago, film re-release approaches the 1967, Atlanta, Ga., where the first premiere was held.

Paupers: Viewers See Lots Of Teen Riches

LAS VEGAS—The Paupers, a new teen-comedy-comedy-comedy series, the Forec/Explore, act with the company planning a big push on putting the series "together."

The quarter debut with a single front up on the featuring Paupers, “Who Me,” next month, will undertake a 30-day tour of cities in the East and Los Angeles. They will meet the press and appear at hops and such.

In singles field, MGM offered six new singles, including of the Paupers. According to MGM’s Lenny Scheer, the album is returning to the idea of the artists for new songs at sales cons. Other new songs were: “Astor Disaster” by John Jeffery & Brother Tom, “San Francisco” by Mitziabler, “Me, Me, Me,” by the Models, “Who Would Deny Me” by Ed Townsend, and “Follow Me, I’m The Flower Man” by the Gypsies, who noted that singles artists were being developed with the feeling that strong LP careers would be in the offing.

Barclay & Bovema Merge Branches

Int’l News Report

Barclay of London and Bovema of France announced that branch offices of both companies in the United States will be combined into a single operation. The new branch will be located at 111 West 42nd Street, New York.

(Continued on page 51)

Cash Box—July 22, 1967
...COMING!
TWO
SCINTILLATING
SINATRA
SIDES:
"THE WORLD
WE KNEW"
(OVER AND OVER)
B/W "YOU ARE THERE"
(FROM THE MOTION PICTURE
"THE NAKED RUNNER")

Produced by JIMMY BOWEN
## Radio Active Charts

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

(SURVEY COMPLETED TO JULY 12)

<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>Pleasant Valley Days — Monkees — Colgems</td>
<td>60%</td>
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<tr>
<td>55%</td>
<td>Baby I Love You — Aretha Franklin — Atlantic</td>
<td>55%</td>
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<tr>
<td>53%</td>
<td>All You Need Is Love — Beatles — Capitol</td>
<td>90%</td>
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<td>50%</td>
<td>Cold Sweat — James Brown — King</td>
<td>50%</td>
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<tr>
<td>47%</td>
<td>Words — Monkees — Colgems</td>
<td>47%</td>
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<tr>
<td>42%</td>
<td>Thank The Lord For The Night Time — Neil Diamond — Bang</td>
<td>77%</td>
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<tr>
<td>41%</td>
<td>Apples, Peaches &amp; Pumpkin Pie — Jay &amp; Techniques — Smash</td>
<td>41%</td>
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<tr>
<td>40%</td>
<td>You're A Rich Man — Beatles — Capitol</td>
<td>40%</td>
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<tr>
<td>38%</td>
<td>Lonesome Road — Wonder Who — Philips</td>
<td>38%</td>
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<tr>
<td>37%</td>
<td>Gentle On My Mind — Glenn Campbell — Capitol</td>
<td>59%</td>
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<tr>
<td>36%</td>
<td>My World Fell Down — Sagittarius — Columbia</td>
<td>77%</td>
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<td>35%</td>
<td>River Is Wide — The Forum — Mira</td>
<td>44%</td>
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<td>33%</td>
<td>Glory Of Love — Otis Redding — Volt</td>
<td>33%</td>
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<td>32%</td>
<td>A Thousand Shadows — Seeds — GNP — Crescendo</td>
<td>32%</td>
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<tr>
<td>30%</td>
<td>Brown Eyed Girl — Van Morrison — Bang</td>
<td>30%</td>
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<tr>
<td>29%</td>
<td>Hypnotized — Linda Jones — Loma</td>
<td>94%</td>
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<tr>
<td>28%</td>
<td>Don't You Miss Me A Little Bit Baby — Jimmy Ruffin — Soul</td>
<td>28%</td>
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<tr>
<td>27%</td>
<td>Don't Let The Rain Fall Down On Me — Critters — Kapp</td>
<td>51%</td>
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<tr>
<td>25%</td>
<td>Cry Softly, Lonely One — Roy Orbison — MGM</td>
<td>25%</td>
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<tr>
<td>24%</td>
<td>Happy — Blades Of Grass — Jubilee</td>
<td>24%</td>
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<tr>
<td>23%</td>
<td>Omaha — Moby Grape — Columbia</td>
<td>23%</td>
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<tr>
<td>22%</td>
<td>It's A Happening World — Token — Warner Bros.</td>
<td>22%</td>
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<tr>
<td>20%</td>
<td>To Love Somebody — Bee Gees — Atco</td>
<td>88%</td>
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<tr>
<td>19%</td>
<td>The Happening — Herb Alpert &amp; Tijuana Brass — A&amp;M</td>
<td>94%</td>
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<tr>
<td>18%</td>
<td>Happy — Sunshine Co. — Liberty</td>
<td>18%</td>
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<tr>
<td>17%</td>
<td>Mammy — Happenings — B. T. Puppy</td>
<td>91%</td>
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<tr>
<td>16%</td>
<td>Shoot Your Shot — Jr. Walker &amp; All Stars — Soul</td>
<td>39%</td>
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<tr>
<td>15%</td>
<td>Out &amp; About — Tommy Boyce &amp; Bobby Hart — A&amp;M</td>
<td>96%</td>
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<tr>
<td>14%</td>
<td>Sweetest Thing This Side Of Heaven — Chris Bartley — Vando</td>
<td>27%</td>
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<tr>
<td>13%</td>
<td>Washed Ashore — Platters — Musiс</td>
<td>64%</td>
<td></td>
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<tr>
<td>12%</td>
<td>I Take What I Want — James &amp; Bobby Purify — Bell</td>
<td>45%</td>
<td></td>
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<tr>
<td>11%</td>
<td>Pearl Time — Andre Williams — Sport</td>
<td>11%</td>
<td></td>
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<tr>
<td>10%</td>
<td>Come Back When You Grow Up — Bobby Vee — Liberty</td>
<td>44%</td>
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**Less Than 10% But More Than 5%**

<table>
<thead>
<tr>
<th>Title</th>
<th>Artist</th>
<th>%</th>
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<tbody>
<tr>
<td>Tip On In</td>
<td>Slim Harpo (Excelsa)</td>
<td>33%</td>
</tr>
<tr>
<td>Four Walls</td>
<td>J. J. Jackson (Calla)</td>
<td>9%</td>
</tr>
<tr>
<td>Got The Message</td>
<td>Brian Hyland (Philips)</td>
<td>9%</td>
</tr>
<tr>
<td>Take Me (Just As I Am)</td>
<td>Solomon Burke (Atlantic)</td>
<td>44%</td>
</tr>
<tr>
<td>Nat So Sweet Martha Lorraine</td>
<td>Country Joe &amp; The Fish (Vanguard)</td>
<td>16%</td>
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<tr>
<td>Run, Run, Run</td>
<td>Third Rail (Epic)</td>
<td>21%</td>
</tr>
<tr>
<td>You Were On My Mind</td>
<td>Crispian St. Peters (Jamie)</td>
<td>60%</td>
</tr>
<tr>
<td>More &amp; More</td>
<td>Andy Williams (Columbia)</td>
<td>8%</td>
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**Total % To Date**

<table>
<thead>
<tr>
<th>Title</th>
<th>%</th>
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</thead>
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<tr>
<td>Good Time Feeling</td>
<td>Yellow Balloon (Canterbury)</td>
</tr>
<tr>
<td>Happy &amp; Me</td>
<td>Don &amp; Goodtimes (Epic)</td>
</tr>
<tr>
<td>Morning Glory Days</td>
<td>Pleasure Fair (UNI)</td>
</tr>
<tr>
<td>16 Tons</td>
<td>Tom Jones (Parrot)</td>
</tr>
</tbody>
</table>
Now in Vogue.

From the Bazaar world of pretty faces and sky-high fashion... the mindbending sound of

THE MODELS

BEND ME, SHAPE ME

K-13775

Shaping up as a smash on MGM RECORDS

MGM Records is a division of Metro-Goldwyn-Mayer, Inc.
DENNISON EXITS D.J.

SEATTLE, Wash.—Jerry Dennison has left his position as president of D.J. Distributing of Seattle. He has sold his 50% share in D.J. to Denni, Inc., a subsidiary of Consolidated Distributors. Consolidated was purchased by ABC Records earlier this month.

Dennison plans to be active in the producing and music publishing fields under the Jerden Music banner. As stipulated in the agreement he made with Denni when he sold the firm his D.J. shares, he will not continue in distribution in the Northwest.
**NEW YORK:**

Big news of the week in this city is the following completion of a Petula Clark LP for Warner-grammy award winner arrangercorrelate Freeman flew to N.Y. to cut a Donna Lee session for Howard Hum.

Milton Berle’s Embassy Records has a new rock act named "The L.A. Born"

For his birthday, Danny presents Lenny with an album of the top 12 hits of the "lemon" titled "You’ve got five tickets to the giant rock and roll in the middle of the world, New York, New Jersey."

A Danny tomato clip "with my face in it"—all for "rather than"—will be released today. That’ll be $3.85.

Al Brackman, general manager of TMI, has been sporting a button reading "If it’s not "Rafferty" and "Howard" have the fifth button designed and executed by Pat Frank, currently a member of the Richmond Organization.

**What school do you go to, Frank?**

**"Sal Mineo High."**

**"And you gonna do Frank, when you get out of school?"**

**"Anything that doesn’t mess my hair up."**

For his birthday, Danny presents Lenny with an album of the top 12 hits of the "lemon" titled "You’ve got five tickets to the giant rock and roll in the middle of the world, New York, New Jersey."

**RHYTHM AND EUPHONY: L.A. BORN**

**40th Anniversary**

**13th September**

**40 years old**

**To**

**My favorite**

**13th September**

**40 years old**

**To**

**My favorite**

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**My favorite**

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**Flowers are songs... flowers are people flowers are what you make them花朵是歌曲...花朵是人花朵是你让他们成为花朵AKA新滚动石专辑**
A Heart Hitter From ABC

"WHEN YOUR OLD WEDDING RING WAS NEW"
The DeAngelis Singers with Peter De Angelis & His Orchestra
ABC 10949

From the new album of De Angelis hit sounds
"ALL ABOUT LOVE—THE GREATEST LOVE SONGS"
ABC 609
(Shipping August 9)

Produced by Bob Thiele
A THOUSAND SHADOWS ( activités—RCA)
Deep Purple (Gold, GEP—Crescendo 394)
Deep in the Heart of Harlem
(Johnny—RCA)
Walter Jackson (Gehah 7265)
Some Kind of Wonderful
(Activities—RCA)
Soul Bros. 6 (Atlantic 10024)
Run, Run, Run
(RCA)
Third Rail (Epix 10191)
Last Minute Miracle
(Polaris, Polaris-RCA)
Shakelles (Scapula 12198)
That's the Way Love Is
(Tommy—RCA)
Peyton Brothers (Tommy 54154)
Blue Bird
(Tom-Tom, Tom-Tom—RCA)
Buffalo Springfield (Atco 6499)
Come onSock It to Me
(Tom-Tom—RCA)
Syl Johnson (Twilight 100)
Crying Like a Baby
(Little Richard—RCA)
Jive Five (Mussier 1258)
It's Happening World
(Doran, Doran—Columbia—RCA)
Takins (Warner Bros. 7040)
Timeless Love
(Activities—RCA)
Ed Ames (RCA Victor 9335)
12 Out of Nowhere
(Frank Delfield (Nicky 1484)
13
It Could Be We're in Love
(Activities—RCA)
Craw Shores (Columbia 44191)
Up, Up & Away
(Henry Mancini—RCA)
Johnny Marks (Liberty 55972)
You Gotta Pay the Price
(Maynard—RCA)
Al Kooper (Rex Tic 127)
Hold On
(Frank—RCA)
Mauds (Mortuary 86)
Forget It
(Shelby—RCA)
Sun Sounders (Cotto 134)
She May Call You Up Tonight
(World United—RCA)
Left Banke (Smash 2097)
Keep on Running
(Frank—ASCAP)
Toppers (Columbia 44141)
Pearl Time
(Paul D'Amato—RCA)
Andre Williams (Sport 4105)
Morning Glory Days
(activities—ASCAP)
Pleasure Fair (Uni 50018)
My Heart Cries for You
(activities—ASCAP)
Ceechie Francis (MGM 13773)
Little Miss Sunshine
(Usher—ASCAP)
Tommy Roe (ABC Paramount 10493)
I Could Be So Happy
(activities—ASCAP)
Magnificent Men (Capital 5905)
Happy & Me
(activities—RCA)
Don & Good Times (Epix 10199)
Agenes English
(Su Mike—RCA)
John Fred (Pepeo 273)
Self Expression
(Frank—RCA)
Lou Christie (Columbia 44177)
Along Comes Mary
(Johnny—RCA)
Boh Mannin Band (A&M 862)
Not So Sweet Martha Lorraine
(Staples, Western—RCA)
Country Joe & the Fish
(Vanguard 10502)
I'm Just Waiting
(Tulip—RCA)
New Colony Six (Senter 1207)
Devil's Angels
(Darling—RCA)
Airways (Tower 341)
39-21-46 Shohe
(Darling—RCA)
Shovern (Monti 2007)
Lovin' Sound
(Malcolm & Sue—ASCAP)
Sun & Shyne (MGM 13645)
I'm All Ears
(Stylist—RCA)
Lou Brave (Press 60004)
Gimme Little Sign
(Big Shot—ASCAP)
Brenton Wool (Double Shot 116)
Heart & Soul
(Paragon—ASCAP)
Incredible (Audio 60, 007)
Heartaches, Heartaches
(M. C.—RCA)
O. V. Wright (Rock Boot 583)

That Did It
(Babo—RCA)
Bobby Bloom (Duke 421)
When We're Made as One
(Barron—RCA)
Motherless (Carnival 529)
Darling Be Home Soon
(Bobbie Gentry—RCA)
You Ain't Ready
(Tom-Tom—RCA)
Lou Courtnay (Riverseide 4591)
You Make Me Feel Like Someone
(See, Toto—RCA)
Bobes (Defuzzi 4005)
Creators of Rain
(Magnapop—RCA)
Smoke & His Sister (Columbia 43995)
Rollin' & Tumblin'
(Magnapop—RCA)
Corned Heat (Liberty 55979)
Soul
(Magnapop—RCA)
Homes & His Sister (Columbia 43995)

Troy Shondell
1st BIG TRX release

"A Rose and A Baby Ruth"

written by JOHN D. LOUDERMILK
produced by DON GANT

Two Here It Comes Again

TRX
RECORDS

WINDWARD SIDE MUSIC
BMI 2/5
THE WINDOWS OF THE WORLD (3:17) [Jae, Blue Seas, ASCAP—Bacharach, David]

WALK LITTLE DOLLY (3:29) [Jae, Blue Seas, ASCAP—Bacharach, David]

DONNIE WARWICK (Scepter 12196)

Every new Donnie Warwick song is something of an exploration into undiscovered listening territories, and his latest, "Don't Do Anything," is no exception. Written by himself and long-time collaborator, "Cry Softly, Lovely One" could easily become a big item in the record shops and programming listings. Western narrative tune on the bottom.

I WANT TO LOVE YOU FOR WHAT YOU ARE (2:45) [Richard Irwin, ASCAP—Simon, Badale]

I THANK YOU FOR YOUR LOVE (2:42) [Tobi-Henn, Tunerville, BMI—Stegall]

RONNIE DOVE (Diamond 227)

Ronnie Dove puts a throaty quality into his vocalizing on a soulful blues ballad that should pack considerable sales punch, adding another notch to the handle of this chanter's hit 45 revolver. Tinkling bar room piano adds extra lustre to the arrangement of "I Want To Love You For What You Are." Pretty crooning on the "B" side.

HA HA SAID THE CLOWN (2:19) [Ponderosa, BMI—Hazard]

TINGER, TAILOR, SOLDIER, SAILOR (2:11) [Yardbirds, ASCAP—Page, McCartney]

YARDBIRDS (Epic 10291)

Fast paced vocalizing on lyrics showing a hollow happiness over lost romance on the Yardbirds' newie "Ha Ha Said The Clown," watch for a big teen following to swell the sales ranks for this pulsing rock deck. Should keep up the crew's tradition of hit releases. Backer is a rocking version of the kiddie chant with new verses.

FAKIN' IT (3:14) [Charing Cross, BMI—Simon]

YOU DON'T KNOW WHERE YOUR INTEREST LIES (2:29) [Charing Cross, BMI—Simon]

SIMON & GARFUNKEL (Columbia 44226)

Poetic and synecopathic lyrical content in the hits of Simon and Garfunkel have shown that teenagers and young adults are more than willing to listen to the wording of their songs. "Makin' It" offers more good literary copy, and a very fine musical backing to send this side up the lists. Many deckjays may find it worthwhile to spin the speeder flip, which grooves also.

PIECE OF SILK (2:35) [Johnny Rivers, BMI—Golden, Harley]

YES I DO (2:17) [Johnny Rivers, BMI—Hutchinson]

MARVELLOSO (Warner Brothers 7651)

Vitality and excitement packs the vocal work of the Marvellos on this bright side that should find big doings in store. Pressurized throbbing beat adds zest and danceability to the smashing sound of "Piece Of Silk". Should make a big splash on the pop scene. More mighty commercial motivation is crammed into the big blues ballad on the flip side, which could turn the deck into a two-sided hit.

BRUMS (2:20) [Earl Barton, BMI—Thompson]

YOU DON'T CARE (2:25) [Jetstar, BMI—Ahn]

JON & ROBIN (Abnak 122)

Watch for a big reception to greet this steadily building side containing love to the throbbing of drums. Solid showing from Joe and Robin on "Drums" that should set them strongly in the favor of deckjays and their listeners, and her latest, "Comin' Out," should keep up the momentum. Expect it to become a hot side. Up-tempo rock outing on the backside.

YOU'RE A VERY LOVELY WOMAN (2:45) [Thirty Four, La Brea, BMI—Rhodes]

MERRY-GO-ROUND (A&M 863)

Tense string background, faintly lamenting vocal and a strong arrangement on this down-hearted ballad go far in setting a mood that could well prove magnetic to the spinners and record buyers. Modern love and rejection lyrics should bolster the appeal of the deck and boost the reputation of the Merry-Go-Round. Duplicate pressing on the flip side.

THOSE THREE WORDS (2:19) [Orap, BMI—Neville, Davis]

A HARD NUT TO CRACK (2:30) [Orap, BMI—Davis, Diamond]

AARON NEVILLE (Parlo 101)

Having had a taste of success with "Tell It Like It Is," Aaron Neville makes a strong bid to repeat with his latest outing, "Those Three Words." A plaintive voice, littersweet song and blue arrangement (the elements of his former big hit) are all used to advantage again in this follow-up. Pretty chanting to a mid-tempo bounce on the flip.

TRULY RIGHT (2:38) [Good Sam, BMI—Breuer]

THE TEDDY BEAR'S PICNIC (2:12) [M. Witmark & Sons, ASCAP—Bratton, Kennedy]

NITTY GritTY DIRT BAND (Liberty 35992)

Look for continued sales success on the part of the Nitty Gritty Dirt Band, who return to the scene with a buoyant brew of rock heavily folk flavored. "Truly Right" bounces in a manner that will catch plenty of action from the teen market. Jaunty up-tempo chant, highlighted by unusual instrumental work. Backing is a spoofing of the old kiddie favorite.

GOOD DAY SUNSHINE (2:92) [Maelen, BMI—Lennon, McCartney]

THE LOOK OF LOVE (3:20) [Colgems, ASCAP—Bacharach, David]

CLAUDINE LONGET (A&M 864)

Already a member of the best seller clique in LP circles, Claudine Longet looks like a winner on the singles scene with her new cut, "Good Day Sunshine." The whisper-soft voice of the lark is showcased with a sparkly-glitter on this rendition of the light and breezy Beatle tune, Pretty soft-samba from the Bacharach bag on the flip side.

BRAVE NEW WORLD (2:96) [Buckhorn, Rising Sons, BMI—Wilkin, Cason]

HOLD ONTO YOUR HEART (1:47) [Buckhorn, BMI—Wilkin]

RONNY & DAYTONAS (RCA Victor 2953)

Look for Ronny and the Daytonas to get back into their while-back chart climbing status via the up-tempo rocker, "Brave New World." Slick guitar intro provides initial attractiveness and the timely lyrics aimed at the "love" generation should carry them into a solid sales trend. More throbbing dance sounds on the bottom, but a bit slower.

INTO SOMETHING FINE (2:18) [January BMI—Singleton, Horton]

A LOVER'S BLUES (2:37) [Tangerine BMI—Charles]

RAELETS (Tangerine 976)

The Raelets are likely to find themselves riding a chart bound vehicle with this solid, pulsating side. The workout entitled, "Into Something Fine," on the other side, "A Lover's Blues" offers steady, thumping Blues that should see its share of spins.
An Award Winning Album!

For Your Precious Love

Oscar Toney Jr.

Look for the new single:
"Turn On Your Love Light"
"Any Day Now"

B/W

Oscar Toney Jr.

Bell Records 1776 Broadway, New York, N.Y. 10019

Cash Box—July 22, 1967
Pick of the Week

OFF AND RUNNING (1:58) [Screen Gems-Columbia, BMI—Wine, Bayer]

ITS GETTING HARDER ALL THE TIME (2:31) [Screen Gems-Columbia, BMI—Albertson, Raleigh]

MINDBENDERS (Fontana 1595)

Setting out as an act sans Wayne Fontana, the Mindbenders should find some smooth sailing along the way toward the winner's circle with this bouncy blast of a rock side. "Off and Running." The tune is set for lots of exposure via the scorching "To Sir, With Love." Another soundtrack selection backs the top side.

I HAVE LOVED ME A MAN (3:06) [Gil, BMI—Weaver]

THE LOOK OF LOVE (2:15) [Colgems, ASCAP—David, Becharack]

MORGANA KING (Reprise 0604)

Long loved by album buyers and many a jazz fan, Miss Morgana King becomes a likely candidate for a big pop recession with her lovely rendering of the liltin' "I Have Loved Me A Man." Despite grammatical problems, the tune carries a good lively beat and receives fine treatment by the songstress and orch. Very catchy reading of the much sung David-Becharach song.

Newcomer Picks

CHAINED TO YOUR HEART (2:18) [Unart, BMI—Schwartz, Kaye]

I GOT LOVE (2:22) [Unart, BMI—Ragovoy]

MAZE (Calla 135)

Rock out blues sounds abound on this high-spirited pounding side by the Maze. The gruff vocal handling on the deck should find favor with both top and rdb deputies and should quickly turn it into a favorite sound with the teen market. Softer shuffle lament on the backing track.

TRY, TRY, TRY (2:15) [Trousdale, BMI—Valley]

INVITATION (2:34) [Trousdale, BMI—Valley]

JIM VALLEY (Dunhill 1096)

Breaking out of his blues bag, former Paul Revere Raider Jim Valley turns in a shining show on his happy-go-lightly rock boncker "Try, Try, Try." The tune is a highly infectious offering with a beat that invites finger-snapping and dancing. Should become an immediate favorite with the pop set. Coupler is a folksy ballad side.

FLOWER MAN (2:08) [We Three, BMI—Wood]

SAMANTHA (2:05) [We Three, BMI—Fessenden, Nazarean]

GARDEN OF EDEN (Verve 16511)

Blossoming flower nower has nurtured a series of new sounds in the music industry, and "Flower Man" should bust into a fertile deck. Look for this side to plant the roots of the Garden of Eden firmly in the pop picture. Fine vocal renderings in a happy medium-fast speed outing. Coupler is a soft shuffler that breaks into a light beat.

THE WALLS ARE HIGH

GOOD TIME GAL

BEETHOVEN SOUL (Dot 17031)

Unusual rock support behind the verses that segways into a pounding beat gives "The Walls Are High" a boost that has a good chance to send this side soaring on the national pop scene. Heads up vocal showing from the Beethoven Soul on the showing. Happy beat tied to a set of blue lyrics on the lid that spotlights another side to the group.

CAN'T STOP LOVING YOU (2:14) [Sherlyn, BMI—Lombardo, Byrnes]

DON'T FIGHT IT (2:20) [East-Web IV, BMI—Pickett, Cropper]

LAST WORD (Atco 6498)

Bright and bouncy from the opening, here's a deck that should see lively sales action at pop-rock outlets. High-gear uptempo beat, good vocal sound and pounding orch support make "Can't Stop Loving You" an attractive side with magnetic appeal for the rock set. Driving blues a la James Brown on the lid, formerly a Wilson Pickett side.

Newcomer Picks

SLEEP (2:37) [Miller, ASCAP—Lebog]

NICKLES & DIMES (2:30) [This Kat, BMI—Chandler]

KENNY CHANDLER (Tower 354)

Some old tunes never die, and "Sleep" can now be added to the list of oldies that come on strong even in revamped guise as a tenderly rocking mid-tempo session. Kenny Chandler looks like a solid choice to make a bid showing on pop charts with this new version of the no-longer-a-lullabye song. Overside has blues beat shuffle ballad.

THE COMPLETE MAN (2:16) [Hastings, BMI—Radcliffe, Scott]

SEARCHIN' FOR LOVE (2:26) [Fat City, BMI—Bailey, Northern]

TOMMY HUNT (Dynamo 110)

Tommy Hunt paves the way to stardom with this beautiful soul ballad in soft, strong, smooth style. Big r&b response can be expected for "The Complete Man," and a solid pop showing may well follow. Fine effort on this outing. Over on the "B" side, the chanter lays down another potent emotional ballad which shows potential.

WALKIN' PROUD (2:08) [BMI]

SHAKE (2:20) [Kags, BMI—Cookes]

PETE KLIINT QUINTET (Mercury 72769)

Solid stompin' beat on this side has made it a breakout item in the mid-west and Mercury's purchase of the master should put it high in the national picture. Big beat and a good vocal showing shape up very nicely for "Walkin' Proud" May well soar. The lid features another danceable tune, a revival of ho Sam Cooke oldie.

THE LETTER (1:58) [Carl Barton, BMI—Carson]

HAPPY TIMES (1:42) [Press, BMI—Oldham, Penn]

BOX TOPS (Mala 565)

Feeling their cats, the Box Tops turn in an A-OK performance on the hard rock thumper "The Letter." Look for solid response on pop and blues fronts, with a big bright future in store for this side. The flip offers another item that could make a splash in the hitsville ocean, an up-tempo secker.

TURN IT AROUND IN YOUR MIND (2:10) [Vector, BMI—Reed]

LAST DAY IN TOWN (2:31) [Vector, BMI—Reed]

CHIP YOUNG (United Artists 50175)

Push a semi-country song through the British hit mill and the result may be similar to the enticing "Turn It Around In Your Mind." Smackin' of the hit flavor that makes stars, this side should find it easy to acquaint the public with artist Chip Young. Rocking list climber to watch. Softer flip side featuring a felky ballad.

DON'T AVOID ME (2:35) [Four Star, BMI—Fuller]

THE HEART YOU BREAK MAY BE YOUR OWN (2:25) [Four Star, BMI—Tucker, Mante]

JERRY PALMER (Epic 10188)

Jerry Palmer may well have a winning deck on his hands with this hard-driving, pounding, thumping, rhythmic rock romp entitled, "Don't Avoid Me." On the flip side, "The Heart You Break May Be Your Own" offers a soft, pulsing, light-hearted rock romancer.

I HAVE A MIND OF MY OWN (2:21) [Triplington, BMI—Weinstein, Barberis, Joyce]

SUNSHINE & ROSES (2:43) [Triplington, BMI—Barberis, Joyce]

MIA MORRELL (ABC 19551)

"I Have A Mind Of My Own" could easily wind its way to the upper reaches of the charts for lark Mia Morrell. The side is a steady, thumping, melodic, heavily ork'ed romp that is likely to get plenty of spins. On the flip, "Sunshine & Roses" offers smooth Bossa Nova sounds for the listener.
There Was Only One Way To Outdo Their Individual Hits.

SO WE PUT THEM TOGETHER.

DAVID HOUSTON & TAMMY WYNETTE
"MY ELUSIVE DREAMS"
5-10194

A Fantastic Single... A Proven Country and Pop Hit On Epic

Cash Box—July 22, 1967
**Best Bets**

**SHAKERS (ABC 16099)**
- ONE WONDERFUL MOMENT (2:25) [Panco, BMI—Cashmore, J.T.] may be a lot of sales attention on tap for the Shakers as a result of this section. Side is a spirited, championing rocker that might go big with teen listeners.

(B+) LOVE, LOVE, LOVE (2:15) [Piano, BMI—Pastill, West] Buoyant, woos-tinged love effort on this side.

**RUFUS LUMLEY (RCA Victor 2920)**
- JUST SAY GOODBYE (2:58) [Northern, ASCAP — Clark, Hatch, Delano] Fine showing on the vocal performance of this Petula Clark tune. Strong orchestral backing makes it a powerful good music or pop choice.

(B+) ANTHONY & IMPERIALS (Veep)
- YOU ONLY LIVE TWICE (3:54) [Uarri, BMI—Barry, Brucerus] The best of three hit songs from the latest James Bond thriller roves especially well to the fine stylings of Anthony and the Imperials. Lay find a piece of the action.

(B+) COLLECTORS (Warner Brothers 7069)

(B) LISTEN TO THE WORDS (2:58) [Brown, BMI—Vickberg, Henderson, Lawrence] Shuffling blues sound.

**MOTHER LOVE (20th Century Fox 6987)**
- FLIM FLAM MAN (2:29) [Spit-n-Devil, BMI—Jannsen, Janssen, Keske, Kingsford] Unusual lyrical content and the ability of this record to grow on the listener could put it on the hit chart group showing and a nice arrangement.

(B+) WHERE DO WE GO FROM (2:15) [Brown, BMI—Janssen, Janssen, Keske, Kingsford] Delightful way to phrase some lover’s questions.

**BILL DOGGETT (Rollout 4749)**
- THE FUNKY WHISTLER (2:25) [Isip, BMI — King, Doggett] Keep an eye on this energetic, mid-tempo instrumental. It could be a big one for EMI/Parlophone.


**JEFFERSON HANDKERCHIEF (Challenge 50571)**
- I’M ALLERGIC TO FLOWERS (8:40) [BMI — Burgess, Coley] This one is a groovy thumper that may not do much to the ear but which shows that the current Flower Movement can create problems for people allergic to flowers. Could be a winner.

(B+) THE LITTLE MATADOR (2:46) [BMI — Burgess, Coley] Flip offers a contagious instrumental.

**JESSE JAMES (Capitol 60684)**
- BELIEVE IN ME BABY (Part 1) (3:15) [Je-Ma, Chevire, Jannsen, De Mell, De Sante] Jesse James has a great deal of airplay with this rousing soul-filmed scorer. Fans see it with care.

(B+) BELIEVE IN ME BABY (Part 2) (2:55) [Je-Ma, BMI—James, Thewer, Nelson, Crawford, Duris] Continuation of the flip.

**RAVI SHANKAR** (World Pacific 77671)
- FATHER PANCHALI (2:29) [Raj, BMI—Rajan, Bakula] Current pop market leanings toward Indian music, especially sitar sounds, could focus a lot of attention on this unusual single with the theme from the highly praised movie. Long shot.

(B+) SAT KIRNATH (2:26) [West Coast, ASCAP—Shanker] Fascinating off beat number here.

**BALBOA BAND BELL (Dot 70630)**
- CHOCOLATE VANILLA OR STRAWBERRY? (1:50) [Rock, BMI—Rotkin, Garfield, Backer, Balguette] Pretty sparkles on the ice cream vendor’s tribute could snare many a teen’s ear. Nothing beats a beat on the instrumental outing that may add up to a sales winner.

(B+) SUNSHINE SEAW ALED (Capitol 60685)
- THESE ARE MY FAVORS (2:30) [Rock, BMI—Rotkin, Garfield] Snappier tempo, another cute ditty.

**DREAM MERCHANTS (London 1016)**
- RATTTLER (2:10) [Romans, BMI—Woodley] Pretty folk spicing on a mid-tempo rock ballad shows enough of the same good feel of the song. Done vocal stylings are supplemented with some fine organ arrangements. Could click.

(B) I’LL BE WITH YOU IN THE OPEN (Decca 7024) [Broadway-Jerry Vogel, Ascap—Tiller, Flesser] Sweet reading of the standard.

**SOUNDS SENSATIONAL (Capitol 6597)**
- LOVE IN THE OPEN AIR (2:34) [Mac, BMI—Thompson] The Sounds Sensational give the casual winner on their hands with their lush, flowing treatment of this Paul McCartney-penned number. The “Family Way,” excellent performance by the group.

(B) COME WITH ME (2:51) [Francis, BMI—Hunter, Ascap—Head] Undercut a building love story, also from “The Family Way.”

**ROBERT PARKER (Nola 735)**
- FOXY MAMA (2:46) [B maize, BMI—Elrod, Carrill, BMi—Reed] Robert Parker could have a real winner on these hands with this groovy, rhythmic rocker.

(B+) EVERYBODY’S HIP HUG (2:42) [BMi—Palmer] Flip is an infectious, danceable swinger.

**BILLY FLOYD** (20th Century-Fox 6678)
- ONE CHANCE (2:25) [Dan-Ray, BMI—Eskridge, Toomass] A cool jazzy guitar number that snapped up a R&R hit for this young combination. Could stir up a plentiful amount of airplay for this sensational outing for Billy Floyd. Keep tabs on this.

(B+) SWEETER THAN CANDY (2:25) [Dan-Ray, BMI—Eskridge, Chambers] Flip is a rousing knee-sloper.

**DELACARDOS** (Atlantic 2419)
- THEY PUT A SPELL ON YOU (2:40) [Redwal, BMI—Harris, Grier] Solid sax backing, a glowing, tuneful arrangement of the Delacardos and some attraction in the tune could combine forces in putting this tune into the chart running. May break on the bop scene.

(B-) A FOOL FOR YOU (2:50) [R&B, BMI—Harris, Grier] Steady down-key ballad.

**BOBBY RUSH** (Checker 1182)

(B+) MUCH TOO MUCH (2:30) [Mama, BMI—Rush] Bountey blues side.

**SHANES** (Capitol 5963)
- CHRIS CRAFT NO. 9 (2:06) [Beechwood, BMI — Sundvikis] Catty instrumental sound puts power behind the smooth sounds of Sweden’s popular Shanen, Laurel’s “I’s a Fella.” Should stick with the time listeners. Could crack the sales scene.

(B) TIME (3:22) [Edmark, BMI — Merchant, B ] Revive of the popular hit of the year.

**JOHNNY WATSON** (Okeh 7296)
- SOUL FOOD (2:53) [Jowal, BMI—Watson] Easy grooving sound out of the blues box for one of the finest groovers on the lot. Could break up a nice set of circles. May make a lot of noise. Deserves careful watching.

(B-) I’D Rather Be Your Baby (2:40) [Jowal, BMI—Watson] Mid-tempo mover.

**NIRVANA BANANA** (Atlantic 2422)
- LOVIN’ MAN (2:28) [Preacher, BMI—Moore, D. Moore] Imaginative vocal and organ combinations put a zest into this happily paced lightly rocking side and may attract ears of quite a few listeners. Interesting spinning matter.

(B-) RAINY DAY STAGE DOOR MAMMA (2:05) [Preacher—Presto, BMI — Thomas] Throbbing blues session.

**DANNY & VELAIRES** (Brent 7067)
- WHAT AM I LIVIN’ FOR (2:30) [Brent, BMI—Harris, Jay] This is one of the most stirring romance efforts that could chalk up a nice air-play figure for Danny and the Velaires. Keep tabs. No information available on the flip side at this time.

**SONNY GORDON FIVE** (Coral 62526)
- THE YEA YEA SONG (2:10) [Peeckrol, Downing] Keep an eye on this funky, thumping rock session. It could happen for the Sonny Gordon Five.

(B+) THE DANCE (2:28) [Peeckrol, Downing] Similar things on this side.

**GEORGE LINDSEY** (Columbia 4215)
- THE WORLD’S BIGGEST TEMPEST (2:52) [Pearl, SESAC—Morrison, Samples] Amusing cover for Junior Sample’s current smash C&W comedy tart. Might do good things for George Lindsey, who is known to TV fans as Coober of the “Andy Griffith Show.”

(B+) CALL ME COUNTRY (2:35) [Moss Rose, Viva, BMI — Calle] Easygoing ballad on the back.

**PETRIFIED FOREST** (Fontana 1967)
- THEY'RE THE ONLY THING THAT'S KEPT ME GOING (2:38) [W.P.N., ASCAP—Schatz] This one is a solid, feeling rock romancer.

**DENNY LAINE** (Deram 7590)

(B+) SAY YOU DON T MIND (2:54) [Kenwood, Devan, BMI-Laine] Catchy, medium-paced rock venture.

**KITCHEN CING** (LHI 17015)
- THE STREET SONG (2:18) [Sea Lark, BMI — Kooper] Here’s an imaginative melody-rocker that could bring the Kitchen Cing into the center of the pop scene. Don’t let one out of your sight.

(B+) WHEN THE RAINBOW DISAPPEARS (2:57) [Exquisite, Champion, RCP] Energetic foot-stomper on the back.

**CAPRICORN** (Rust 5115)
- OLD TIME MOVIES (2:54) [Rivers Edge, BMI—Adams] Watch out for this bouncy, zestful rock venture. It could make it.

(B+) POOR LITTLE MARIE (2:34) [Just, Rivers Edge, BMI—Adams] Medium-paced toe-tapper with a steady beat.

**GEORGIA SOUL TWISTERS** (Mainline 608)
- YOU SHOT ME (THROUGH THE GREASE) (2:5) [Brent, BMI—Adams] Fast-stepping knee-slopper could prove to be a chart-bound item for Georgia Soul Twisters. Infectious sound.

(B+) MY LOVE TONIGHT (2:38) [Brent, BMI—Lee] Soul-fired romancer on the back.
leaves to big things

The Who

Philips New Single 40471

The Who's new hit single has already hit key stations such as:
- WMCA/New York
- WBBM/Detriot
- WBBY/Detroit
- WBBM/Boston
- WBBY/Frankfurt
- WBBY/Miami
- WBBM/Philadelphia
- WBBY/Baltimore
- WBBM/Seattle

From their hit album PHM 200-243/PHS 600-243
## Best Bets

**KITTENS** (Murbo 1915)
- **LONELY SUMMER** (2:14) [Murbo, BMI — Jones] The Kittens might well have a winner on their hands with this melodious, romance-oriented ballad. Keep an eye on it.

**JOEY HAS A NEW LOVE** (1:50) [Murbo, BMI — West, Jones] Sad but swinging toe-tapper.

**JOAN BON & COQUETTES** (MTA 129)

**WALTZ** (1:50) [Moss Epsy, BMI — Worth] Flip is a brisk-moving, blues-toned finger-snapper.

**DALTON & MONTGOMERY** (White Whale 233)
- **ALL AT ONCE** (1:45) [Ishmael, BMI — Dalton, Montgomery] Bold and bouncy orking puts extra pep behind the delightful vocalizing of Dalton and Montgomery on this solid mid-tempo throbber. Could catch fire on a hitville path.

**PEWTER PALS** (Manhattan 807)
- **CHILDHOOD** (1:44) [Miy, BMI — Per, BMI] Pretty ditty laments the by-gone days and the sorrow to come. The side has a snappy bounce well suited for dancing and could turn into a crowd-pleasing seller. Deserves a listen. Re-run on the flip.

**RAINBOWS** (Jamie 1329)
- **BALLA BALLA** (2:00) [April, ASCAP—Lippok] Although the rock out sounds of “Balla Balla” may lose their zest in the States, the tune has topped charts in several foreign countries and could become an off-the-wall favorite here. Fast, exciting beat.

**FREDDIE McCoy** (Prestige 450)
- **PEAS N’ RICE** (2:40) [Prestige, BMI—McCoy] Healthy heaping of tall soft stuff with a big rhythm backing. Could catch plenty of pups along the R&B circuit, and might break on as a hit. Fine vibe to boot.

**BAD RICHARDS** (Uni 5005)
- **TWO FOR THE ROAD** (2:16) [Northridge, 20th. Cent. Fox, ASCAP—Pricen, Manion] Bad little fiddler with a newly opened movie takes on a special splendor with the superb vocal sound of Bad Richards. Sounds like smooth music and pop songs.

**BARRY RICHARDS** (Uni 5005)
- **WE AIN’T MAKIN’ IT BABY** (2:17) [Toddman, BMI] Potent possibilities for this pop blues ballad styled after the Righteous Brothers’ hit.

**CHARLIE RUSSO** (Laurie 3393)
- **HEAVEN KNOWS YOU’RE MINE** (2:41) [Fling, BMI—Lambert] Charlie Russo could pull in an enviable amount of spins with this convincing rocker. Nice production.

**TONY & TERRI** (Monument 1917)

**BOBBY GOLDSBORO** (United Artists 3016)
- **TRUSTY LITTLE HERBERT** (2:48) [Unart, BMI—Gold- boringo] Inventive ditty tells about a childhood sweetheart who has a dog from the farm who works to support the girl of his dreams in fine style. Plain backfours, of course. Side is catchy and might prove to be a hot seller. No flip info available at this time.

**RAYMOND** (Jamie 1329)
- **VALLEY OF DOLLS** (2:20) [Mojo, BMI—Riley] Here’s a real infectious swinger that could be the pop-cut of choice in that area. Billie Lee Riley. Eye this one closely.

**JIMMY BEE** (30th Century-Fox 3393)
- **WHY DID I LOSE YOU BABY?** (2:47) [Screen Gems-Columbia, BMI—D’Errico, Atkins] Could be a considerable seller with a high possibility of sales attention in the cards for this heartfelt, top rate item. Nice vocal by Jimmy Bee.

**MICKEY NEWBURY** (Hickory 1463)
- **DREAMING IN THE RAIN** (2:01) [Acuff-Rose, BMI — Newbury, Folger] Mickey Newbury could make a healthy amount of sales noise with this potent, mid-tempo rocker.

**HARLEY & NIGHT RIDERS** (Manhattan 2060)
- **THE WILD ANGELS RIDE TONIGHT** (2:00) [Dijon, BMI — Hatchet, Carlb] Thumping, fast-paced version of the theme from the flick, “The Wild Angels.” Might happen.

**RUFF DIAMOND** (Columbia 44178)
- **NOTHING MOVES ME LIKE YOU DO** (3:17) [White Way ASCAP—Pruitt] Look out for Ruff Diamond to pull in a sizeable coin with this outing. Side is a solid, rousing one that could garner heaps of spins and sales for the chanter.

**RICE** (2:19) [White Way ASCAP—Evans, Parnes] Syncopated flip is a winner here.

## Best Bets

**SCOTT McKENZIE** (Capitol 3061)
- **LOOK IN YOUR EYES** (2:20) [Gil, BMI — Hurst] This melodious, feeling love ballad could be a mystery item for the pop sales action for Scott McKenzie. Striking style.

**PONY EXPRESS** (Reprieve 0608)
- **WHAT IS WRONG WITH OUR LOVE** (2:50) [Yuma, ASCAP—Maskell] The Pony Express could score quickly with this selection. Ditty is a brisk-paced, west-oriented rock stand that might well capture the fancy of the teen set.

**BILLY LEE RILEY** (Mojo 3641)
- **VALLEY OF DOLLS** (2:20) [Mojo, BMI—Riley] Here’s a real infectious swinger that could be a pop-cut of choice in that area. Billie Lee Riley. Eye this one closely.

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**GEORGE BUTLER** (Jewel 780)

**DANNY & JERRY** (Ron 12)
- **CONNECTION** (2:16) [Gid, BMI — Butler, Richards] Danny & Jerry could make national noise with this outing. Ditty is a solid, rousing one that could stand ideal for discotheque dancing.

**TROGGS** (Fontana 1959)
- **NIGHT OF THE LONG GRASS** (3:00) [Dick James, BMI—Presley] Might be big things in store for the Troggs’ latest outing. Side is a haunting rocker with a hypnotizing vocal.

**NEW ESTABLISHMENT** (Mercury 72035)
- **TIME FOR EVERYTHING** (2:30) [Simpson, BMI — Stax, BMI] The New Establishment could stir up a sizeable coin with this offering. Hope-filled bouncer. Give it a spin.

**BILLY BUD** (Jubilee 5583)

**CHARLOTTE GILBERT** (Vee 1267)
- **FALLING IN LOVE WITH YOU** (2:50) [Capitol, BMI—Revere] Will carry an edge of romance-packed love ode here.

**BRITISH** (Jewel 780)

**BILLY LEE RILEY** (Mojo 3641)
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JAMES BROWN PRODUCTIONS

JAMES BROWN
a stone smash

OLD SWEAT

KING 6110

KING RECORDS, INC. 1540 BREWSTER AVENUE, CINCINNATI, OHIO
THOROUGHLY MODERN MILLS

THE SINNER
Robert Goulet .......... (Columbia)

WANNA WALK IN YOUR SUN
The Hunchmen ............ (U.A.)

DREAM STREET ROSE
Wayne Newton .......... (Capitol)

WHEN YOUR OLD WEDDING RING WAS NEW
De Angeli's Singers ...... (ABC)

CALL MY NAME
James Royal .......... (Columbia)

MY SUMMER LOVE
Nina & Frederick ......... (Atco)

A GHOST OF A CHANCE
Dandy Dan ......... (Cameo)

YOU'VE GOT YOUR TROUBLES
Jamie & Silvia Singers (ABC-LP)

MARY LOU
Slew Foot Five ......... (Decca-C&W)

Chop B'nai B'rith Lodge Installs Charter Officers

CHICAGO—The Music and Performing Arts Lodge of B'nai B'rith, Chicagó held its installation and institution of charter officers with gala dinner dance last Saturday (15) in the posh Continental Plaza Hotel in windy city. Cy Leslie, charter president of the Music and Performing Arts Lodge of B'nai B'rith in New York, was expected to arrive in Chicago to officially install the charter officers.

Representing the local B'nai B'rith supervisory council were Hyman Crystol, executive director of B'nai B'rith Council of Greater Chicago, and Mitchell G. Danzoff, 3rd vice-president, District Grand Lodge No. 6, B'nai B'rith.

Among those being installed during this semi-formal affair were: Morris S. Price, president; Lee Brooks, vice-president; Robert H. Fein, secretary; Alan Mink, vice-president; Irving Roth, treasurer; Reuben J. Lawrence, director; Nathan Feinsteins, director and Paul Marr, director.

Jim Hendrix Experience In Tour With Monkees

NEW YORK—The Jimi Hendrix Experience, a new English group, has been chosen to share the bill with the Monkees on their tour of the United States.

Jimi Hendrix, Washingtonian, went to England on the invitation of then-Animal Chas Chandler, who heard him playing in the Village and thought him a real find. Teamed with drummer Mitch Mitchell and bass guitarist Noel Redding, the Jimi Hendrix Experience was formed. The group played on several television shows in Britain, France, and Scandinavia, as well as in England.

"Purple Haze," and "The Wind Cries Mary," by the Jimi Hendrix Experience, have currently been released back to back by Reprise.

Cohen Uphed At Record Club

NEW YORK—Record Club of America (RCA), director of advertising and marketing, Cohen assumes the responsibility for all marketing activities in addition to its public relations in handling sales promotion for the firm. He will continue to operate out of the company's New York office.

Mooney Leaves Mercury

NEW YORK — Hal Mooney has announced his resignation from Mercury Records, effective Aug. 1. Mooney has worked as Mercury's A&R director for ten years as a staff composer, arranger, and recording artist. He has arranged for such artists as Frank Sinatra, Bing Crosby and Judy Garland, composed numerous tunes, supervised recording sessions for the Stardust Singers, Louis Armstrong, Cannonball Adderley and others and produced the original Broadway cast albums of Arthur Miller's "After The Fall" and "Incident At Vichy," as well as "I Had A Ball." As a recording artist, Mooney has had ten albums released under his name.

Mooney plans to live and work on the West Coast, where he had made his home before joining Mercury in 1950, he said, "to pursue my musical interests and apply my creative energies in the TV and film industry, which seems more concentrated on the West Coast, as well as continuing with selected assignments in the record field."

Parsons Parts Sceptor

NEW YORK—Matt Parsons has announced his departure from the promotion staff at Sceptor-Wand Records. A veteran promotion-sales hand with experience at Golden World, Roulette and Laurie Records, he also runs his own label called Sew City.

Parsons is currently working on the Sew City release "Let's Talk" by the Witches and the Warlock, and expects to announce new plans in a few weeks.

Philadelphia Solomon Burke, like many other popular singers, received his principal vocal training in the church. Raised in a deeply religious family, he was soloist in church at the age of nine. By the time he was twelve, he was known as "the Wonder-Boy Preacher" and had his own children's television show, "Soulful Sundays," on WCAU, "The Temple," which was located in South Philadelphia. Burke broadcast his own radio show. While still in his teens, he was heard by the wife of a prominent Philadelphia deejay, Ken Williams, who "discovered" him and was instrumental in having him sign to a recording contract. His first record, written for Burke by his grandmother shortly before her death, was "Christmas Presents From Heaven," Atlantic signed him to an exclusive long-term recording contract in Nov. 1960. His first release was "How Many Times," "Take Me (Just As I Am)," his current single is number 56 on the charts this week. Burke has appeared on many TV shows, including those of Ed Sullivan, Dick Clark, and Clay Cole. He has made numerous personal appearances at theaters and ritieres.

Biographies of Deejays

Solomon Burke

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Glen Campbell

Glen Campbell got his musical start early. By the age of six he was singing and strumming the guitar on radio and tv shows. His parents settled on a farm near Delight, Arkansas when he was seven, in a family of 12 children. Campbell was surrounded by music from birth; the entire Campbell clan sang and played music instruments. In his teens, Campbell joined a western band in Albuquerque, New Mexico, led by his uncle, Dick Bills. For five years he anneored with the band, the Bills. Following this he had his own band for several years before he struck out for the west coast. After arriving in Hollywood in 1960, Campbell started recording for an independent label. He worked with the Champs, a singing group, on a song "Turn Around—Look At Me," which brought him national-wide popularity. The success of the disc led to his signing with Capitol Records. Campbell, who is proficient on drums, bass, violin, mandolin, and harmonica enjoys hunting, fishing and water skiing. His current single, "Gentle On My Mind," is number 90 on the charts this week.

Cash Box—July 22, 1967
A BRAND NEW DECCA DOUBLE PLAY

By

BURL IVES

“THE FUNNY LITTLE SHOW”
c/w

“HOLDING HANDS FOR JOE”

32165

DECCA RECORDS, A Division of MCA Inc.
A & L Celebrating Seventh Anniversary

PHILADELPHIA — Al Melnick's Philadelphia distributing firm, A & L Distributors, is this year celebrating its seventh anniversary. Melnick feels that the survival and success of his firm, which has had to compete with many older and more firmly established distributors in the Philadelphia area, are due to diversification.

"We handle international pop, classical, spoken word, spiritual, folk, rhythm and blues and children's records; we represent Standard Radio imported transistor radios, portable TV's and tape recorders, in addition to the five and eight-track cartridge tapes, cassette, Magnavox and Norsk organs and Welcor and D. J. players." A & L handles about 400 outlets. Its U.S. labels include A & M, Mala, Bell, New Voice, Dynavoice, Audio Fidelity, Duke, Penco, Nashboro, Elektra, Fantasy, Pickwick International and Nonesuch. International labels include Monitor, Nana, Alektor, Standard-Colonial and Trumeter.

Through the efforts of A & L promo man, Barry Abrams, the firm sold over 148,000 copies of "A Lovers Concerto," by the Toys on Dynavoice. "For this we received a gold record," said Melnick, "and just recently we got another one for "She's looking Good" by Edger Collins on the Galaxy label."

Ed Silvers In New York: Comments On Music Festivals

NEW YORK—Viva Records' Ed Silvers was in New York last week to hold record club talks, meet with the trades, and promote the Dot-distributed diskery's latest album. Those LP's currently getting the Silvers push are "Rhapsodies For Young Lovers, Vol. II" by the Midnight String Quartet and "Lonely Harpsichord On A Rainy Night."

While here, Ed commented on the recent Monterey Pop Festival and how peaceful it was, pointing out that there was not even a scuffle during the gathering even though the town was filled to overflowing. He also mentioned the Newport Jazz Festival (no violence there either), and suggested that perhaps the days of riots at the big music festivals are over.

NO SOUL-O PERFORMANCE — Percy Sledge might have been doing a single act on stage at the Royal Peacock in Atlanta, Ga.; but the line-up of stars that turned up at his dressing room to wish him well during his stint could pack any soul palace in the country. Shown with the Atlantic headliner (right) are: (from left to right) public relations representative Shelly Stewart of the Phil Walden office, Ben E. King, Otis Redding, Johnnie Taylor and Arthur Conley.
IRRESISTABLE MAGIC
GOOD DAY SUNSHINE
B/W THE LOOK OF LOVE 864

Claudine

Cash Box—July 22, 1967
VA Unveils New LP's At Regional Meetings

NEW YORK—At a series of regional and national press conferences held July 11-17 in New York, Chicago and San Francisco, United Artists Records (UAR) unveiled 18 new albums to its distributors.


TV and movie star Adam's has come up with a comedy album dubbed "Don Adams—Live!" while the C&W bag George Jones and Del Reeves offer "The Young George Jones" and "Six Of One—Half A Dozen Of The Other," respectively.

Also presented at the UA meetings were "I'llyana Darling," by Ralph Burns; "How To Succeed In Business Without Really Trying," by the West One Orchestra using the direction of Norman Percival; four Latin American sets by Chicho Avellanet, Ray Barretto, and groups such as "Puerto Rico," "Al Zeppy and Glorciella;" and three new additions to UA's "Tales Of Spinners For Children" line.

Also presented at the UA meetings were some shortly-to-be-released singles, including discs by three British groups, the Spencer Davis Group, Traffic and The Easybeats, as well as new sides by Bobby Goldsboro and newcomer Karen Sue.

RCA Releases 13 Tapes

NEW YORK—RCA Victor is releasing thirteen new stereo 8 cartridge tapes in July, spearheaded by the current smash hit Monkees entry "Headquarters" on the Colgems label.

In addition to the Monkees' "Headquarters," popular R&B group the Staxsters, "Funk The Heat Of The Night," and various other discos, RCA will also issue four "The Variety Park" tapes (not available in LP form) "Romantic Italy," featuring Sergio Franchi, "Showboatin'" with Piano Virtuoso Tormakino, "Gino Del Vecchio and the Neapolitan Mountains," and Hugo Winterhalter. On the Kapp label is "Bobber!" by Roger Williams. Scepter will also have its "On Stage And In The Movies," with "The Shirelles, Greatest Hits, Vol. II.

The Real Seal selection for July is the Twin Pack (two LP equivalent) "Old Timers Night At The Pops" with "Irish Night At The Pops," by Arthur Fieldler and the Boston Pops.

Philips In Push For Segals' "Yاما Yama" LP

NEW YORK—A major in-store promotion in behalf of film actor George Segal's new phonograph album, "The Yama Yama Man," has been arranged by the label in cooperation with Alexander the Great Stereo. Segal will personally appear at the chain's mid-Manhattan store at 59th and Lexington Avenue on Saturday July 22nd for an afternoon of autograph signing and greetings to fans.

The promotion in support of the album and a newly released single by Segal will be heralded throughout the store by glossy photos and posters preceding the date and a full window on Lexington Avenue will tie-in the album with the latest film, Twentieth Century Fox's "St. Valentine's Day Massacre," and fashions of the roaring '20s. Phil Mischak, buyer for the Alexander record department, is coordinating young customers.

Full page ads also will appear in the New York Times and Daily News announcing Segal's appearance prior to the 22nd. The store, too, will strategically place "Yama Yama" phonograph pieces of by Philips merchandising department calling attention to the appearance and to the album.

Simon & Garfunkel, Williams Get Gold

NEW YORK — Simon and Garfunkel and Andy Williams, popular Columbia Records recording acts, have achieved Gold Records for best-selling LP's. The LP's both generated sales of one million dollars as certified by the Record Industry Association of America (RIAA).


Words and music to "Parlay, Sage" were written by Paul Simon, with Art Garfunkel handling the vocal arrangement. The packaging was produced by Bob Johnston, executive producer of Columbia Records C&W A&R. In addition to "Homeward Bound" and "The Dangling Conversation," both of which were hit singles with Garfunkel and Garfunkel, the LP includes such selections as "Cloudy," "The Big Bright Green Pleasure Machine," and "A Song On The Underground Walk."


"Born Free" is Andy Williams' ninth Gold Record. Released to coincide with the announcement of the Academy Award winning song, "Born Free," the album is currently listed high on the charts. In addition to the entire LP, the disk includes such selections as "Strangers In The Night," "Alfie," "I Will Wait For You," and "Music To Watch Girls By." Williams recently returned from a successful tour of the Orient.

Boycie & Hart On Tour; 9 Cities Skedded On Jaunt

NEW YORK — Tommy Boyce and Bobby Hart, well known as writers of material for the Monkees, are currently on a city-pom tour and pa tour to further their own joint recording career. The A&M duo started its cross-country jaunt in Los Angeles and then stop in San Francisco, where they will go on to Boston, Cleveland, Detroit, Philadelphia, Chicago, and San Francisco.

While in Philadelphia, Boyce and Hart will film a bit in the part of the "Where Angels Go Trouble Follows" flick, starring Rosalind Russell, Stella Stevens, and Van Johnson. The two chancers sing the title song (which they wrote in conjunction with Lalo Schifrin) in the cinema venture.

Massive promotions are in store for the pair throughout the course of the tour. The promotions include in-store contests, and crowds of teens to greet them at the airport.

While visiting Cash Box offices with John Fahey, Barry Richards, Bill Mulhern, and A&M's national promo rep Don Grayham, Boyce and Hart mentioned that Andy Williams has just cut their "Can't Get Her Off My Mind" cloffing from the Monkees' 3rd LP.

ALBUM PLANS

Atlantic-Atco

15% discount; 30-60-90 billing. Expires Sept. 30.

Audio Fidelity

2 free with every 10 purchased on entire catalog with the exception of the First Component Series. No expiration date announced.

Duke-Peacock

Buy-7-get-one-free. 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

One free for every 5 purchased on entire catalog. No expiration date announced.

Little Darlin'

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

Monmouth-Evergreen

1 free album with every 10 purchased on entire catalog. No expiration date announced.

Nashboro

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

Original Sound

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

Philips

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

Prexite

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.

Simms

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

Smash-Fontana

Special discounts available through distributors. Expiration date indefinite.

Taml-Motown-Gordy

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

Tower

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

Cap Issues 7 Pop LP's

Hollywood — Capitol Records has announced the release of seven new pop albums. Four of the new sets are additions to the label's "The Best Of..." series and spotlight the Beach Boys, the Seekers, Wayne Newton and Jackie Gleason. The three remaining LP's are "The Early Days—Live," presented by London For Tea," by Peter & Gordon; and "McCallum," by David McCallum.
She gets through to you.
You don't have to know the language
to feel the unmistakable hit-vibrations of

BILLY HARNER
taking a wild and wide-eyed look at

SALLY SAYIN' SOMETHIN'

KA-226
Laurie Signs Three

NEW YORK—Laurie Records has announced the signing of three new artists to the label and its Rust subsidiary.

The Energy Package (formerly known as the Boys From New York City) and Charlie Russo are the new packages. The group was nominated previously by "This is the Twelfth Night" and "Heaven Knows You're Here" singles released now in shipment, inked with Rust Records, Capricorn is also bowing with a new deck, "Old Time Movies."

CBS Acquiring Sunset House

NEW YORK—Goddard Lieberson, president of the CBS Columbia and vice president of the Columbia Broadcasting System, Inc., and Sunset House president Leonard T. Carlson have announced that CBS has reached terms when the Sunset House group, the second largest of the latter firm's assets.

The transaction is still subject to the approval of the boards of directors at both companies and the Sunset House stockholders. Thus, no date for the deal has been announced.

Under the terms of acquisition CBS will exchange 385 shares of CBS common stock for each Class A share of Sunset House common stock. Outstanding SH Class B stock will be converted into CBS stock prior to the acquisition. Approximately 231,000 shares of CBS common stock will be issued in connection with the transaction.

CBS shares are traded on the New York and Pacific Coast Stock Exchanges. Sunset House is traded on the American and Pacific Coast Stock Exchanges.

Sunset House is one of the widely known growers of marketing of marketable goods and gifts in the US. Organized in 1922, Sunset House has over 1,000 customers through catalogs and mail order advertising and also offers merchandise at its 14 retail shops in California.

Sunset House will operate as a unit of the CBS direct marketing services division, of which F. Keating is vice president and general manager. Sunset House is the executive vice president of Sunset House, and the present management of the company will continue with its activities.

In announcing the agreement, Lieberson said, "Mr. Keating and his associates have made the Columbia Records Club the world's largest mail-order club of its kind. The Sunset House list contains one-sixth of the Club's products and the volume of its sales resulted in the establishment of the Sunset House division in 1958. Sunset House was sold to Columbia in 1966. Sunset House, a leader in its field, is one of the most successful selling operations in the market with household wares and gifts. Its business is growing, and Sunset House is building an active list of 4,500,000 customers through catalogs and mail order advertising and electronic data processing. Our efforts in this field will be consistent with the company's efforts in the merchandising and advertising of its products and Sunset House will be able to grow at a rate that will enable us to continue the Sunset House plan for years to come."

The activities of the direct marketing division of Columbia Records Club, Columbia Stereo Tape Club, Masterworks Subscription Services, Musical Treasures, Records Unlimited, and Installation Sales.

NARAS L.A. Chapter Elects New National Trustees

LOS ANGELES—Four national trustees and three alternates from Los Angeles have been elected to the Board of Directors of the National Academy of Recording Arts & Sciences (NARAS), it was announced last week in Los Angeles.

Townsend, vice president of the Columbia/CBS Group, and coordinator, Senior Sid Feller were newly elected to the trustees' post; with RCA Victor Records executive Neely's brother, stranger-coordinator Lou Busch were re-elected to their offices. These four, their terms are two years each, join incumbents, F.S. Scott and Dave Pell who have another year in office.

Alternate trustee selected by the L.A. chapter was vocalists Bill Cole, Warner Brothers Records editorial director Stan Cunyn and the Family of Cunyn. In their terms, they are expected to participate as fully as possible on the board, subject to the regular trustees. Cole and Cunyn have been active on the local board, but are new to national participation. Gilmore served as a trustee a few years ago, and was also chapter president.

Sergio Mendes Skedded For Six Engagements

LOS ANGELES—Sergio Mendes and Brasil '66, currently on tour with Frank Sinatra, have had six major engagements announced through their personal manager Richard Achtman president of the House, and agent Jerry Pencheco. They will headliner the Michigan State Fair at Lansing, Aug. 24-25; play the Carnegie Hall in New York, Aug. 26-27; the Barron Theatre in Washington, D.C., Aug. 28-Sept. 4; entertain for the Washington, D.C. Prescos at the Brazilian Embassy Night on Sept. 9; work the Hollywood Bowl with Herb Alpert and the Tijuana Brass on Sept. 25-30; appear on The Jerry Lewis Show" on NBC TV on Oct. 31; and Nov. 25 perform solo with the Cincinnati Symphony Orchestra at The Cincinnati Music Hall.
NOW . . .
MORE
CHART
SOUNDS
FROM
THE
NATION'S
HOTTEST
GROUP
Colgems Waxes 1st Group Since Monkees

NEW YORK—On July 18, the Col- gems label, which is manufactured and distributed by RCA Victor Records, will release a new single by the Latest Monkee Expedition, the Michigan group comprised of five young men. Travis Lewis and Boomer Clarke, who are the heads of the new group, are the leaders of the Expedition. Both have been singing with different bands for several years and are now attending college.

CBS Acquiring Sunset House

NEW YORK—Goldberg Lieberson, president of the CBS/Columbia Group and vice president of the Columbia Broadcasting System, Inc., and Sunset House stockholder Leonard F. Carl- son have announced that CBS has purchased Sunset House, Inc., for the acquisition of the latter firm’s assets. This transaction is still subject to the approval of the boards of directors at both Sunset House and CBS. Sunset House stockholders. Thus, no date for the transfer has been announced. Under the proposed terms of acquisition CBS will exchange 368 shares of its common stock for each Class A share of Sunset House common stock. Outstanding SH Class B stock will be converted into 3,000 CBS common stock prior to the acquisition. Approximately $1,000,000 in Sunset House common stock would be issued in connection with the transaction.

CBS shares trade Thursday on New York and Pacific Coast Stock Ex- changes. Sunset House is one of the widely known marketers of small household goods. It is also involved in the music business, and the present management of the company will remain in charge of its activities.

Laurie Signs Three

NEW YORK—Laurie Records has announced the signing of three new artists for the label and its Rust subsidiary.

The Energy Package (formerly known as the Boys From New York City) and the two groups are the latest acts at Laurie, represented respectively by “This is the Twelfth Night” and “Heaven Knows You’re Here” singles releases now in ship- ment. Inked with Rust Records, Car- leon is also bowing with a new disc, “Old Time Movies.”

Sergio Mendes Skedded For Six Engagements

LOS ANGELES—Sergio Mendes and Brasil ‘66, currently on tour with Frank Sinatra, have had six major engagements announced for the group and their personal manager Richard Adler and agent Jerry Perenchio. They will begin one of the three groups at the Detroit Afro-Centennial August 24-26; play the Carter-Barron Theatre in Washington, D.C., Aug. 28-Sept. 4; entertain for the Washington, D.C., Press Corps at Brazilian Embassy Night on Sept. 9; work the Hollywood Bowl with Herb Alpert and the Tijuana Brass on Sept. 20-23; appear on the “Jerry Lewis Show” on NBC-TV on Oct. 31; and Nov. 25 perform solo and with the Cincinnati Symphony Orchestra at the Cincinnati Music Hall.

Shonell Deck Kicks Off TRX

NASHVILLE—TRX Records has an- nounced the release of its first single, now in distribution, by Troy Shonell. The artist is reportedly the revival of the John D. Loudermilk tune “A Rose and a Baby Ruth” coupled with Shonell’s own “Here It Comes Again.”

The artist appears regularly with the Sandy Posey road show and has worked jills with Fannke Avalon and Bobby Vee.

Passman Exits Tobi-Ann

NEW YORK—Ray Passman has resigned his position as professional manager of Tobi-Ann Music and gone to work for Bang Records.

The Tobi-Ann president, Phil Kahli is currently interviewing candidates for the post left vacant by Passman.

NARAS L.A. Chapter Elects New National Trustees

LOS ANGELES—Four national trustees and three alternates from Los Angeles have been elected to the national board of the National Acad- emy of Recording Arts & Sciences (NARAS) Thursday, and were announced by LA chapter president Irvin Townsend. Townsend, vice president of the Columbia/CBS Group, and arranger- conductor Sid Finkel, was the group’s only new member. The group was re-elected to the trustee positions; while RCA Victor Records executive Newy Simmons and arranger-conductor Bob Busch were re-elected to their offices. These four, whose terms are two years each, join incumbents F.M. Scott and Dave Pfei who have another two years to go.

Alternate trustee selected by the LA NARAS chapter’s vocal group, Bill Cole, Warner Brothers Records editorial director Stan Curnyn and Yo-Yo Ma was named vice-chairman of the group. In their posts, they are expected to participate fully as members of the national policy panel as an adjunct to the regular trustees. Cole and Curnyn have been active on the local board, but are new to national participation. Gilmore served as a trustee a few years ago, and was also chapter president.

GOOD FOR GOODY—The Music Industry Committee of the United Jewish Appeal has named record retailer Sam Goody to be honored at the 2nd annual dinner to be held Oct. 30th at the American Hotel in New York. Co-Chairman, Gene Weiss (right) of Columbia Records and Al Levine (left) of New Deal, will head the committee, whose goal is to raise $250,000 for the United Jewish Appeal. The committee unanimously selected Goody to be the recipient of this testimonial dinner. Sam Goody is shown (center) as he receives a proclamation advising him of his selection as the man to be honored by the division at its ’67 fund raising event.

Cash Box—July 22, 1967
BY NOW YOU HAVE PROBABLY NOTICED
THE INCREASED USE
OF THE ALBUM SLICK
AS AN ADVERTISEMENT
IN CASH BOX

CLYDIE KING: A PRESSING JOB
FOR A QUEEN OF SONG: There's
a story behind the top photo which
shows Clark Galehouse, owner of
Shelley Products Ltd., loading the
car of Tom Rognan, Liberty Records
promoter, with 1,240 copies of Clydie
King's single, "One Of Those Good For
Cryin' Over You Days." WWRL-New
York had been playing the dub for
two weeks and had received numer-
ous calls from listeners who wanted
to know where they could buy the
disk. Because of the outlet's enthus-
iasm for the lid, Rognan called Slim
Records on the west coast and got
permission to have it pressed. An
overnight rush job was performed,
hence the top photo as well as the
middle pic shows Clydie King thank-
ing Hal Atkins of WWRL for break-
ing the lid. Bottom photo is of Rockey
G. of the outlet happily hug-
ing the artist.

HURRAY FOR EDDIE O'JAY: Those
are the sentiments of the graduating
class of Mount Vernon High School
in Mount Vernon, N.Y. The class of
'67 nominated O'Jay, doejay for
WLIR-New York, "The Disk Jockey
of the Year." He received a plaque
designed to merit service to youth at
the senior prom at the Fountainhead
in New Rochelle. O'Jay is shown (2nd
d from right) being congratulated by,
l-r, his daughter, Karen, Frank
Dell of Valley Records, and his wife,
Audrey.

SPUTTERS: KDKA-Pittsburgh "Air
Aces" Jim Williams and Bob Tracey
were featured at the Beaver County
Air Show at the Beaver County Air
Port on July 8 and 9. KXN-Holly-
wood's afternoon personality, Denis
Bracken, rode in the Grand Entry
Parade of the 35th Annual American
Legion Fourth of July Spectacular.

VITAL STATISTICS: Bernie Hayes
is now with KZLM-St. Joseph, Mo.
program director. Phil Rainey has
been appointed program director at
WWOK-Charlotte, N.C. Johnny
Randolph has been named music direc-
tor at WAKY-Louisville.
New for July on RCA STEREO
CARTRIDGE TAPES

The most trusted name in sound

8-TRACK CARTRIDGE TAPE: THE SYSTEM AVAILABLE FOR HOME
LISTENING THAT'S ALSO DETROIT-APPROVED FOR THE NEW-MODEL CARS
BY NOW YOU HAVE PROBABLY NOTICED THE INCREASED USE OF THE ALBUM SLICK AS AN ADVERTISEMENT IN CASH BOX

CLYDIE KING: A PRESSING JOB FOR A QUEEN OF SONG: There's a story behind the top photo which shows Clark Galehouse, owner of Shelley Products, Ltd., loading the car of Tom Ragan, Liberty Records promo man, with 12,000 copies of Clydie King's single, "One Of Those Good For Crin' Over You Days." WWRL-New York had been playing the disk for three weeks and had received numerous calls from listeners who wanted to know where they could buy the disk. Because of the outlet's enthusiasm for the lid, Ragan called Minit Records on the west coast and got permission to have it pressed. An overnight rush job was performed, hence the top photo as all the middle pic shows. Clydie King thanks Hal Atkins of WWRL for breaking the single. Bottom photo is of Rocky G. of the outlet happily hugging the artist.

HURRAY FOR EDDIE O'JAY: Those are the sentiments of the graduating class of Mount Vernon High School in Mount Vernon, N.Y. The class of '57 nominated O'Jay, deejay for WLIB-New York, "The Disk Jockey of the Year." He received a plaque for meritorious service to youth at the senior prom at the Fountainhead in New Rochelle. O'Jay is shown (2nd from right) being congratulated by L. to R. his daughter, Karen, Frank Dell of Valise Records, and his wife, Audrey.

SPUTTERS: KDKA-Pittsburgh "Air Aces" Jim Williams and Bob Tracey were featured at the Beaver County Air Show at the Beaver County Airport on July 8 and 9 . . . KNX-Hollywood's afternoon personality, Dennis Bracken, rode in the Grand Entry service of the 5th Annual American Legion Fourth of July Spectacular.

VITAL STATISTICS: Bernie Hayes is now with WWLW-St. Louis as program director. . . . Phil Rainey has been appointed program director at WWOK-Charlotte, N.C. . . . Johnny Randolph has been named music director at WAKY-Louisville.
New for July on RCA STEREO CARTRIDGE TAPES

The most trusted name in sound

P85-1247
Romantic ITALY

P85-1248
THE POPULAR
DUKE ELLINGTON

P85-1223
BELAFONTE on CAMPUS

P85-1225

P85-1235

P85-1233

P85-1234

P85-5049
FOR SMITH: WHenever I May Find Her

P85-1023
ROGER WILLIAMS

P85-1025
SONNY JAMES

P85-1008
STRAWBERRY BANANAS

P85-1009
The SHIRELLES GREATEST HITS VOL. II

6-TRACK CARTRIDGE TAPE: THE SYSTEM AVAILABLE FOR HOME LISTENING THAT'S ALSO DETROIT-APPROVED FOR THE NEW MODEL CARS.
IN LONDON FOR TEA—Peter & Gordon—Capitol T/ST 2717

Peter and Gordon cook up a batch of pop tunes for the delectation of the listener. Among the efforts are "Here Comes That Hurt Again," "Sally Go Round The Sun," "Sunday For Tea," and "Please Help Me, I'm Falling." The duo is at the top of its form on the album, and the LP should shortly begin an upward chart trek.

THE SOUN DB OF WILSON PICKETT—Atlantic (SD) 8145

Wilson Pickett is in a varied bag of R&B goodies including ballads, blues, and gospel-flavored compositions. Included on the package are "Soul Dance Number Three," "I Can't Stand Alone," "Something Within Me," and "Love Is A Beautiful Thing." The artist delivers exciting and soulful performances which have dramatic impact, and the album could develop into a blockbuzzer.

NOTHING TAKES THE PLACE OF YOU—Toussaint McCall—Ronl LP/LPS 7527

Toussaint McCall has a soulful collection of R&B ditties. Included on the LP are chart hits recent and current. The title tune, "Nothing Takes The Place Of You," was on the Top 100 recently, and "I'll Do It For You" presently occupies a chart spot. Other songs on the disk are "(I Left My Heart) In San Francisco" and "Step By Step." This one shapes up as a biggie.

THE FASTEST GUITAR ALIVE—Roy Orbison—MGM E/SE 4745

Roy Orbison, who stars in and sings in the film "The Fastest Guitar Alive," has penned seven songs especially for the picture. These tunes, in addition to three other Orbison originals, are included to complete the album. The movie melodies include "Whirlwind," the title tune, "The Fastest Guitar Alive," and "Good Time Party." Movie music devotees and Orbison followers should go for this one in a big way.

I LOVE YOU—Billy Vaughn Singers—Dot DLP 3015/25153

The Billy Vaughn Singers sing out in a group of pop ditties aimed at easy listening enjoyment. The melodies include "I Love You And You Love Me," "Up-Up And Away," "Sunday Will Never Be The Same," and "I've Got To Talk To You." The singers perform in smooth, pleasant style, and the album should be popular with the middle of the road trade.

SEX IS THE THING (THAT STARTED IT ALL)—Saucy Sylvia—Jubilee JGM 2063

Saucy Sylvia (Sylvia Stow) parleys a host of double entendres and racy verses into an entertaining LP which should appeal to the broadminded. Among the numbers are the title track, "Sex Is The Thing (That Started It All)," "Oh How The Woman," and "The Yawnin' Song." The album contains many a hearty chuckle and the disk should reap a plentiful sales harvest.

THE ASTROLOGY ALBUM—Columbia CL 2690/CS 9139

An album which offers the listener his horoscope and character analysis in music and narration. The package includes a 22" x 35" zodiac wall chart. Interviews with popular recording stars are featured, and there are interviews with people who believe in astrology and some who don't. The disk should interest those who are intrigued by the study of astrology.

THE EYES OF LOVE—Skitch Henderson—Columbia CL 2615/CS 9475

Pianist Skitch Henderson leads his orchestra through a set of pop melodies. Included on the disk are the title track, "(Carol's Theme) The Eyes Of Love," "Green Grass Of Home," "Man And A Woman," and "There's A Kind Of A Rush." The arrangements are fascinating and varied, and all highlight Henderson's pianistic artistry. The LP should appeal to good music tastes.

COWBOYS & COLORED PEOPLE—Flip Wilson—Atlantic (SD) 8149

Flip Wilson, in the title track of this album, "Cowboys & Colored People," relates his hilarious efforts to improve the social status of the American Indian. The satire flies fast and furious and the comedian exhibits an inventive wit through- out the LP. An updated version of "David And Goliah" is presented, with Golfiah attired in leather jacket and football helmet. A very funny man is Mr. Wilson.

TIM HARDIN 2—Verve Forecast FT/FTS 3022

Tim Hardin sings a selection of his own folk-oriented tunes, characterized by poetic imagery of high quality. Among the melodies are "If I Were A Carpenter," "Lady Came From Baltimore," "You Upset The Grace Of Living When You Lie," and "It's Hard To Believe In Love For Long." The artist renders his material in a soft, gentle manner, and the LP deserves serious attention.

THE LOVE ALBUM—Starlight Woodwinds—Columbia CL 2707/FS 8854

The Starlight Woodwinds present songs of intimacy and romance. Included on the album are "Moon River," "Happy Days Are Here Again," "Days Of Wine And Roses," and "I Will Wait For You." The mood is warm, gentle, and reflective. The package promises to attain a wide measure of popularity and create lots of consumer reaction.

DEDICATED TO OUR ARMED FORCES—Marty Allen & Steve Rossi—Roulette R/RS 508

Marty Allen and Steve Rossi have dedicated this new album to our armed forces. (A part of the proceeds from the LP's sale will be donated by the duo to the USO.) Allen and Rossi keep alive the fine art of the old vaudeville one-liner, and Rossi shows off his fine ballad voice. The LP should keep a large number of listeners in stitches.

ALIZA KASHI—Jubilee JGM/S 8604

Israeli singer Aliza Kashi displays her linguistic versatility on an album of pop outings. She sings "Wan't You Come Home, Bill Bailey" in Yiddish, "Quando Calienta El Sol" in Spanish, and "Let Me Go" in Italian. She also renders other familiar ditties in pop renditions. The artist should gain many followers for the lark.

POP BEST BETS

I DO! I DO!—Original Cast—RCA Victor LOC/LSO 1128

Here's the original cast recording of the Broadway smash, "I Do! I Do!" starring Mary Martin and Robert Preston. The fine music on the album includes the oft-recorded "My Cup Runneth Over," "Something Has Happened," "A Well Known Fact," and "The Father Of The Bride." The LP is bound to become an addition to the record library of many an admirer of the show.
Forecast: Goodtimes Continue!

ANOTHER HIT FROM THE FANTASTIC YOUNG GROUP

DON & THE GOODTIMES

"HAPPY AND ME"

5-10199

AN EXCITING NEW ALBUM

LN24311/BN26311* • STEREO

© "EPIC", Marca Reg. T.M. PRINTED IN U.S.A.

Cash Box—July 22, 1967
POPP BEST BETS

REMINISCING & ROMANCE—George Catino, MGM EN 21528

George Catino, Jr., accompanied by trumpeter Bobby Hackett, interprets ten pop tunes. The selections include "If Ever I Would Leave You," "A Day In The Life Of A Fool," "Once Upon A Summertime," and "If I Ever Fall In Love." The artist sings with warmth and expression, and the album figures to capture the attention of good music fans.

McCALLUM—David McCallum—Capitol T/S 7248

David McCallum conducts a set of pop offerings, lending instrumental colors to a varied selection of material. Among the melodies are "5th Street Bridge Song," "Stoney Fields Forever," "California Dreamin'," and "Mercy, Mercy, Mercy." The arrangements are bright and zestful, and the package should score major sales returns for the popular TV hero.

DON'T MAKE WAVES—Original Soundtrack—MGM EN 4384

The original soundtrack recording of the film "Don't Make Waves," starring Tony Curtis and Claudia Cardinale, Vic. Missy composed everything in the soundtrack score except the title tune, "Don't Make Waves," which was written by Jim McGuinn and Chris Hillman of the Byrds, who perform that melody. The music deftly captures the madcap moments of the film, and the LP should go over big with movie music fans.

THE BEAT GOES ON—Herbie Mann—Atlantic (SD) 1483

Pleasing Herbie Mann renders a set of jazz sessions. Among the numbers is the title tune, "The Beat Goes On," "No Matter What Shape," "Swingin' Shepherd Blues," and "Is Paris Burning?" The music offered here is delightful, upbeat, and out-going, calculated to appeal to a broad base of tastes. Jazz devotees in particular should find the LP to their liking, although this one might bridge the gap between jazz and pop.

MAMA TOO TIGHT—Archie Shepp—Impulse A/S 9134

Tenor saxist Archie Shepp performs a set of jazz sessions. He is supported by Tom Rainwater, piano; James "Blood" Rose, bass; and Paul Jaffe, drums. The session includes medleys from films like "Black Orpheus," "Soul Samba," and "Flamenco," and the LP should score big in jazz circles.

FOR THE FIRST TIME—Robert Cameron— Epic EN 23402/BK 26362

Robert Cameron sings a set of pop tunes on his debut album for Epic. Among the selections are "If Ever I Would Leave You," "Little White Lies," "I'll Never Smile Again," and "Folks Dots" and makes the artist perform in a warm, romantic style as he sings of the varied moods of love. The LP should prove popular with the good music trade.

INTRODUCING THE SONICS—Jorden JRL/ JRLS 7607

The Sonics offer a set of rock ditties. Featured on the album are "The Witch," "You've Got Your Head On Backwards," "I'm A Rolling Stone," and "Maintaining My Cool." The group creates a funky, hard-driving sound which should please a wide audience. The disk is primed for heavy sales returns and should generate lots of excitement.

FOR A FEW DOLLARS MORE—Leroy Holmes & his Orchestra—United Artists UAL 3608/UA 6608

An album of movie music, highlighted by music from "For A Few Dollars More," starring Clint Eastwood as The Man With No Name. The selections from this flick were written by Ennio Morricone. Other items on the program include the title tune from "A Fistful Of Dollars," "Topkapi," and the LP is from the film of the same name, and "Viva Maria," from the disk goes to gain the approbation of movie music buffs.

JAZZ PICKS

THE BEATLES GOES ON—Herbie Mann—Atlantic (SD) 1483

Pleasing Herbie Mann renders a set of jazz sessions. Among the numbers are the title tune, "The Beat Goes On," "No Matter What Shape," "Swingin' Shepherd Blues," and "Is Paris Burning?" The music offered here is delightful, upbeat, and out-going, calculated to appeal to a broad base of tastes. Jazz devotees in particular should find the LP to their liking, although this one might bridge the gap between jazz and pop.

LOVE-IN—Charles Lloyd—Atlantic (SD) 1481

The Charles Lloyd Quartet plays seven jazz sessions recorded live at the Fillmore Auditorium in San Francisco. The Quartet consists of Charles Lloyd, tenor sax, and song; Keith Jarrett, piano; Ron McClure, bass; and Jack DeJohnette, drums. The numbers include the title track, "Love-In," "Sunday Morning," and "Here There And Everywhere." The LP should attract the attention of jazz enthusiasts.

MAMA TOO TIGHT—Archie Shepp—Impulse A/S 9134

Tenor saxist Archie Shepp performs a set of jazz sessions. He is supported by Tom Rainwater, piano; James "Blood" Rose, bass; and Paul Jaffe, drums. Excellent performances are given the title tune, "Mama Too Tight," "Theme For Ernie," and "Basheer." The LP should score big in jazz circles.

CLASSICAL PICKS

GERMAN MUSIC FOR HARP/CHORD & CLAVICHORD—Igor Kipnis—Epic BC 19361

An album consisting of seven works for harpsichord and clavichord by German composers. Included on the disk are Georg Philipp Telemann's "Overture No. 1 In G Minor," Dietrich Buxtehude's "Variations On Morecinta," J.S. Bach's "Fantasia In G Minor," and C.P.C. Bach's "Fantasia In C Major." Kipnis plays the harpsichord and clavichord brilliantly, and the LP should be of major interest to classical music lovers.

BRUCKNER: SYMPHONY NO. 7/TE DEUM—Haitink/Concertgebouw Orchestra—Philips PHM 2-598/PHS 2-986

Bernard Haitink conducts the Concertgebouw Orchestra in a memorable performance of Anton Bruckner's "Symphony No. 7 In E Major" and the "Te Deum," in which the Chorus of the Netherlands Radio sings under the direction of chorus master Meindert Boekel. This distinguished album should gain the admiration of many a classical music devotee.

Cash Box—July 22, 1967
The fantastic girl that's had Johnny Carson and a zillion TV viewers rolling in the aisles. Now Fannie's at her screaming best in a great new RCA album that promises to soar to sales heights via a full schedule of top TV Flaggs exposure. If you really want to rally round a winner... rally round the Flaggs. Be sure you've stocked up for the rush.

There is an extensive 20 city tour to promote this great album for Fannie, including guest appearances on these and other national TV shows: Jackie Gleason Show, Match Game, Tonight Show, Mike Douglas Show, Snap Judgement, Gypsy Rose Lee, Girl Talk...
Changes At CRDC

HOLLYWOOD — The following changes in the national sales staff of Capitol Records Distributing were announced last week by William B. Tal- lant, the firm's VP and national sales manager. Joseph F. Okla has been named sales coordinator, replacing Bob Setzer, who recently became district sales manager in San Francisco. Richard E. Green has been appointed sales service analyst, replacing Bob Reeds, who resigned. Okla first came to work for CRDC in February, 1959 as a salesman in Cleveland. In July, 1957, he became sales manager in Syracuse, and in June, 1961, territory manager in Buffalo. He remained in the last-named post until receiving his new appointment.

Green, a new man who for the last two years has been with Price, Water- house and Co., will make statistical analyses and reports for CRDC.

Both Okla and Green will work at the Capitol Tower here in Hollywood, reporting directly to CRDC's assistant national sales manager, Pete Gyvak.

CORRECTIONS & ADDITIONS TO DIRECTORY

The task of compiling an issue of the magnitude of the 1967 Directory issue makes inevitable this section, an easy-to-see summary of errors and corrections of various aspects of the list:

Baker To Roosevelt

NEW YORK—Murray Baker, vet professional exec, has joined Roose- velt Music as general professional manager. Baker comes to Roosevelt after many years with the Big 3. He will report to Hal Fein, head of the operation.

Horowitz Joins Munz As Nat'l Sales Mgr.

VAN NUYS, CAL.—Earl W. Munz, president of Munz Stereo-Pak, large manufacturer of car and home stereo systems, has announced that Earl D. Horowitz has accepted the post of national sales manager with the firm. Horowitz will supervise all sales and guide marketing policies of the Munz product line and the company's affiliate Audio/Stereo private label division. He will also be involved in projects undertaken by Munz' recently-developed international division.

Horowitz comes to Munz from Capit- ol Records, where he was special markets manager. He had been with Capitol in various marketing and sales capacities since 1950.

Horowitz plans to put a big market- ing push on Munz' 4-track product line of car and home stereo systems and to continue the company's heavy promotion of its M-50 car stereo sys- tem, which Munz is retailing at its national outlets for a sub-$40.00 price.

MONO LP PRICE INCREASE

In answer to retailer and one-stop requests, Cash Box is providing data on those labels which have announced price increases of their mono LP's to the level of stereo. This section should be detached and placed where it can inform consumers of the price rise. Additions will be made when they arise. Cash Box urges labels not represented, but which have made similar moves to bring their moves to our attention.

ABC (BluesWays, Dunhill, Jerden & Tangerine):
Effective Date: June 19; Comments: Elimination of Command mono line.

A&M:
Effective Date: June 5

ATLANTIC:
Effective Date: June 9

AUDIO FIDELITY:
Effective Date: July 1; Comments: All $3.79 LP's are now $4.79; "Best Of" series, formerly $2.98, is now $4.79.

CBS (Columbia, Epic Date):
Effective Date: June 5

CAPITOL (Angel):
Effective Date: July 1; Comments: Rise applies to pop & classics, "W" series.

CHESS-CHECKER-CADET:
Effective Date: June 12; Comments: Chess Sermon and Checker Spiritual LP's not included.

DECCA (Coral, Brunswick, LHI):
Effective Date: July 7

DISNEYLAND:
Effective Date: June 12; Comments: QQ series retail at $1.89 for mono or stereo; Storytellers, formerly $4.79 stereo, now $3.79 stereo; Vista Fantasound $4.79 mono or stereo; soundtracks on Vista $5.79 for mono or stereo.

ELEKTRA:
Effective Date: June 9; Comments: Except 300 series at this time.

GNP-CRECENDO:
Effective Date: July 1

KAPP:
Effective Date: July 1

LAURIE:
Effective Date: June 26

LIBERTY (World Pacific, Pacific Jazz, Mint, Dolton, Blue Note, Soul City, & Robert Rheims):
Effective Date: June 12

LONDON:
Effective Date: July 3

MGM:
Effective Date: June 9

MTA:
Effective Date: July 15

MUSICOR (Dynamo):
Effective Date: Immediately

ORIGINAL SOUND:
Effective Date: July 1

RCA (Colgems):
Effective Date: June 1

ROULETTE:
Effective Date: June 25

SCEPTER-WAND:
Effective Date: July 1; Comments: Albums by Justin Wilson are recorded in mono

TOWER:
Effective Date: June 12; Comments: Hob gospel series not included, only have carried a list price of $4.79.

WARNER BROS. (Reprise, Loma):
Effective Date: June 19; Comments: All albums designated "R," "W," as well as those designated "RB," "WS," and "LS," indicating single albums on WB, Reprise and Loma, will bear a suggested list of $4.79; All albums designated "F," "B," "FS," and "BS," will carry a suggested list of $5.79.

Changes At CRDC

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Both Okla and Green will work at the Capitol Tower here in Hollywood, reporting directly to CRDC's assistant national sales manager, Pete Gyvak.

Vagrants Lose New Equipment In Fire

NEW YORK—The Vagrants lost all their equipment, equipment which they had purchased in June for their new stage show. In early morning fire (July 16) which burned Action House, the Island Park, N.Y., club where the group was performing, to the ground.

The equipment, valued at $10,000, included a Hammond Custom Sound B3, 4 amplifiers, 2 sets of drums, 4 guitars, a $1,000 lighting system, micros, p.a., and a new custom-made stage wardrobe.

The Vagrants had left their equipment at Action House after a Sunday night (9) performance. They were scheduled for another appearance at the club on Wednesday (12).

The cause of the fire has not been determined. The Nassau Police Dept. Arson Squad is investigating.

Vagrants' guitarist Leslie West, commenting upon the loss, said, "We're planning a complete campaign to build ourselves a better sound system and find instruments that will do the most for our music."
"you ain't heard nothing yet"

MY MAMMY

Another Number One Record— Their Fifth in a Row!

THE HAPPENINGS

B. T. Puppy 530

Arranged and conducted by
Herb Bernstein

Produced by THE TOKENS
for BRIGHT TUNES Productions

B. T. Puppy Records Co., INC.
America's Foremost Country Songstress

BONNIE GUITAR

Has A New Chart-Sure Single

“A WOMAN IN LOVE”

by

“I Want My Baby”

#17029

BONNIE GUITAR'S BEST-SELLING DOT ALBUMS
### Top 100 Albums

**July 22, 1967**

<table>
<thead>
<tr>
<th>Position</th>
<th>Album Title</th>
<th>Artist</th>
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<tr>
<td>1</td>
<td>Sgt. Pepper's Lonely Hearts Club Band</td>
<td>The Beatles</td>
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<tr>
<td>2</td>
<td>Green River</td>
<td>The Byrds</td>
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<td>Something New</td>
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<td>Jingle Bell Rock</td>
<td>Elvis Presley</td>
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**Full List**

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</tr>
</tbody>
</table>

**Compiled by Cash Box from leading retail outlets.** Indicates Strong Upward Move.
The next big group from Kapp Records.
GLITTERIN GOLDEN GALA—"Mama," Bway's 24-karat attraction, has won added glitter in the shape of a gold record, certified by the RIAA. The Columbia original cast LP has passed the million-dollar sales mark. In a presentation made backstage at New York's Winter Garden, "Mama," in the form of Angela Lansbury, is surrounded by (from the left): Goddard Lieberson, president of the CBS/Columbia Group; Jerry Herman, the show's composer; and Clive Davis, head of Columbia Records.

New Home & Auto Cartridge Players Unveiled By Lear

NEW YORK—Three home and three auto 8-track tape cartridge players were exhibited as new additions to the Lear Jet Stereo 8 lines at the recent Consumer Electronics Show in New York.

The Detroit-based company debuted a three-piece home line ensemble consisting of an integrated amplifier-player and two speakers in separate enclosures. This system is designed to be used with phonograph and record-tuner setups. Also new to the Lome line are a tape cartridge deck and a portable player.

Among the three auto line additions to the Lear Jet catalog are an 8-track tape cartridge player with solid state FM radio; a player with solid state AM radio and a new cartridge player. Each is designed with sealed switches, and the finger-tip control knobs as an added safety feature.

UA Inks Bob Braun

NEW YORK—United Artists Records has just signed TV host and singer Bob Braun to an exclusive, long-term recording contract. Braun is on cue on the small television screen and big-time TV out of Cincinnati, Ohio. He also makes frequent appearances as a vocalist as the Floaters in the Cincinnati area. Braun's first UA disk will be an album to be waxed this spring under the direction of UA's A&R director, Henry Jerome.

Victor Quarterly Profits Off; Half-Year Sales Soar

NEW YORK—Sales continued to strike in June which tied up nine plants, hurt RCA Victor's earnings in the last quarter, but the company's sales continued strong and surpassed the half-year figures for the same period in 1966.

Executive committee chairman Robert W. Sarnoff noted that despite the adverse effects of the strike upon quarter profits of $25,700,000 in net profits for '66, RCA's results for the first half-year were the second best of any first six months in the company's 47 year history. "The vigorous growth pattern which has characterized RCA's diversified business was accredited for the firm's performance.

For the first six months of 1967, sales were $1,072,000,000 and tax profits were $58,700,000. In comparison, 1965 showed $1,312,600,000 in sales and $60,800,000 in net profits. Sales during the second quarter were $535,000,000 for '67 and $522,800,000 for '66. Figures for both years were adjusted to include sales and earnings of the Hertz Corp., acquired as a wholly owned subhold on May 11. Earnings per share for 1967 were $1.98 in the first half and $1.95 in the second quarter. For '66 the shares earned 96c and 95c for similar periods.

The strike that affected RCA earnings began June 5 and was settled June 30. By July 7 all operations had been reported returned to normal.

Dunhill Inks Eddie Brown

NEW YORK—Dunhill Records has signed Eddie Brown to an exclusive contract. Dunhill's Jay Lasker says that Brown, who was signed by Associated Talent Agency Brown as a single artist. Brown was one-half of the "Joe and Eddie" duo until Joe and Eddie disbanded in 1960.

Dunhill is currently cutting sides on Brown: "Four In The Morning," "Sometime," written by Jackson Brown; "Wanderlust," written by Mason Williams; and "Mama You Been On My Mind," penned by Bob Dylan.

Recording sessions for the four sides are being produced, arranged and conducted by Ernie Freeman.

Spitalsky's Mother Dies

NEW YORK — Miriam Spitalsky, mother of Bill Spitalsky, the indie promo rep, died here last week at the age of 81. She is survived by Spitalsky and daughter.

Karajan Releases Head DGG's New August LP's

NEW YORK—Two major new recordings featuring Herbert von Karajan will cap the six-record Deutsche Grammophon LP release for August in honor of the conductor's anticipated visit to the United States.

The noted maestro is to visit New York for his Metropolitan Opera debut at the podium during the performance of "The Barber of Seville" in the opera house's "Ring" cycle premiere. During his stay in the city he will also appear at Carnegie Hall for programs including Verdi's "Requiem" and several evenings of "Brandenburg Concertos."

First of the Karajan releases is a reading of Tchaikovsky's Symphony No. 4 in F Minor, Op. 68. Karajan and the Berlin Philharmonic are also soon to have a recording of the composer's 5th Symphony.

Also from Karajan is an album of Handel's Concerti Grossi, Op. 6, Nos. 5 and 12.

Handel is featured on another LP in the August issue: "Music for Harp and Orchestra" with Nicolo Zabaglia as soloist and the Paul Kuentz Chamber Orchestra.

Karl Richter and the Munich Bach Orchestra, appearing at Expo '67 in New York and Washington, D.C., during September, will be represented with "Trumpet Concertos by Telemann and Handel."

Bruckner's Symphony No. 2 in C Minor is performed by the Bavarian Radio Symphony under the direction of Eugen Jochum. And closing the sextet of albums is the Don Ceossack Choir with "Midnight in Moscow" to Include 14 vocal selections.

ABC Inks JANE MORGAN—The latest name to be added to the roster of ABC Records is that of Jane Morgan. Currently appearing is Las Vegas, the lark, shown here with label prefix Larry Newton (right), has already recorded initial sides for the diskery. While with ABC, she will work closely with Bob Thielinger and Peter DeAngelis of the label's A&R staff. She is a graduate of the Juliard School Of Music, where she had originally planned to become a serious lyre soprano. In announcing the signing, Newton commented, "We have great plans for Miss Morgan, who is one of the finest talents in the entertainment world and a true star in every meaning of the term."

MGM's New LP Product Displays

MGM Confab ...

(Continued from page 7)

Good Man Charlie Brown" cast. Future spots will feature Johnny Tillotson, Connie Francis, Erroll Garner, Bobby Jameson, Janis Ian and others. The label is also offering three new in-store display pieces, including displays that tie-in with TV Guide and Playboy Magazine. A third is geared to draw attention to the firm's psychedelic music.

MGM Staff Present

In addition to Naxos, and MGM Pictures treasurer Jayson Rabinovitz, the MGM executives attending the convention included Tom White, director of business affairs; Jesse Kaye, vice-president and West Coast A & R supervisor; Lenny Scheer, director of marketing; Frank Mancini, director of talent coordination; Jack Maher, advertising manager; Bob Morgan, director of A&R; Jerry Schoenbaum, label manager for MGM and Verve; Forecast; Sol Handwerker, director of publicity; Jim Vienneau, director of the Nashville office, Dave Seidman, director of branches; Irv Stimler, director of special projects; Val Valentin, director of engineering; David Green, of the show business side; Jim and Clive Fox, director of west coast operations, and Stan Drayson, branch manager, Metro New York.

Cash Box—July 22, 1967
New York—Jerry Blaine, vice president and chairman of the board of Jubilee Records, has assumed the duties of director of album merchandising for the firm. In addition to assuming his new duties, Blaine will continue in his position as secretary-treasurer of subsidiary label, Jubilee Echo.

 Blind said that he is looking for new young LP producers, especially in the comedy field. "We’re also interested in pop albums, of course," he said.

 Comedian Rusty Warren is the head of the firm’s comedy catalog. Her latest LP is "Rusty Eats As." Also included in Jubilee’s current release is sonetess Aliza Kashi with her debut set, titled simply "Aliza Kashi."

 Decca Joins Capitol Club

 Hollywood—Capitol Records has announced that it has signed an agreement with Decca Records to manufacture selected Decca albums for distribution through the Capitol Record Club. The first group of 24 albums includes discs by Peter Duchin, Paul Kukla, Fred Waring and the Pennsylvanians, Ella Mae Morse, The Bakers, The Modernaires, and others.

 While the RCA Victor Club has the entire Decca catalog available for its members, Capitol Club is to use only a limited number of albums on a non-exclusive basis. Based on results, additional problems will be made by Decca and Capitol. A subsidiary label will be created for the special Decca albums.

 Rush Pickett’s ‘Funky’

 New York—In response to demand on the part of deejays, distributors, and dealers, Atlantic Records is rushing out a single of "Funky Broadway," from Wilson Pickett’s new album, "The Sound Of Wilson Pickett." Since the LP was released two weeks ago, calls have been coming in from deejays all over the country, demanding a single of "Funky Broadway," by Pickett. Over the past two months the funky Broadway has become a hot dance in the tradition of the ballad, and the shuffling. Everywhere Pickett has performed recently, the kids have been demanding, "Give us the single, for ‘Funky Broadway,’ which has become a show-stopper for him. In the last two weeks, deejays, distributors, and dealers for the single and the hot action in the dance, have been inquiring about distribution and advertising campaign on the single. This will give Wilson Pickett to break it into the Top 10. Record is shipping to distributors this week.

 Kirschner’s New Firm

 (Continued from page 7)

 Screen Gems TV have been recorded by such artists as Frank Sinatra, Dean Martin, and Johnnie Ray. The Records also feature records by Williams, Steve Lawrence and Eydie Gorme, Herb Alpert and the Tijuana Brass, Sandi Shaw, The Beatles, Herman’s Hermits, the Righteous Brothers and Arthur Fiedler, and the Boston Pops Orchestras.

 Aucuff-Rose HQ

 (Continued from page 8)

 plan to offer a large part of their common stock in the firm for public sale. Paul Handelman, chairman of the concern, plans to sell 50,000 of his 98,880 common shares. David Handelman, the firm’s president plans to sell 40,000 of his 84,969 shares. Executive committee chairman Joseph Handelman is offering 50,000 of his 101,753 shares, and executive VP Moe Handelman 50,000 of his 120,011 shares.

 The Handelman Co. is the largest independent wholesale merchandiser of phonograph records in North America. The firm’s sales and earnings for the fiscal year ended April 30, 1967 set a new company record, showing a 25% increase over the previous year. 87 earnings came to 8,68,504 before taxes and 9,045,574 net.

 Col Educational Campaign

 (Continued from page 7)

 ors. In recent years all phonographs—both mono and stereo—have been so markedly improved that this limitation is no longer effective.

 Groove information of a horizontal, side-to-side nature is common to both mono and stereo records. In addition, stereo records have built into their grooves information that occurs in the vertical plane. Played with modern equipment, today’s stereo record will transmit all the horizontal information through monaural playback and, when played back through stereo equipment, will additionally transmit the vertical information.

 The importance of this to record purchasers is that they need no longer hesitate to buy, play and build collections of stereo records although they have monaural playback machines. Improvements made in the process of the pickup in current monaural machines make it possible to play stereo records with no greater incidence of skipping and with no greater wear to their stereo masters.

 The life expectancy of the records will remain the same. Further, the three-dimensional, "spatial" effect of stereo—while not revealed through a monaural player—will remain unaffected in the grooves, available for subsequent play on a stereo phonograph.

 Today’s full-separation stereo disc is now unchallenged in quality and represents the future of the record industry. While Columbia will continue to produce monaural records, it is nevertheless clearly to the advantage of consumers who own monaural players to buy, give away, and collect collections of current records in the stereo version, anticipating future ownership of a stereo phonograph.

Handelman Exces Selling Stock

 Washington—In a filing which accompanied the Securities and Exchange Commission, it was revealed that a number of top Handelman officials

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 Porter Featured In TV’er

 New York—Australian television and MGM recording star Robie Porter is featured in Australia’s "Mumbur" Productions for a continuing, featured role as the president of the Student Body in "Mumbur," a new weekly musical variety series starring Rick Nelson. The series will be carried on Friday nights beginning July 21 over the ABC-TV network.

 The series, the singer signed with MGM Records in the US, and has since had two successful LP’s for the label. His latest single, "I Haven’t Got Anything Better To Do," from the MGM film "Doctor, You’ve Got To Be Kidding," was a heavily aired good-time music side.

 According to "Malibu-U" producer, Al Burton who will be Porter’s first American television show.
Talent on Stage

Country Sound

HOLLYWOOD—Midway into the proceedings at the Hollywood Bowl—premiere of "The C Barker Band," long night "family specials" with a salute to "Country Songs," South Sea Hawiian "sashayed onstage to run through the registry of C&W greats, past and present)—the requisite responsive introduction of "I Dreamed Of A Hillbilly Heaven." The audience is seated in the prairies in his own way confirmed what a stellar roster of artists were proving through three hours of first-rate pickin' and funnin'. Jazz may be the soul of music and rock its pace, but country remains its heart, and there's an unbreking, enduring tradition.

In its basic simplicity and honesty, country includes these significant segment and sentiment of the populace. The sound is there to enjoy, the lyrics to express one's existence with philosophy and fundamentalism, and the performers to practice an historical continuity.

Few are doing it better today than those who attracted a rural crowd of some 10,000 to the star-lit amphitheatser, for what was billed as the largest all-star cast ever assembled in the Bowl basin.

Buck Owens and his Buckaroos—again this year Number 1 in two categories of Cash Box country polling—too, were on hand and there was solid support from the likes of Merle Hag- gard, the Shelbys and Al Jolson; Glen Campbell, Red Simpson, Wyn Stewart and the Tourists, the Georgia Boys, Bill Carlisle, Curless, Ferlin Husky, and Ol' Tex.

Buck has become the complete showman. He is able to maintain the aura of simplicity so significant and, at the same time, radiate a rural sophistication that can ecorral city-folk without rival. The Buck Band is well known for their without intruding: suits and boots, without a sequin or spangle in sight; light, totally-practiced acts, medleys to montage the hits, a dozen or so tunes packed in to were others take the same time for six.

The audience accepts it with the same warm vigor it readily displays for more basic fare, as was otherwise the case this night.

Glen Campbell, as example, opened the show with a 10-minute demonstra- tion of existing expertise. Reciting his current "Gentle On My Mind," the man in the bowler hat—try—to set the tone. "My family was so poor, we got CARE packages from the Army, fed at one point, the level of humor achieved and applauded throughout the evening. These Geezelnials led in the laugh- ter department ("Know-ya-ya when you-milk milk of magnesia with vodka? A Phillips screwdriver.").

Which should please Capitol Rec- ords. The label had a large band in ar- ranged the show, which explains why all the performers record for Nashville-by-the-Tower.

And, commercialism notwithstanding, it was a capital idea, one every cash station within spitting distance enthusiastically supported. Here's one observer's pickin': 

"Making this audience raise their hoedown, of course allowing other labels to lasso and let loose their folk.

Dionne Warwick

HOLLYWOOD — Miss Dionne Warwick, she be the world's diva in the new or contagious chanteuse. But don't bet against it. Or the opening night sell-out crowd who ended her with ex- ection and applause on her L.A. debut at the Westside Room of the Century Plaza.


Three notes for the cost of one on occasion-when switching among several, slipping phrases before that inevitable vibrating, stridulating alpistre as- sault.

Nitty Grity Dirt Band

NEW YORK — Getting down to the nitty gritty has, for some time now, been the thing to do among most of our pop musical groups. Liberty's Nitty Grity Dirt Band, however, doesn't waste any time with that, they're too busy being one of the funniest live acts we've seen in a long time, unifying young and old; themselves, the audience, you, me, the World (and all that lies therein-

Coming out holding forth with Fred Weintraub's Bitter End, the group wanders on stage clad in an almost unbelievably mis-matched array of seeming discards from the wardrobe trunk of an impoverished 1920's circus.

Their instruments (in addition to the usual guitar and drum) seem to be of the same genre, consisting of a wash- board, wash-tub-bass, funnels, kazoo, a banjo, tambourine, cowbell, etc. Many of the instruments make their entrance through a sort of bottomless Pandora's Box, which delights both band and audience.

Along with their excellent perform- ance of their Liberty single, "Buy For Me The Rain," the highlight of the show is a visually staccato venture into the "hot" and reminiscent of an early cinema effort.

The Nitty Gritties are zany, hip, irreverent (as far as scared cows go), timely, well-knit, funny, and they make good music. What more can you ask for?

Every Mother's Son

NEW YORK — Every Mother's Son, MGM's recording act, descended upon Iona College in New Rochelle on Sat- urday night. July 6, and performed from a diversified rock bag under the summer stars. The group, exuding warmth and intimacy, and somehow those qualities were not lost even in the hottest hour.

A rock version of "Oh, Suzanna, Don't You Cry For Me" opened the program, and Every Mother's Son got a lot of mileage out of this driving, thumping number. The group operated under a distinct handicap at the out- set, since their organ was not in work- ing order. It was well into the evening when the instrument was finally re- paired. The boys were highly enter- taining with a hokey tune, "Sittin' Here," a bluesy, humorous tune. Then they dedicated "Monday, Monday" to Cass Elliot of the Mamas & the Papas.

Every Mothers' Son rendered "Look Through Any Window," a Hollies song, with nest and gusto, and the group really walked on "I'll Feel A Whole Lot Better." The vocal harmony, guitars, drums, and tambourine blended together to produce a highly satisfying effect.

At last the organ was fixed, and just in the nick of time, "You've Got To Hide Your Love Away" saw the organ used to good advantage, creat- ing a roller rink sound. Every Mothers' Son obviously had a good time with this song, and so did the crowd. The group did "Come On Down To My Boat, Baby," their chart hit, and "I Won't," from their LP "Every Mothers' Sons." They paid their respects to the Beatles with "With A Little Help From My Friends" and nodded in the direction of Frankie Laine with "Jeze- bel" to close the program. Every Mothers' Son is a very visual act and has to be seen to be fully appreciated. Every Mothers' Son is on the way to becoming everybody's favorite.

The Cash Box...Sure Shots...highlight records which reports from retail dealers throughout the nation indicate are already beginning...all quantities or also give every indication of doing...
Which is the real #1? They all are!

JOHNNY DARRELL
"MY ELUSIVE DREAMS"
UA 50183
Produced by Bob Montgomery

DEL REEVES
"THE PRIVATE"
UA 50157
Produced by Bob Montgomery

BOBBY LEWIS
"LOVE ME AND MAKE IT ALL BETTER"
UA 50161
Produced by Bob Montgomery

Cash Box—July 22, 1967
Jan HOWARD
Has A Brand New Single
In The Decca Country Hit Parade

"ROLL OVER AND PLAY DEAD"

DECCA Records 32154

TOP COUNTRY ALBUMS

1 NEED YOU 2 BUCK OWENS AND HIS BUCKAROOS IN JAPAN
(Decca DL 4841) (Decca DL 4841)
2 BUCK OWENS AND HIS BUCKAROOS (Capitol T/S T 2705)
3 BEST OF EDDY ARNOLD (Capitol T/S T 2705)
4 DON'T COME HOME (RCA Victor LPM/LSP)
5 DON'T COME HOME A-LIBRARY (Decca DL 4842/7 4842)
6 I'M A LONESOME FUGITIVE (Capitol T/S T 2702)
7 DANNY BOY (RCA Victor CL 2677/CS 9477)
8 COLD HARD FACTS OF LIFE (RCA Victor CL 2677/CS 9477)
9 IT'S SUCH A PRETTY WORLD TODAY (RCA Victor CL 2677/CS 9477)
10 WALK THROUGH THIS WORLD (RCA Victor CL 2677/CS 9477)
11 YOUR GOOD GIRL'S GONNA GO BAD (Epic LP 24305/BM 26305)
12 SINGING AGAIN (Decca DL 4872/CL 74872)
13 GEORGE JONES GREATEST HITS (Musicor MM 2116/MS 3116)
14 LONELY AGAIN (Eddy Arnold RCA Victor LPM/LSP)
15 THERE GOES MY EVERYTHING (Decca DL 4845/7 4845)
16 DRIFTING APART (Warner Bros. Decca DL 4841/7 4841)
17 HEART WE DID ALL WE COULD (Capitol T/S T 2702)
18 WALKIN' IN THE SUNSHINE (RCA Victor CL 2677/CS 9477)
19 MY KIND OF COUNTRY (Columbia CL 2645/CS 9445)
20 ANOTHER STORY (Decca DL 4841/7 4841)
21 AMERICA'S MOST WANTED BAND (Capitol T/S T 2702)
22 RARE S A Guitar World (Columbia CL 2677/CS 9477)
23 BLUE SIDE OF LONESOME (Columbia CL 2677/CS 9477)
24 TOUCH MY HEART (RCA Victor CL 2677/CS 9477)
25 DIESL ON MY TAIL (Eddy Arnold RCA Victor LPM/LSP)
26 WHAT AM I GONNA DO NOW (RCA Victor CL 2677/CS 9477)
27 THE SONG OF ROBBINS (Capitol T/S T 2702)
28 COOL COUNTRY (Capitol T/S T 2702)
29 ALL MY TOMORROWS (Capitol T/S T 2702)
30 THANKS, HANK! (Capitol T/S T 2702)

BIG DOINGS IN TOWN...

...and the big doers

Nashville at the New Yorker, which made its debut in Gotham earlier this month, has proven thus far, to be quite successful with C&W fans in the big apple. Opening crowds packed the house for the nite's initial weekend which featured Tammy Wynette and Hank Thompson, shown in the bottom photos as they pick and sing for the enthusiastic crowds. In the last few weeks, the club has featured Roy Drusky, Wilma Burgess, Flatt & Scruggs and Arlene Harding.
<table>
<thead>
<tr>
<th>COUNTRY TOP 50</th>
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### Pos. Last Week

1. **TONIGHT CARMEN** (Herman, Columbia) Morley Robbins (Columbia 44128) 4
2. **ALL THE TIME** (Columbia—BMI) Jack Greene (Decca 32123) 2
3. **WITH ONE EXCEPTION** (Columbia—BMI) David Houston (Epic 101954) 1
4. **I'LL NEVER FIND ANOTHER YOU** (Columbia—ASCAP) Sammy James (Capitol 5914) 7
5. **Misty Blue** (Palmer—BMI) Eddy Arnold (RCA Victor 9182) 3
6. **If You're Not Gone Too Long** (Cue Fire—BMI) Leavitt Lyn (Decca 32127) 6

### Pos. Last Week

1. **Your Good Girl's Gonna Go Bad** (Columbia—BMI) Tammy Wynette (Episc 10114) 12
2. **Love Me and Make It All Better** (Barnes—BMI) Bobby Lewis (United Artists 50161) 20
3. **Down at The Pawn Shop** (Ecko—BMI) Hank Snow (RCA Victor 9186) 17
4. **Promises & Hearts** (Barnes—BMI) Stonewall Jackson (Columbia 44121) 10
5. **Black Jack Country Chain** (Tray—BMI) Willie Nelson (RCA Victor 9202) 19
6. **Cincinnati, Ohio** (Monroe—BMI) Connie Smith (RCA Victor 9234) 23
7. **Roaring Again** (Star Fire—BMI) Wilburn Bros. (Decca 32177) 15
8. **Don't Squeeze My Shamron** (Star Fire—BMI) Charlie Walker (Episc 10174) 24
9. **How Long Will It Take** (Star Fire—BMI) Walker Mack (Decca 32142) 29
10. **Something Fishy** (Columbia—BMI) Daily Porter (Monument 1007) 31
11. **Louisiana Saturday Night** (Tri-Tron—BMI) Jimmy Newman (Decca 32110) 26
12. **In The Jailhouse Now** (Tri-Tron—BMI) Ernest Tubb (Decca 32123) 25

### TRUCKERS' DOWN

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**Sings About**

**"THE QUEEN OF COUNTRY MUSIC"**

**Kitty Wells**

**"THE QUEEN OF HONKY TONK STREET"**

on her brand new

**32163**

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**Cash Box—July 22, 1967**
Not too long ago someone decided that he would rather not go along with the common method of mass releasing his product, but test the product in the small areas first in order to get a reaction from the consumer before having to go into full scale production. As a result, "Product testing" has, in recent years, become an integral part of most major industries, including the pop record business, which has been using this system to great advantage. Now there is a growing awareness of Country Music as a major industry—which it is—and of the phonograph record as the tangible commercial product of this industry—which it is. Such practices as advertising, professional management, and creation of subsidiaries have helped strengthen Country Music as they had helped give a boost to "Product testing." Country Music has been used on a Country record and the results could be fantastic.

Dean's Jazz Brothers had the song "American Power" for 6 months before the decision was made to re-record it—during which time he performed it on a special part of his road show, which included stops at the New York World's Fair, and their children Bobby and Ruby Wynn did their part in promoting the star's record. They were one of the industry's busiest units. Prior to performing "American Power," the group had garnered attention from Radio. "American Power" is a truly American pop song and has been played coast to coast. As a result, the group has already started making money. Seems like those boys in the big industrial plants had the right idea.

Opry favorite Minnie Pearl has signed an exclusive management pact with the Jim Halsey agency in Indepen-
dence, Kansas for the areas of television, radio, and record promotion. The agency reports that the famed comedienne will be on a roll after having been set for a large number of nationwide video spots this summer and fall, including some for large department stores. "I couldn't be more pleased," said Minnie, "The 'Hoy Bishop Show' and the 'Dean Martin Show.' I have some very exciting television and motion picture opportunities."

KDKB has been signed for his second appearance at Disneyland, beginning July 25. The singer will do three events—shows over the week in.

Claude Gray and the Graymen have been rebooked into the Golden Nugget in Las Vegas for a two-week stand in Feb. of next year. Don Adams has booked now Jack O'Dell who will do an offer and promotion release, "A Brand New Old Roses," which he will be promoting through the area. Lyn Husky here in Aug. . . . Warner Bros. has signed for its release of LeRoy Van Dyke's latest single, "What Am I Ball" (from the soundtrack of the movie "Jewel on the Seven Seas") . . . "I'll Make Up to You," also from the movie. . . . Just returning from a seven week tour of Denmark and a sixteen week tour of Italy. Don B. also did a concert tour of Denmark and a sixteen week tour of Italy. He also did a concert tour of Iran.

ALREADY ON THE CHARTS

JOHNNY WRIGHT'S

"DIE HONKY TONK"

IMMUNE TO PHONE CALLS

Decca 32133

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ALREADY ON THE CHARTS

JOHNNY WRIGHT'S

"DIE HONKY TONK"

Decca 32133
COLUMBIA RECORDS takes great pride in announcing JUDY LYNN is now one of us. And this blockbuster single will make Judy an official chart member.

"I LOST MY WINGS LAST NIGHT"

Where the Judy Lynn C&W action is from now on.

Cash Box—July 22, 1967
RENOWN BOWS IN NASHVILLE

NASHVILLE—Renown Records & Publications (BMI) has opened an office at 5415 Knob Rd., here in Nashville, near WSM-Radio and TV. The new office is headed up by Wilson P. Chastain, who worked for the Mirror Recording Co. before joining Renown.

GOLD STAR HITS!

Three Winners From
THE FIVE WILLIAMSON BROS.
“THERE ARE MILLIONS THAT LOVE ME”
GS 200

“IT’S ALL ABOUT ME”
GS 200

“WE’RE UPSIDE DOWN OVER OUR NEW RELEASES.”

WAVE SIDE

WE’RE UPSIDE DOWN OVER OUR NEW RELEASES.

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WAVE SIDE

BILLY JO SPEARS
(United Artists 50184)

EASY TO BE EVIL (2:14)
[B] Window, BMI—Rhodes, Spears
This one is a heart-tendering elderly woman who can garner enough sympathy and sales for Billy Joe Spears. Solid production.

MUCH TOO Sensual To CRY
(2:50)
[H] Franklin, BMI—Rhodes, Wilburn
Underrated is a plucky toe-tapper.

JIM DALE (Boone 1002)

PRAYER FOR PEACE
(2:55)
[Forest Hills, BMI—Dale, Halbium, Briggs] This poignant, heart-tendering ballad could develop into a sought-after item for Jim Dale. Stay with it.

POINT OF NO RETURN
(2:00)

DON VINSON (Rising Sons 706)

GENE IN THE JUG
(2:12)
[Raabe, Rising Sons, BMI—Vinson, Matthews] Imaginative, buoyant finger-snapper.

DON’T SHOOT
(1:45)

GIL ROGERS (Nashville 5348)

STORY ON A JUKE BOX
(2:39)
[Tonic, BMI—Rogers] Might be big things in store for Gil Rogers as a result of this outing. Side is an inventive, steady-moving blueser that deserves close watching.

MARK PATTERSON (Hartco 102)

CHARMANE, MARIE (2:45)
[Sano, BMI—Patterson] Tender, tuneful romancer.

BUCK OWENS BREAKS UP 15,000 ANNUAL APPRECIATION DAY BLAST

BAKERSFIELD, CALIF. — Bakersfield became “Buckfield” on Independence Day when 15,000 fans packed the third annual Country Music Fan Appreciation Day concert featuring Buck Owens.

The event, sponsored by Owens and his radio station KUZZ, outdoors last year’s show by some 7,000 people.

Fans from up and down the west coast attended the free picnic-concert held each year to celebrate the listeners and record buyers who support country sounds.

On hand for entertainment were music notables Melville Haggard and the Strangers, Rose Maddox, Wynn Stewart and the Tourists, Molly Bee, Smokey Rogers, Mark Shannon, and a series of lesser known artists including Bell and Sue Smart, Ronnie Sessions, Beth Moore and the Country Rebels, Vicki Lester, Larry Daniels and the Dickshoths, Harold Cox, Jr., Hank Raines, Leo LeBlanc, as well as the United Square Dancers of Kern County.

Owens and his crew made this showing following appearances at the Frontier Days celebration at Prescott, Ariz. The giant free bill will also be on view at the Phoenix Coliseum later this month (28) for the All-American K-TUF Fan Appreciation Day show.

FOOL, FOOL (2:28) [Cedarwood, BMI—Powell, Walker]

BOTTLES AND BABIES (2:10) (Tuesday, BMI—Powell, Pierce)

WEBB PIERCE (Decca 22167)

Should be a chart shot in the cards for Webb Pierce and his latest outing, “Fool, Fool.” Side is a solid, medium-paced blues ballad that should have no difficulty establishing itself as a hot seller. On the back, Pierce offers another strong mid-tempo effort dubbed “Bottles And Babies.”

YOU’LL ALWAYS HAVE MY LOVE (2:28) [Party Time, BMI—Devaney]

MY HEART GETS ALL THE BREAKS (2:08) [Tree, BMI—Tubb]

WANDA JACKSON (Capitol 5960)

Watch out for Wanda Jackson to make a fast climb up the charts with her latest effort. Dubbed “You’ll Always Have My Love,” the side is a slow, lilting ballad in praise of love and the one big one. On the other side, “My Heart Gets All The Breaks” is a blues-toned bouncer.

SHINY RED AUTOMOBILE (2:15) [K-tuf, BMI—Standley, Bean]

HAVE SOME OF MINE (2:19) [Starday, BMI—Morgan]

GEORGE MORGAN (Starday 814)

Here’s a fast-moving swinger that should stir up loads of interest in the country music marketplace. Side is about a truckdriver who gets involved with a girl in a “Shiny Red Automobile.” Groovy guitar-pluckin’ backs up George Morgan’s stirring vocal. “Have Some Of Mine” is an effective soother.

NOBODY’S CHILD (2:47) [Milene, ASCAP—Force, Cohen]

NEXT BEST THING TO NOTHING (2:22)
[Ly-Rann, BMI—Williams, Jr.]

HANK WILLIAMS, JR. (MGM 13782)

Here’s an item by Hank Williams, Jr. that could prove to be another “Standing In The Shadows” for the young songster. The plaintive, lonesome-sounding ballad is a good bet to appeal to a big portion of the country market. “Next Best Thing To Nothing” is a lively stomper.

OPYR THEME (2:21) [Al Gallice, BMI—Graham, Craig, Jr.]

BRIAR PATCH (2:00) [Al Gallice, BMI—Morrison, Sutton]

HAROLD MORRISON & MAPLE HILL BOYS (Empire 10185)

The first time the “Opyr Theme” has ever been recorded, this instrumental lid could prove to be a strong item for Harold Morrison and the Maple Hill Boys. Operators and spinners should be up for this one in a big way. Another instrumental, “Briar Patch” is a cute gallopier, also worth a listen.

DON ADAMS (Jack O’ Diamonds 1004)

A BRAND NEW BED OF ROSES (2:25) [Jack O’ Diamonds, BMI—Zanetti] Here’s a shuffling, rhythm-oriented ballad that could even reach many country buyers. Feelimgt performance by Don Adams.

British group The Hollies first hit the headlines in the summer of 1963 when 'Just Like Me' became the forerunner of 15 consecutive top ten entries. A year later they achieved international status with 'Just One Look' which also gave them their debut entry in the American Top 50. They are currently in the CASH BOX Top 100 with 'Pay You Back With Interest' and their latest British smash 'Carrie Ann' and are all set for their sixth U.S. tour in the Fall. They write most of their own material which is published through their own Grafto Music outlet. Photo is by Karl Ferris.
Mexican's Best Sellers

This Week

| Week | Last Week | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 | 11 | 12 | 13 | 14 | 15 | 16 | 17 | 18 | 19 | 20 |
| 1    | Yo Soy AQUEL (Ramón) (Gamma) | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 | 11 | 12 | 13 | 14 | 15 | 16 | 17 | 18 | 19 | 20 |
| 2    | De Quie Estamos (Miguel) (MGM) | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 | 11 | 12 | 13 | 14 | 15 | 16 | 17 | 18 | 19 | 20 | 21 |
| 3    | Tema De Los Monkees (Monkees Theme) (Mono) | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 | 11 | 12 | 13 | 14 | 15 | 16 | 17 | 18 | 19 | 20 | 21 | 22 |
| 4    | Un Hombre Y Una Mujer (A Man And A Woman) (Felipe) | 4 | 5 | 6 | 7 | 8 | 9 | 10 | 11 | 12 | 13 | 14 | 15 | 16 | 17 | 18 | 19 | 20 | 21 | 22 | 23 |
| 5    | Los Aragón (Musta) | 5 | 6 | 7 | 8 | 9 | 10 | 11 | 12 | 13 | 14 | 15 | 16 | 17 | 18 | 19 | 20 | 21 | 22 | 23 | 24 |
| 6    | La Vida De Un Pájaro (My Life) (EMI) | 6 | 7 | 8 | 9 | 10 | 11 | 12 | 13 | 14 | 15 | 16 | 17 | 18 | 19 | 20 | 21 | 22 | 23 | 24 | 25 |
| 7    | Los Vagos (Vaguos) | 7 | 8 | 9 | 10 | 11 | 12 | 13 | 14 | 15 | 16 | 17 | 18 | 19 | 20 | 21 | 22 | 23 | 24 | 25 | 26 |
| 8    | ¡Bah! (Bajar) | 8 | 9 | 10 | 11 | 12 | 13 | 14 | 15 | 16 | 17 | 18 | 19 | 20 | 21 | 22 | 23 | 24 | 25 | 26 | 27 |
| 9    | El Bajo (El Bajo) | 9 | 10 | 11 | 12 | 13 | 14 | 15 | 16 | 17 | 18 | 19 | 20 | 21 | 22 | 23 | 24 | 25 | 26 | 27 | 28 |
| 10   | ¿Quién Es? (Who's That?) (EMI) | 10 | 11 | 12 | 13 | 14 | 15 | 16 | 17 | 18 | 19 | 20 | 21 | 22 | 23 | 24 | 25 | 26 | 27 | 28 | 29 |
| 11   | Los Pollitos (The Youngsters) (EMI) | 11 | 12 | 13 | 14 | 15 | 16 | 17 | 18 | 19 | 20 | 21 | 22 | 23 | 24 | 25 | 26 | 27 | 28 | 29 | 30 |
| 12   | 4:20 | 12 | 13 | 14 | 15 | 16 | 17 | 18 | 19 | 20 | 21 | 22 | 23 | 24 | 25 | 26 | 27 | 28 | 29 | 30 | 31 |
| 13   | 4:20 (Remastered) | 13 | 14 | 15 | 16 | 17 | 18 | 19 | 20 | 21 | 22 | 23 | 24 | 25 | 26 | 27 | 28 | 29 | 30 | 31 | 32 |
| 14   | Los Chivos Vagabundos (The Homeless) (EMI) | 14 | 15 | 16 | 17 | 18 | 19 | 20 | 21 | 22 | 23 | 24 | 25 | 26 | 27 | 28 | 29 | 30 | 31 | 32 | 33 |
| 15   | Los Pollitos (The Youngsters) (EMI) | 15 | 16 | 17 | 18 | 19 | 20 | 21 | 22 | 23 | 24 | 25 | 26 | 27 | 28 | 29 | 30 | 31 | 32 | 33 | 34 |
| 16   | Esta Noche Mexicana (Tonight Mexican) (EMI) | 16 | 17 | 18 | 19 | 20 | 21 | 22 | 23 | 24 | 25 | 26 | 27 | 28 | 29 | 30 | 31 | 32 | 33 | 34 | 35 |
| 17   | Mi Amor De Por Vida (My Life Of Love) (EMI) | 17 | 18 | 19 | 20 | 21 | 22 | 23 | 24 | 25 | 26 | 27 | 28 | 29 | 30 | 31 | 32 | 33 | 34 | 35 | 36 |
| 18   | Los Pollitos (The Youngsters) (EMI) | 18 | 19 | 20 | 21 | 22 | 23 | 24 | 25 | 26 | 27 | 28 | 29 | 30 | 31 | 32 | 33 | 34 | 35 | 36 | 37 |
| 19   | 4:20 (Remastered) | 19 | 20 | 21 | 22 | 23 | 24 | 25 | 26 | 27 | 28 | 29 | 30 | 31 | 32 | 33 | 34 | 35 | 36 | 37 | 38 |
| 20   | Los Pollitos (The Youngsters) (EMI) | 20 | 21 | 22 | 23 | 24 | 25 | 26 | 27 | 28 | 29 | 30 | 31 | 32 | 33 | 34 | 35 | 36 | 37 | 38 | 39 |

This Week

1. Yo Soy AQUEL (Ramón) (Gamma)
2. De Quie Estamos (Miguel) (MGM)
3. Tema De Los Monkees (Monkees Theme) (Mono)
4. Un Hombre Y Una Mujer (A Man And A Woman) (Felipe)
5. Los Aragón (Musta)
6. La Vida De Un Pájaro (My Life) (EMI)
7. Los Vagos (Vaguos)
8. ¡Bah! (Bajar)
9. El Bajo (El Bajo)
10. ¿Quién Es? (Who's That?) (EMI)

Great Britain's Best Sellers

1. Sgt. Pepper's Lonely Hearts Club Band (Parlophone)
2. Under The Garden Swing (Parlophone)
3. The Hollies (Parlophone)
4. The Beatles (Parlophone)
5. The Hollies (Parlophone)
6. The Beatles (Parlophone)
7. The Hollies (Parlophone)
8. The Beatles (Parlophone)
9. The Beatles (Parlophone)
10. The Beatles (Parlophone)
**FINNISH SUMMER-FEST**—The traditional summer meeting of the RCA-Teldec Group was held in Helsinki, Finland June 20-22 and was hosted by Bengt G. Liljeroth of AB Discophon P/Y, who welcomed RCA Licensers from Germany, Belgium, and Scandinavia. The parent firm was represented by Herb Brunn, Daric Soria, and Peter Baumberger. Our picture shows (left to right) Frank Hedman, Mats Olsson, Sixten Eriksson, Gosta Liederholm and Per Lindberg (Grammofon AB Electra, Stockholm); Leif Risell (Hede Nielsen Frabriker, Copenhagen); Ellif Meyer, John Jehansen and Arve Sigvalds (As. Nors, Oslo); Johan Vikstedt, Bengt Liljeroth, Risto Kajansen (AB Discophon Oy, Helsinki); Peter Baumberger, Herb Brunn (RCA Victor); Arthur Wei- senegger, Hans Laeb, Kurt Richter (Teldec, Hamburg); J. Beutler, Wim Brandsteder, A.N. Prins (Inleoo, Amsterdam); L. Schmucki (Musikvertrieb, Zurich). Left out of the picture but also in attendance were J.P. Goemaere and R. Colin of Onleko, Brussels.

**Kurtz Scouts Distrib Deals For Roulette**

NEW YORK—Normand Kurtz, Roulette Records legal counsel and director of international operations, recently returned from a two-week trip to London, where he visited the major labels to discuss two-way distribution programs for Roulette product. Kurtz said the meetings he had with various record executives were “exploratory conferences.” There are several proposals under consideration, he said. Kurtz also announced that he has authorized Andrew Heath of Planetary-Nom (London) Ltd. to accept masters for release on the Roulette label in the United States and to place Roulette material with English firms.

Heath recently produced Roulette artist Shawn Elliott and is now negotiating with an English label.

**Edison Award For Philips ‘Messiah’**

Philips Records has collected a 1967 Edison Award for their recording of Handel’s “Messiah,” performed by the London Symphony Orchestra and chorus conducted by Colin Davis. The award, which was among those announced by the CGCC (Collective Gramophone Campaign Committee), is the second to be won for this Philips recording. In March this year it claimed the coveted Grand Prix du Disque de l’Academie Charles Cros 1967.

**Correction**

In the July 8 issue of Cash Box, it was stated that CBS International had negotiated a deal with Valandro Music to sub-publish the latter’s catalog. CBS has informed us that this deal covers only the Latin American countries.

**Barclay & Bovema Merge Branches**

Barclay Netherlands and the companies forming the Bovema group have decided to unite, as of Sept. 1, their commercial branches in order to increase the potential of their distribution network. The companies will keep their respective head offices but the dispatching and invoicing departments will be situated in one building, which is in the course of being finished. Someone from each of the respective companies will continue to look after promotion.

This agreement is seen as a fore-runner of future alliances which are destined to give a greater efficiency to companies, on the eve of the opening of the frontiers of those countries forming part of the Common Market in July, 1968.

**CBS Cuts Bernstein, Stern Concerts That Aided Jerusalem**

Leonard Bernstein and Isaac Stern in Israel for concerts, recorded by CBS in aid of the relief of Jerusalem, the Mayor declared July 9 Day of Celebration. He marked the opening of the old city of Jerusalem, Bernstein conducted three concerts with the Israel Philharmonic Orchestra in the Mann auditorium Tel Aviv, in the Amphi Theatre on the slopes of Mount Scopus and in the Congress Hall in Jerusalem itself. Their program comprised the Israeli national anthem, Mendelssohn’s Violin Concerto, Bizet’s Andalas and Mahler’s 2nd Symphony. CBS perpetuated the occasion by ‘live’ recordings of all works. Proceeds from the sale of the records will be donated to Israel charities.

**McKuen In London For RCA ‘Warm’ LP**


Random House meanwhile is said to have offered McKuen a healthy advance to take over his current book, “Stahaney Street & Other Sorrows,” part of a series of three, to be called “Stahaney, Cheval-Stahaney. No deal has been concluded as yet, though representatives from the publishing company will meet with McKuen in Europe for further talks.

**Ascher Rep Deal Set For Japan**

NEW YORK—Emil Ascher, Inc., leading distributor of background and mood music, has completed a representative arrangement in Japan with Shinko Music Publishing Company, Ltd. for the Harrosse Music Library. The deal calls for the distributing, licensing, and collecting of performing rights in Japan for Harrosse.

The announcement was made by Everett Ascher, Secretary-Treasurer of the company, and manager of Regent Recorded Music, Ascher’s Hollywood branch.

**Denmark’s Best Sellers**

<table>
<thead>
<tr>
<th>This Week</th>
<th>Last Week</th>
<th>Chart Position</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Nu Ta’r Jeg Til Dublin (Off To Dublin In The Green)</td>
<td>(Bjorn Tidemand/Ono) Imudico A/S, Denmark</td>
</tr>
<tr>
<td>2</td>
<td>6</td>
<td>Ha! Ha! Said the Clown (Manfred Mann/Fontana)</td>
</tr>
<tr>
<td>3</td>
<td>15</td>
<td>Du Skal Ikke Gi’ Mig Roser (Bjorn Tidemand/Ono)</td>
</tr>
<tr>
<td>4</td>
<td>2</td>
<td>Silence Is Golden (Tremeloes/CBS) Imudico A/S, Denmark</td>
</tr>
<tr>
<td>5</td>
<td>6</td>
<td>Funny Facial Forgiveness (Tom Jones/Decca)</td>
</tr>
<tr>
<td>6</td>
<td>5</td>
<td>Then I Kissed Her (Beach Boys/ Capitol) (Bjorn Tidemand/Ono)</td>
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<tr>
<td>7</td>
<td>2</td>
<td>Hey, Hey We’re The Monkees (Monkees/RCA Victor)</td>
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<td>8</td>
<td>1</td>
<td>3</td>
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<tr>
<td>9</td>
<td>10</td>
<td>1</td>
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<tr>
<td>10</td>
<td>11</td>
<td>Hvor Erin Den Sommer Af? (Keld &amp; Donkeys/HMV)</td>
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**Denmark’s LP Best Sellers**

<table>
<thead>
<tr>
<th>This Week</th>
<th>Last Week</th>
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<tbody>
<tr>
<td>1</td>
<td>Sgt. Pepper’s Lonely Hearts Club Band (Beatles/Parlophone)</td>
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<tr>
<td>2</td>
<td>It’s Happening (Red Squares/Columbia)</td>
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<tr>
<td>3</td>
<td>The Sound Of Music (Julie Andrews/RCA Victor)</td>
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<tr>
<td>4</td>
<td>Sanges Til Dig (Bjorn Tidemand/Ono)</td>
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<tr>
<td>5</td>
<td>Are You Experienced (Jim Hendrix/Polydor)</td>
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<tr>
<td>6</td>
<td>Green Grass Of Home (Tom Jones/Decca)</td>
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<tr>
<td>7</td>
<td>The Red Squares (Columbia)</td>
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<td>8</td>
<td>Dr. Zhivago (Soundtrack/MGM)</td>
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<tr>
<td>9</td>
<td>Dawn (Nina &amp; Frederik/Metronome)</td>
</tr>
<tr>
<td>10</td>
<td>The Monkees (RCA Victor)</td>
</tr>
</tbody>
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*Local copyright*
Germany is going all out in a hunt for new young talent. The first try will be during the Radio-TV Fair held in Berlin from August 25th until September 3rd at which the most promising young talent will be exhibited. A contest will be sponsored by the second German TV channel which will take place from the 23rd until 28th August. All participants up to the age of 21 years of age will be accepted. Prizes will be given for soloists on instruments, solo singers, singing groups that do not accompany themselves and singing and instrumental groups. The contest is open to all German artists. The second group of four winners will be selected by a jury of four experts. The division is $500 and a second prize of $225 with the winners also awarded contracts to appear in two films on the 2nd TV channel.

Carmen Dragon visited Munich for recordings with the radio orchestra here. Polydor's top-selling teen Roy Black has made his first English language record. "I Saw It Happen" is to be released on October 2nd. The singer and his manager, Erich Firth, who is planning to open a new 300-seat club here, have been following Roy's career since he was 12 years old. Roy Black, who was adopted by his stepfather, a well-known German musician and producer, has been singing in clubs for some time. He was discovered by the manager of the club where he sang and was signed by the record company. Roy Black is now attracting a great deal of attention in Europe and is expected to make a big impact on the British pop scene in the near future.

The GEMA meeting in Berlin resulted in the election of the new board of directors. The board of composers will be Prof. Werner Egk, Prof. Karl Hebler, Prof. Philip Mohler for classical music and Rudi Bertram who usually handles Roy's records. The songs of two of Roy's top German hits "Getaway" and "Don't In My Life" The English version of Roy's present hit "Meine Liebe Zu Dir." Berlin producer, publisher and talent scout, Peter Meisel, tied the knot with Brigitte Bardot, a French starlet, on Friday in Paris and is now in the process of handling the foreign deals for Peter's Intro and Hansa outfits. Why not? It's all in the family now! Best of luck to Brigitte and Peter and their venture into foreign music.

Polydor's Colette Dereal presents via her new EP, "Noel Plein de Juillet," (Four Melodies Publishing) the French version, by Bob d'Ulge and Jean Loup Chabu, of the Warner Bros. film "Big Boy." Georges Chelon, who has been awarded the "Prix de l'Academie de la Chanson 1966," has been a favorite of French pop audiences for some time. He wrote several successful songs for popular French groups such as "Golden Boy" by Roy Black. However, his most recent song, "Habibite," has been a big hit in France and has already sold over 100,000 copies.

Formor Polydor soundstress Heidi Bachtel has moved to Metronome together with her husband, Hans Gerig. Stigwood-Yaskell have as their top 2 push platters this week the sandy Posey goodie "I Take It Back" and "Desdemona" from John's Children. Hans Weckedler of Edition Amor will be moving to London to handle the foreign deals for the company. He has been very successful in the United States and Canada and is now looking to expand his reach in Europe.

Rudi Gerig, Manager of the Will Meisel Music Publishing, Jr., reports that the firm will stay under his direction together with Mrs. Meisel and the further policy of the death of Will Meisel, remains spread that the publishing outfit will sign with the Edition Intoro owned by the two sons of Will Meisel, Peter and Thomas, but the Will Meisel complex, which includes Edition Meisel, and Rudi Gerig, Harrison Music and Ella Music will stay as an independent separate complex as it has in the past.

Gunter Geler of Hans Siskodi Music is hard at work on top hits such as "Come On Down To My Boat" from Every Mother's Son, "Town Of Taxley Toe" from Malcom McLaren, "Babysitter" from the Marvelettes and 6 of the 12 songs on the new Peter Bell CBS LP. RCA is planning top release top hit "Carrie Anne" from the Hollies, "Night Of The Long Grass" from the Tramps, "I Got Rhythm" from the Happenings and "Let's Live For Today" from the Grass Roots as we speak. The big story is how Live In Europe is going to attract attention as time goes on.

A Whiter Shade Of Pale done here by 3 similarly named groups: Procro Hamburg, German lead singer Polytron and the original by Procro Harum on Domestic as well as the German version from Buddy Cauley on Philips. That's it for this week in Germany.

GERMANY—JUKE BOX-RAILSALES FAVORITES

This Last Weeks

Week Week On Chart

1 1 "Puppet On A String—Sandie Shaw—Deutsche Vogue—Gus Gregor Music Group" Polydog—Riva—Musik
2 6 "Puppet On A String—Sandie Shaw—Deutsche Vogue—Hans Gregor Music Group" Polydog—Riva—Musik
4 4 5 I Was Kaiser Bill's Batman—Whistling Jack Smith—Derman—Melody" Polydog—Riva—Musik
5 6 "I Was Kaiser Bill's Batman—Whistling Jack Smith—Derman—Melody" Polydog—Riva—Musik
6 7 "I Was Kaiser Bill's Batman—Whistling Jack Smith—Derman—Melody" Polydog—Riva—Musik
7 8 "Das Schone Kinderlied Der Welt (The Most Beautiful Girl In The World)—Peter Orloff—Coronet—Hans Gregor Music Group" Polydog—Riva—Musik
8 9 "Der Babybaspickel Ist Weg—Andy Fisher—Deutsche Vogue—Hans Gregor Music Group" Polydog—Riva—Musik
9 10 "Juniors Herz In Not (S.O.S. Heart In Danger)—Michael Holm—Hansa Edition—Intrado Meisel" Polydog—Riva—Musik

French EP TOP TEN

1 1 A Whiter Shade Of Pale (Procro Harum) Derman—Essex
2 4 Adios Amor (Sheila) Phillips—Carevere
3 8 Save Your Soul (Les Ronins) EMG—Patrice Marconi
4 12 Au La Nuit (Mireille Mathieu Bande Salaber)
5 15 Ame Caille (Michel Polnareff) AZ—SEMI
6 19 Anranche Mon Amour (Richard Anthony) EMG
7 19 C'est Ma Chanson (Petula) Vogue—SIM
8 17 Les Millionnaires Du Dimanche (Emannuel D'Alida) EMIR—CITA
9 19 Du Tout Petit Panin (Sande Shaw) Vogue—Tutti
10 18 O.S.S. Herz In Not (S.O.S. Heart In Danger)—Michael Holm—Hansa Edition—Intrado Meisel

The list of best sellers for CBS France (inadvertently omitted in the Annual Directory) were as follows:

La Chanson de Lara (Les Compagnons de la Chanson)
Le Son Marin Vert (Les Compagnons de la Chanson)
Gomez Meisel (Joe Byrdes)
C'est Ma Chanson (Les Compagnons de la Chanson)
Vive La Rose (Guy Sart)
Excuse Me Lady (Joe Dassin)
Mellow Yellow (Donovan)
Rose Style Story (Memphis Soundtrack)
Les Daltons (Joe Dassin)
Les Mecques Lionards (Caravelli)
Jacques Souplet, head of CBS Records France, will be in the States starting July 23rd. After spending a few days in New York for contacts with various labels open for France, Joe Byrdes, the second CBS executive to visit here for contact, is to be held July 25, 26 and 27. He will take along with him the latest recordings by Caravelli, Martin Alain Plata, Les Compagnons de la Chanson, etc., and also a 26 minute color film especially made by Francois Renouchen on "Manitas De Plata" to be shown at the Convention and on CBS television. Joe Byrdes has just opened a new office by CBS. It is a new style for Roy who is now starting a tour around France.

Paule Marconis released this week several English and American singles: "Then I Kissed Her" by the Beach Boys, "Sunshine Girl" by the Partridge (A&M) and "The Boat That I Row" with Lulu. This is a new step to develop the singles market but a many reasonable individuals beginning to believe the EP to be doomed.

Riviera Records is out promoting the new Nicolette recording "Les Orgues D'Antan," the French treatment of Georges Auer of the Procro Harum hit: a Whiter Shade Of Pale." Nicolette, one of the most interesting new voices, will soon leave France for an extensive tour in the European Socialist countries.

Three weeks after the premiere of the Peter Watkin's movie, "Privilege," EMI—through La Voix de son maie—released an EP by Paul Jones with songs from the film. Sylvie Vartan has another new excellent EP through RCA—"Un Peu de Tendresse.

Polydor's Colette Dereal presents via her new EP, "Noel Plein de Juillet," (Four Melodies Publishing) the French version, by Bob d'Ulge and Jean Loup Chabu, of the Warner Bros. film "Big Boy." Georges Chelon, who has been awarded the "Prix de l'Academie de la Chanson 1966," has been a favorite of French pop audiences for some time. He wrote several successful songs for popular French groups such as "Golden Boy" by Roy Black. However, his most recent song, "Habibite," has been a big hit in France and has already sold over 100,000 copies.

Mathé Affery released through Pathé-EMI "Hello Les Amoureux," French treatment of "Hello Young Lovers" from the musical "King And I." Columbia releases in France the first record of English group the Shotgun Express.
Holland Music was very happy that in the "Knoke Festival 1967," the publishers of the sheet music "Knots" and "The Beatles" were able to reach a good agreement with the American publishers and "Now I Know," both sung by Connie Vink and "La Notte Dell'Addio" by Marianne of "Baja California," was also sung by Marianne Delonge. Moreover, it gave lots of pleasure to Holland Music to know that Marianne Delonge was included in the Amsterdam Edison Awards for his wonderful LP "Mellow Yellow." However, it is an influence from the Dutch market as well as Belgium with his first CBS single "Amen," which appeared on his LP program entitled "Pick-Up" on July 27. The solo singer from local CBS shows, with a fine LP program entitled "Pick-Up," is also performed on "Turn Your Head." "Cash Box" congratulated the important releases on albums: Israel: the "American Band" with marches as well as an album with highlights of the Israel Song Contest. Recent CBS albums to the popular LP field include Ray Conniff & Singers' "En Espagnol," the flatters with "Goomb Toc Detroit." One of the important releases in the classical album field is Beethoven's Third Symphony performed by Leonard Bernstein. The album will be sold with a Bonus EP on which Bernstein's score for "Eroica."
DENMARK

Boasting another top seller here with the recent LP album, "Sgt. Pepper's Lonely Hearts Club Band" moving up to first spot shortly after its release. A local version of "Off To Dublin In The Green" with Björn Tidemand on Odeon is also doing well here before appearing on the latest Cash Box Directory Issue, the group gets several records into Odeon's top selling lists, including "La Banda Borrasca" and "El Conductor." As usual, the press, deejays and trade people were present at the gathering.

Phonogram's Hugo Perschini reports the start of an export trend for locally recorded hits. A couple of LP's by Mexican artists have been extremely successful. Cash Box reports Kindest Sisters will return to Buenos Aires next week to appear on Channel 11 in the "Comenzas el Show" spot. They made a successful trip to Argentina last year.

Alfredo Rudacsynski of Trova Infos that folk artist Maria Escobedo has been invited to take part in a Spanish TV show. A young Buenos Aires based singer, Mon Ami, the French hit of the summer, also mentions the release of an album by the C.Studio recordings originally for Atlantic/Aloe in the States, and a new LP by hit group Sonny & Cher, "In Case Of Falling In Love." The disc is also continuing the promotion of several French Vague records featuring Jacques Dutronc, Francois Hardy, Antoine and Petula Clark, among others.

Odeon reports strong promo on several new singles including Frank Pourcel's version of the Spanish hit "El Chico." The single is also available in local territories, including record deal with Raimon Galia, Alberto Merlo and Os Gストレス. There is also strong promo on "Los Hermanos" at the Salta Folk Music Festival for which a special promo campaign is planned.

Argentina's Best Sellers
This Week
1. Puppets On A String (Fernata) Caravelli (CBS); Sandie Shaw (Music Hall); Susana Ramos, Frank Pourcel (Odeon); Violeta Rivas (RCA); Bingh Roya (Disc Jockey); Los Cuatro Voces (CBS);
2. Cuando Tu No Estas (Fernata) Raphael (Music Hall);
3. Los Hermanos (Fernata) Herman Fernandez (Philips);
4. There Is A Kind Of Hush (Fernata)'s Herman's Odeon;
5. Billy Bond (Music Hall); Johnny (RCA); Popsmiers (CBS);
6. Claude Francois (Philips)
7. Que Pasara (Fernata) Palito Ortega (RCA)
8. Oye Senorita (Palito Ortega) (CBS);
9. Amor De Pobre (Smurf Miltinhe Odeon);
10. Los Nocturnos (Music Hall)
11. Hablemos Del Amor (Fernata) Raphael (Music Hall);
12. El Chico (Fernata)
13. Propiedad Privada (Not Published) Rosalyn Araya (Disc Jockey)
14. El Caminito Del Diablo (Fernata)" (CBS);
15. Viva La Vida (Fernata)" (CBS);
16. Estoy Enamorado De Ti Roberto Carlos (CBS)
17. Sinfonia De La Palma (Fernata)
18. Se Quema El Ranchito Coco Díaz (Odeon)
19. I Have My Own Little Bit Me (Melodras Monkees, Palito Ortega (RCA)
20. Es Tu Amor Ortega (RCA)
21. Estoy Enamorado De Ti Roberto Carlos (CBS)
22. Oye Senorita (Palito Ortega)" (CBS);
23. Una Rosa Nera Gigliola Cinquetti (CBS);

NIPPON JAZZ--The Tokyo-based band based, the Sharpes and Flats, is shown here with its leader Nobuo Hara, The Nippon Columbia group, consisting of 27 musicians arrived in the United States to play the Newport Jazz Festival. The group playing Newport, the Sharpes and Flats visited the CBS offices in New York.

ARGENTINA (Continued)

The Argentinians soundly outperform the first recordings of French artist Hugues Aufray in Spanish as answer to the interest shown by the market towards the chanter’s recent LP and singles. The Rodriguez/Laque discy is also finding its way into the Disc Jockey's chart. However, this trend does not seem to extend to the other groups at the label. The Hop House recording so far includes some 15 numbers.

The Quo has just released the LP titled “Jean Sibielus At The Bar Of Finlandia.” The album contains works of Jean Sibielus recorded with a “light touch” from the direction of Joana Vanala, the conductor of Helsinki Philharmonic Orchestra. Among others, the company expect this album to interest the tourists since it includes well-known numbers such as “Valse Triste,” “Finlandia,” “Alto Marvez,” and others. It is released at the Rynia label.

Finnish rights for the Swedish Hit House label. Although Hop Stars is the only Swedish group achieving any big commercial success in Finland, a fan in Finland is very optimistic about the other groups at the label. The Hop House recording so far includes some 15 numbers.

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4. There Is A Kind Of Hush (Fernata)'s Herman's Odeon;
5. Billy Bond (Music Hall); Johnny (RCA); Popsmiers (CBS);
6. Claude Francois (Philips)
7. Que Pasara (Fernata) Palito Ortega (RCA)
8. Oye Senorita (Palito Ortega) (CBS);
9. Amor De Pobre (Smurf Miltinhe Odeon);
10. Los Nocturnos (Music Hall)
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18. Se Quema El Ranchito Coco Díaz (Odeon)
19. I Have My Own Little Bit Me (Melodras Monkees, Palito Ortega (RCA)
20. Es Tu Amor Ortega (RCA)
21. Estoy Enamorado De Ti Roberto Carlos (CBS)
22. Oye Senorita (Palito Ortega)" (CBS);
23. Una Rosa Nera Gigliola Cinquetti (CBS);
Australia's Best Sellers

1. A Whiter Shade Of Pale (Procol Harum—Deram) Essex Music
2. From My Space—Moby Dick (CBS)
3. The Girls In Paris (Lee Hazlewood—MGM) Boosey & Hawkes
4. Puppet On A String (Sandie Shaw—Astor) J. Albert & Son
5. 20th Century Fox (Young & Phillip—Polydor) London Records
6. Sun Francisco (Scott McKenzie—CBS)
7. Don't Be The Bystander (Sonny Bono Jr.—Reprise) M.C.P.S.
9. Creque Alley (Mamas & Papas—RCA) Associated Music
10. New York Mining Disaster 1941 (The Bee Gees—Spin) Abigail Music

OVERLOOKING SOUTH AFRICA — Following a visit to Johannesburg by Tom Nibet, general manager of B. Feldman & Co. Ltd., last year an office has been opened in South Africa by the firm of Feldman's, Frank On Day & Hunter and Robbins in the South African office—Anglo Lands Music (S.A.) (Pty.) Ltd. has been in operation since the beginning of this year and is being run by Jim Bennett. Bennett was formerly with Ardmore & Beechwood in London and started in the publishing business with B. Feldman. He has high hopes for the success of this new Affiliated Music venture, which also expects to be outside American and English catalogues through their Day (S.A.) (Pty) Ltd. Our future shows Bennett with Russ Con- way during the pianist's recent tour of South Africa.

What's Monday Without Cash Box?
EDITORIAL

CIGARETTE MACHINES—A Location Bonanza?

Several weeks ago we ran an editorial on the phenomenal growth of can soda vending and spotlighted the "old line" music and games operator as the man chiefly responsible. Well, number one, we'd like to thank all those from the distributing and bottling companies who requested reprints of the drink article. Number two, we'd like to bring further news of profit potential for our readers... something rather startling. Simply, it's that more and more cigarette retailers than ever before are giving their smoke sales up to vending operators.

It might seem odd that a drug store, a grocery, a delicatessen or a supermarket would give up the profit of over-the-counter cigarette selling. But when you consider the maze of new cigarette taxes that must be reported upon and logged for the local, state and federal tax administrations, the enormous multiplicity of brands demanded today (especially since the boom in 100mm sales) and the necessarily smaller profit margin for the man who must purchase fewer cartons from the jobber and enjoy a slimmer discount than does the operator who buys in case bulk, it's not so startling at all. It's actually very sound thinking for the harried retailer, and the trend toward vending might better be termed a rush for relief.

So operators... whether you be in music, games, smokes, drinks, candy or all of them... get out your best suit, polish up that sales pitch, and call on the pharmacies, the deli's, the supermarkets, the restaurants and snack bars in your territory. Let them know that sales of single packs over-the-counter are no longer a profitable venture. Spell out the difficulty of stocking "everybody's" brand, of figuring tax... he'll agree. Sure he's in need of an easy and convenient way to handle cigarette merchandising without losing the "cigarette customer" who might make another purchase while in his store, but the cig vendor is just as much a drawing card as the counter.

Show him the advantages of dealing with a vending operator who will service the unit, offer part of the profit, eliminate storage and paper work and even grant a bonus just for the use of his space.

In New York especially, where the cig retailer has been hurt as badly by the bootlegger as the vending operator, the situation is ripe for the enterprising coinman. The bootlegging problem is getting better day by day with both city and state tax departments thick in the battle so the future can only be brighter. But the time to act is now... the locations may not know it but they need you!

Superb Code of Ethics Issued by SCCOA

CAYCE, S. CAROLINA — Hal J. Shinn, president of the South Carolina Coin Machine Operators Association, has issued a letter to members of the association stating a code of ethics that, if followed, would give the South Carolina operators an unprecedented lead in the search for a clear and meaningful public image.

Shinn stated that the code of ethics is designed "to state publicly that we appreciate the privilege of doing business in our state and our communities; that we recognize our obligations as businessmen and citizens to conduct ourselves and our businesses in a manner which serves the best interests of society; and that we fully endorse and respect community standards of decency, fairness, honesty and law and order and intend to operate our businesses accordingly."

"Recognizing that our business, like most businesses, sometimes involves the opportunity for profit at the expense of these standards or through the abuse of our privilege, the code states that we intend to shun such opportunities, not only in the interest of our fellow men and our communities, but also because of enlightened self-interest which values a sound, confident future for our industry more than a temporary profit."

Shinn further stated, "It is designed as a continuing reminder to each of us that the privilege of doing business depends on acceptance of ourselves and our industry by the public, by public officials and by the public's elected representatives. Abuse of this privilege can threaten your business."

Shinn also made available five points that are most important for operators to remember:

(1) It is worth the price of a license to operate a machine. Don't risk bad publicity by being delinquent on licenses.

(2) A child's nickel isn't worth the future of your business. Insist that locations keep minors away from pinball machines.

(3) An improperly managed location which is a source of drunkenness, fighting and disorder is going to be closed by the police eventually. It isn't worth the temporary profit to have...

(Continued on following page)
Nominations for MOA Board Closing July 28; Names Requested

CHICAGO—Frank R. Fabiano, of Busch-Michigan, chairman of the MOA Nominating Committee, issued an important memorandum out to all members last week advising them of the vital procedures of preparing a slate for the election of officers and the board of directors to be presented at the general membership meeting, Saturday, October 28, during the annual convention and trade show in the Rockford Hotel.

Fabiano stated: "On March 7, 1967, the board of directors passed a resolution requiring that candidates for the board must be submitted to the Nominating Committee for investigation at least ninety days prior to the election, and that each candidate must be explored by five members of the committee. As a member of the board, you are invited to recommend candidates for the board of directors. You are eligible to stand for election yourself provided you are endorsed by five members as stated.

We suggest that you do not recommend any candidates until you have consulted them first," he continued. "In fact, you would be certain that they are members in good standing and that they will accept if nominated. And, of course, you know precisely what is involved." Fabiano further explained that directors are expected to attend two meetings of the board each year, for which they pay their own travel expenses and for lodging. A director's basic responsibility is to deliberate matters of business to the membership and the industry; and, to represent the views of the members in his own area or state and local association.

"Being on an MOA director has become a serious matter, requiring only those who are willing and able to devote the time to the national association. The term of office for a director is three years. All nominations shall be in the MOA headquarters offices July 28.

Fabiano concluded with this statement: "When a director's three-year experience is up, he may apply one year in advance before he can run for the board of directors again, if he so desires. This is an association by-law.

SCCOA Code (Continued)

"noms/yourself associated with a public nuisance. Get your machines out. Ask other operators to join in by blocking such a location until it is improved."

(14) It's good business to be a good citizen. Take advantage of every opportunity to give full support, financially or personally . . . and with your equipment if possible . . . to worthwhile charities and communities.

(15) In reference to the SCCOA's code of ethics . . . Read it, display it in your place of business, and be guided by it. If you don't have a copy, call or write the Association.

Just a reminder to S.C. operators to attend the big week end in Myrtle Beach, July 29-30, 1967. Also, the Association has a new mailing address: 224 State Street West, Columbia, South Carolina 29169.

Cash Box—July 22, 1967

Now Arriving—the CONSUL 130

NSM Cracks American Market With Distrib Appointments in Cal.

Consul 130 phonographs arrive in San Francisco. (From left to right) Mike Islam, Mr. Young, SAC; Sam Cohen, Musicologist, SAC; Joe Perlovich, Operations Manager, "ACAA," K. Williams, Scotty Pres. "ACCA." Mrs. Stefanie Goes Mallitzke, Consul, German Consulate General, San Francisco. George Muroska, Vice Pres, Simon Distributing Co. Lufthansa Staff Member.

OAKLAND, CALIFORNIA—The NSM "A-ventura" Manufacturing Company of Bingen on the Rhine, Germany, has moved onto the San Francisco phonograph market by appointing ACA Sales and Service, 2510 East 16th Street, Oakland, and Simon Distributing Company, 2833 West Pico Boulevard, Los Angeles, to distribute the new NSM Consul 130 phonographs, in the United States, Canada and Mexico.

NSM handles their own world wide distribution through "Lorenz Automat" also of Bingen on the Rhine, Germany. The NSM factory is one of the largest manufacturers of games and phonographs in Europe.

DelMarVa & Calif. Distrib Named For Jupiter Juke

MIAMI—Bob Tarat, President of Jupiter Juke, Inc., has announced the appointment of Bob Consul of Complete Coin Corporation, as exclusive distributor of the Jupiter Juke box line on the eastern shore of Maryland, Virginia and southern New Jersey.

In addition, an appointment of Dave Solomon and Marvin Million of Darvin Corp, to handle the Jupiter line in southern California was announced.

Do-It-Yourself Accounting Aids To Come from NAMA

CHICAGO—A series of model accounting systems especially designed for vending operators will soon be developed as a new member by the National Automatic Merchandising Association, James T. McGuire, NAMA president, announced recently. McGuire said the proposal for the new accounting system was received and referred to the NAMA board of directors by the association's accounting and statistics committee, headed by Halford Goldman.

The vending firm of Price Waterhouse & Co, has been retained to develop special forms and controls for records, profit and loss accounting, and reporting procedures which will provide vending companies with financial information. The model accounting system will also provide the operator with uniform bid proposals to help him evaluate the potential profitability of a location, McGuire said.

Working with the NAMA accounting and statistics committee, Price Waterhouse & Co. will study typical vending operations and accounting systems, and coupled with its own experience will prepare several different model sets of accounting systems. Each operator will be able to select the method he prefers and adapt it to his operation.

Research work in the field will start soon and the project is expected to be completed early next year. McGuire said.

Cash Box congratulates Sol Tabb and the Mar-Tab staff for their aggressive merchandising approach in creating this contest, and we report to you the results of the most interesting election.

Mar-Tab Launches Miss Juke Contest In Fla. Locations

MIAMI—In the July 15th issue of "On the Record", Mar-Tab officially opened a National Juke Box Week promotion, together with a proposal for the election of a Miss Juke Box Queen. We couldn't be more pleased after learning that Sol Tabb, president of Mar-Tab Vending (one of that state's most prominent and progressive operators) had picked by us. A total of 23 young ladies were chosen by the nominating committee as contestants. The top three will be chosen and the vote is still open. The meeting will be held next week to elect the final three.

The polling method is relatively simple. Right now, Tabb's routemates are shooting around with Polaroid cameras taking snapshots of eligible young ladies at the Mar-Tab locations. After it's been taken, the photo is enclosed in the Record of the Week sleeve (see cut below) and inserted into one of the little LP jacket frames inside. An envelope is filled with paper, and the photo is clipped to the envelope, along with a letter and the amount of plays are then scored as votes.

To give the contest just a little more spice, Tabb is offering a first prize of $200,00, second prize of $100,00 and a third prize of $50,000. The first prize winner will receive the jukebox of her choice, a trip to Miami Beach and other prizes. Second prize winner will receive a trip to Miami Beach and other prizes. Third prize winner will receive a trip to Miami Beach and other prizes.

To enter the contest, just fill out a voting envelope (available from Sol Tabb) and mail it to Mar-Tab, 224 State Street West, Columbia, South Carolina 29169.

MERCHANDISERS HANDBOOK

No. 2

Picking Hits At The Location—Here's a tip for music operators who believe the personalized merchandising touch is a valuable aid to good location promotion and better collection of the weekly profit. To release the power of the jukebox, a unique on-location promotional aid was mailed to us last week (see cut below) which the Florida operator has found rather rewarding. This special "pick" record sleeve is designed to be mounted in one of the jacket display slots on the jukebox with the label positioned to be read through the center hole. The record "picked" can be selected by the operator, the location owner, one of his bartenders or a favorite customer. Only problem is the necessity of changing the tune each week or at the very most two weeks. Another method for decorating location pickers, which can be used by clipping out a seven inch piece of stiff cardboard, printing something like "Tony's Pick Hit", marking the record (number of the bartenders) and leaving space next to each name to insert extra title strips of the two or three tunes being cued with the selection number for each. Personalizing the music machine, name the machine for the location itself, but with the names of bartenders, waitresses and/or one of the regular patrons will give the jukebox added meaning to them and a firmer economic footing for the operator.

Mar-Tab's Record of the Week sleeve (pictured here) offers an inexpensive but profitable promotion idea for music locations. There's a new record every week through the center hole when inserted in this jacket.
This week's Profile travels to the State of Florida to explore the ideals, the successes and the driving ambition of Julius Sturm, Executive Director of the Florida Amusement and Music Association. Relatively new on the coin machine scene but rapidly becoming schooled in its ways, Sturm's goals are twofold; to upgrade the industry's public image and to safeguard its existence through a powerful local association. To attempt this utopian ideal takes courage, imagination and a total refusal to fail.

Julius, how did you initially become associated with the coin machine industry?

Leonard Pepper, who was a local attorney and an instrumental figure in establishing the Florida Amusement and Music Association four years ago, is my close friend and first introduced me to the association.

Were you a lawyer?

Yes. I have a law degree from John Marshall University in Chicago and a degree in business administration from the University of Cincinnati in Cincinnati, Ohio. I suddenly realized I didn't want to practice law so I turned to professional writing. I became a freelance writer and wrote articles for several magazines.

Do you have any other business interests?

I am president of the Gulf Coast Publishing Company and also president of the Pan American Leasing Corporation.

With all your energetic business interests and your new association, do you have time to spend a quiet week-end together?

We manage to find time for occasional week-ends together. She is a lawyer and is nearly as busy as I am.

Your wife is a lawyer?

Yes. She is a graduate of the University of Georgia Law School.

What is your wife's name?

Formerly Rosanne Gray, her father is one of the better-known lawyers in Orlando, Florida.

Now that we have an insight into your associations and your occupation, we can get to the more basic questions regarding the association and the operators. When did you become the executive director of FAMA?

March 1, 1967.

How many operator members are there in the association?

Presently, we have 110 operator members, memberships have doubled since I took over the executive director role.

How many operators in the state of Florida?

We have 225.

Do you have a program prepared to recruit those non-member operators?

We have, what I think is a tremendous program. The program I speak of is essentially an associate membership offer for the location owners. The dues are a nominal $2.00 per person, which is collected by the operator and placed in the association's coffers. This year, we have a $20,000 budget and the extra funds are put to good use in the association's work.

Do you feel this associate membership program for location owners will strengthen the association?

Most certainly. In Florida we have 225 operators covering 20,000 locations. If we could have this sort of membership and support, imagine what it would mean. The legislature would have to listen to our needs and problems with all those votes and support.

From a lawyer's point of view, an organization with this strength and support, what effect would it have in dealing with legislative battles?

With the extensive experience of the board of Directors of FAMA, to have and from the coin machine point of view. We dealt with the operators and support, the voice of the association could be heard for miles.

You mentioned the successful handling of the pool table controversy is highly commendable, have you any advice to other state associations that might help them in combating a similar event occurring in their state?
**Cointo Opens Puerto Rican Branch**

ST. LOUIS—Coin Acceptors, Inc. recently announced the opening of a branch office in Puerto Rico, Ramon Levi, vice president, will head the operation and will cover the Caribbean and Central American countries for Cointo. The Puerto Rican address is: Cointo A.E., Calle 28, Bule 41, Casa Uno Villa Carolina, Puerto Rico 00908.

This is the thirteenth sales and service branch opened by Cointo in their seven year history. The Puerto Rican branch will provide vending facilities as well as a stock of the latest changers from Cointo.

**NY Court Of Appeals Upholds Licensing Ordinance**

BUFFALO—The New York Court of Appeals, New York state’s highest court, sustained lower court decisions upholding the City of Buffalo’s per machine vending licensing ordinance. In a unanimous decision, the court found the city ordinance valid. There was no written opinion of the court.

Fifteen vending companies filed a suit for a declaratory judgment against the City of Buffalo in 1964 asking that an ordinance licensing vending machines be declared invalid on the basis that the City does not have the power to tax vending machines.

After hearing evidence, the trial court upheld the validity of the ordinance in a decision handed down December 24, 1965. This was subsequently upheld by the Appellate Division and is now confirmed by New York’s highest court.

The decision will have far-reaching implications for the vending industry, not only in New York but throughout the country. Its holding will make it extremely difficult to successfully challenge the licensing of a local per machine licensing ordinance.

“The decision does not mean that local government will intensify, over react, its efforts to enact increasingly burdensome per machine taxes on vending. For instance, in many states, local government is pre-empted from doing so. However, the decision does mean that in the future our fight will be essentially won or lost through your efforts in the city councils of those cities where you do business, and not in the courts,” said H. M. Beitel, NAMA Eastern manager and counsel.

**Calif. Vending Ops Initiate Sales Tax Relief Program**

CHICAGO—California vending operators have initiated an active program to obtain relief from the state sales tax on items of ten cents or less which are sold through vending machines, according to Clarence M. Landis, president of the California Automatic Vendors Council.

He stated that the state revenue bill now pending in the legislature provides that vending operators pay the sales tax for machines sold through vending machines at ten cents or less on the basis of the cost price rather than the retail selling price. Mr. Landis said that members of the California Council were successful in having this provision added to the state revenue bill.

This bill has been referred to the Assembly floor by the Ways and Means committee with a “do pass” recommendation. The chances for inclusion of sales tax relief in the state revenue bill are promising, Landis said.

The vending industry also is supporting a bill which would exempt from the state sales tax food products and meals which are sold through vending machines in schools.

**1967 NAMA Show Nearly Sold Out 150 Companies Signed**

CHICAGO—More than 150 companies have signed up to exhibit at the National Automatic Merchandising Association’s 1967 Convention and Trade Show and only a few booths remain available, James P. Newlander, chairman of the NAMA convention show advisory committee, announced recently.

“This year’s trade show will utilize 65,000 square feet of exhibit space, more than ever before,” Newlander said. The largest previous show was in 1966 when the exhibit space comprised 60,000 square feet.

The NAMA Convention and Trade Show will be held October 28 through 31, at Donovan Hall of the International Amphitheatre, Chicago.

Site of national political conventions, trade shows and sports events, the Amphitheatre is located near the famous Chicago stock yards, some 30 miles south and west of the Conrad Hilton Hotel. As in previous years, the convention program sessions will be held at the Hilton Hotel.

Manufacturers of vending machines and firms which supply components or equipment to the vending industry, as well as companies which manufacture products sold through vending machines, are invited to participate in the trade show. NAMA requires that all exhibitors be members of the association, Newlander said.

Inquiries should be directed to Sidney J. Schapiro, director of trade shows, NAMA, 7 South Dearborn Street, Chicago, Ill. 60603.

**NEW ROCK-OLA CAN COLD DRINK VENDORS**

- **New "Deluxe" Special 5-Selection Model Custom Styled for Prestige Locations**
  - Your entry into those better locations.
  - Stain and mar-resistant vinyl walnut-grain front, gleaming chrome and anodized metal accents spell luxurious good taste.
  - Attracts customer attention year after year regardless of location.
  - Model 3304—Type 410A Deluxe Special

- **New "Standard" 5-Selection Model To Serve Traffic in Any Location**
  - This versatile can vendor gives you higher sales and lower operating costs.
  - Eye-catching display panel features windows for all five cans.
  - Rock-Ola Can Vendors are engineered to give you extra mileage because of economical operation and proven dependability.
  - (Also available in 4-selection model.)
  - Model 3204—Type 410A Standard

- **New 5-Selection "Modular" Brings Profitable Can Vending to "Bank" Installations**
  - Expressedly made to mix and match—fits right into banks with other vending machines wherever food and drink is served automatically. Extra large capacity. Especially suited to the high volume requirements of bank installations.
  - Model 3304—Type 410A—2V

Introducing the first complete line of high capacity can cold drink vendors to meet the requirements of any location. All offer famous Rock-Ola quality construction and ease-of-operation, with a wide array of special features designed to help you save on maintenance and servicing . . . plus spray-proof opener.

Good looking, yes. But remember, too—the name Rock-Ola assures superior performance. That’s because Rock-Ola built an enviable reputation by giving conscientious care to the reliability of the intricate mechanisms not just in the look of it.

See your local Rock-Ola distributor today and get the full story on these Rock-Ola Can Cold Drink Vendors which have earned for them the reputation of the world’s finest and most dependable vendors.

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for advanced products for profit

ROCK-OLA MANUFACTURING CORP.
800 North Keizel Avenue • Chicago, Illinois 60651
ROTH NOVELTY HOLDS SERVICE CLASSES AND LUNCHEON

Every trainer is taught to "do it himself" as Hank Peete explains the service and maintenance adjustments of the Wurlitzer carousel mechanism at the Roth Novelty Company showrooms.

WILKES-BARRE, PA.—In keeping with a recently instituted program called "Help Us To Help You And So 'Help Us' We Will!" The Roth Novelty Company of Wilkes-Barre, Pennsylvania, sponsored two highly successful Wurlitzer Service Schools. Fourth of July weekend witnessed Carl and by the ever-popular Hank Peete of the Wurlitzer Company in the Wilkes-Barre showrooms of the Roth Novelty Company, being interrupted only by a luncheon that was held for all in attendance at a fashionable local restaurant. The Models 3100 and 3110 were considered in depth and all phases of operation and maintenance were demonstrated and explained.

When queried, Marvin Roth, owner of the Wilkes-Barre distributorship commented "truly successful from the point of view of attendance, operator participation, and subject matter covered."

Twenty-eight service people representing seventeen companies were in attendance. Those present at the seminar included: William McLaughlin and William G. Stover from Pop Amusement Company; Dennis G. Dent from Riedmiller Enterprises; Kenneth Bollinger from National Novelty Company; K.C. Bynum from King Amusement Company; Joseph Chopick from Chopick Novelty Company; Joseph Deluca and James Fischel from Deluca Amusements; San Lorenzo and Patricia Smith from Triangle Vending Company Kreider Entertainment Amusement; Eugene Sacco and John Sacco from Gene's; Dick Baez and Alice and Shutter from Shutter's Music & Vending; Randall Miller and Ray Franklin from State Amusement Company; and Roy A. Samuels, Joseph P. Turel, William Bothery, Dominick Saracino, Jerome J. Buckler and Elliott M. Perrego from Roth Novelty Company.

California Clippings

DON EDWARDS JOINS THE SEEGBURG FAMILY. . . We get the news from Bucky Lust of Struve Distributing that Don Edwards has been added to the Struve staff as a sales representative. Bucky also reports that they are getting great response from operators with the service schools that they have been conducting in the field. We're also told that they have just introduced their new vending line. . .

REMODELING JUST ABOUT FINISHED AT DAVVIN CORP. . . Spoke with Martin Miller from Davin, and he is very pleased to report that already his showroom has been enlarged 37%, as well as the parts room. Mary tells us that he spent a most enjoyable Fourth of July weekend down at Gal- leton, and to boot he came back a winner. We're told that the newest little around there is an automatic cue stick. No kidding, you just push a button and it automatically shoots for you. It can be regulated to shoot hard or easy, depending on the shot. It can also be used as a regular cue stick. We must say we can't walk to see it. Maybe it will help our game, which is in desperate need of some kind of help! Heard that they will continue their promotion of giving away a free weekend in Las Vegas with every purchase of equipment, new or used. . .

TRAVEL TIME OVER AT PAUL A. LAYMON CO. . . Britt Adelman and her daughter, Stacy, will be leaving Los Angeles on July 19th for a three week visit to her homeland, of Sweden. Congratulations go out to Jimsey Wilkins upon his election to President of the Board of Trustees of the East Whittier Methodist Church. Heard that Dick Kanelo of Oxnard was in shopping last week. We're told that there is going to be a new addition to the staff, while Britt is away Sue Wiley will be taking over her duties. Another added attraction over there is brand new set of cur- tains. . .

FROM THE RECORD RACKS. . . Spoke with Jerry Barish of California Music, and he reports that Sandy Fosey says, "I Take It Back" on MGM. The Seeds are coming on strong with "A Thousand Shuffles." The first venture for the Hollies on the Epic label is "Carrie Ann," and it looks as though this will be just another charm on their bracelet of hits. It looks like a big one for Glen Campbell on Capitol with "Gentle On My Mind," and The Sadie Sisters at Luenberger tell us that Don Sessions and Terry Fell were in promoting "Laura" by Leon Ashley on Ashley Records. Lowell Caldwell from Privi- lege Distributors was in to spin the new Donovan disk, "Summer Day Reflec- tion Song" on Hickory.
Melody Lane . . .
House of Music!
CHICAGO — When Tom Higdon, World Wide Distributing Company's sales representative in the Seeburg Phonograph Division, motored to the far south side of windy city to put the final ok on a record installation of Seeburg "Consolette" wall boxes in the popular Melody Lane eatery recently the roving Cash Box reporter tagged along. The results of this visit did, in fact, reveal what was reported to be the largest single installation of Seeburg "Consolettes" in a location on the records.

Melody Lane, where a record 38 "Consolettes" and two extended bass speakers were installed.

World Wide's Tom Higdon is shown at right with the happy location owner.

The Seeburg Stereo Showcase phonograph surrounded by beaming Melody Lane employees.

A pan shot of the eatery after the installation by World Wide Distrib's mechanics.

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Eastern Flashes

WHOOPPS!—First and foremost, let us extend a big "pardon me" to Bill O'Donnell and Joe Barton for flapping their photos in last week's columns. Such is the bane of the publishing business—when you don't spot the errors 'til the book is printed. We vaguely remember some newspaper somewhere congratulating Gov. Dewey for his victory over HST.

HEH, THAT'S THE SPIRIT—Tommy Tarantelli up at Tarantelli One-Stop in Syracuse is giving away aged steaks—that's right—aged steaks to customers buying $100 worth of records or more. "These are prime porterhouse steaks...the Diamond Jim Brady kind," says Tom, who's really got the promotion spirit. Offer expires July 31st.

The redoubtable Hirsh de La Vie is sending out promotion flyers to record companies and artist management organizations to line up talent for the October MOA show. Never one to let grass grow under his feet, Hirsh is planning well in advance to insure still another of his terrific shows for conventionizing music operators.

CIG VENDING UP, UP AND AWAY—The volume of cigarette machines going out onto brand new locations is increasing weekly with more and more retailers giving the cig sales over to operators. Seems the multiplicity of brands, the madness of cigarette taxation, the smaller profit a retailer must take because he buys smaller numbers of cartons from the jobber than does the vendor, all point to a bonanza for the operator. So put on your thinking cap and take another look at the retail store. He might be selling cigs now but after discussing the problem with you, there might be another machine on your route before long.

A MAN TO WATCH—During our telephone talk with FAMA's Julius Sturm for the Profile this week, we got gratifying news that the air over the pool table controversy in Escambia county has cleared and FAMA is off to new ventures in developing a better public image for the Floridas coin trade. . . . Another favorite Floridian, MOA's Jim Tolisano, pitched for stronger state and local associations during an address to the assembled Montana association at the Stage-Coach Inn in Yellowstone, July 15th.

HERE AND THERE—Irv Holzman, president of United East Coast, advised last week that a new branch office for this Williams-United distrib will open on Tenth Ave. very shortly. . . . The boys who make the wheels turn down at Active Amusement in Philadelphia and Frank Ash, Marty Brownstein, Morris Shein, Frank O'Neill, Vic Scola and Morris Jacobs all anxiously awaiting big music event (but very hush-hush right now). . . . New York's very own Kingsmen (currently residing with the Band label), set for concert at Manhatt Beach, Michigan, July 20th.

...South Carolina ops are reminded of the association meet at the Ocean Forest Hotel July 20-30. Big turnout expected.

CIGARETTE BULLETIN—A story hit the TV screens last Wed. evening, detailing the successful test of a new Polymer material cigarette filter which is designed to constitute at least 70% of the nicotine and tars from smoke while allowing the flavor to pass through. The man responsible, Dr. Strickman, says all but 2% of the proceeds which might come from the commercial use of the filter will go to Columbia University, the scene of his experiments. The remaining 2% will go toward continuing his laboratory work. Should be mighty interesting to see the outcome on the commercial manufacturing level.

THE NOMINEE—Meyer Gelfand, senior vice president, The Macie Company, Washington, D.C., has been appointed chairman of the nominating committee of the National Automatic Merchandising Association, James T. McGuire, NAMA president, announced last week.

Other members of the committee are Robert Croarkin, Marten Vending Service, Macom, Mo.; Charles 0. Herring, T. C. E. H. Co., Cincinnati, O.; Ted R. Nicolay, Servo- mation Western, Inc., San Bernardino, Calif.; and Paul F. Seitzer, The Vendco Company, Kansas City, Mo.

The committee will nominate seven members to serve as directors of the association for three-year terms. The nominations will keep the association's board at the maximum number of 21 members composed of nine independent vending operators, six national or regional operators, five machine manufacturers, and one supplier, according to Gelfand who is also a director and senior vice president of NAMA.

Names of eligible members of NAMA should be sent to the Nomi- nating Committee, NAMA, 7 South Dearborn Street, Chicago, Ill. 06083.

Houston Happenings

...Eddie Troy, record man, Consolidated City Music, justly proud of the way his lovely 15 year old daughter, Patricia Ann (Pat) Troy made the news. She was named High Point Junior Girl at the Katy, Texas 411 Fair and awarded first prize of a $100 certificate with a small and useful trophy upon which name, event, date and all were most attractively inscribed.

When Pat, a 4th grader, was picked in the prize Eddie said it was diffi- cult to decide whether expression on Pat's face or the trophy was most radiant...Margle Kunkel, United Record Distributors, together with husband E. J. Kunkel and children, just back from an enjoyable two weeks vacation in State of Colorado...H. W. (Bud) Daily, co-owner of H. W. Daily, Inc. (one stop and wholesale records), probably will take a rain check on a traveling vacation as construction of his new home is now under way...C. O. (Red) Har- rington, head of H & H Distributing Co. and Harrington Cigarette Service, has had his vacation. Could be his sons, Cecil and David, both very ac- tive in the concern, sort of whimsical story, but Pat what was the vaccation...W. H. (Bill) Neal, head of Hobbs Record Shop (retail outlet) 8713B, Katy Road, reported business a bit slow as is usual for this season until 40 years...Larry Wadowski, well established sales representative at large and beautiful Bueermann, has reported his accounts as well above average high and said he was especially anxious to hold them so because he planned to get married in October. Jim Klee is very busy, roving all over the State looking for good local coinmen and making it a point to get out to them. He simply cannot get a date free and is very hampered...S. M. White and Larry Lee, key men in the Pryor Coin Co., proved interesting in Rockport, and there looking for local coinmen. They are looking for every opportunity to get out to these local coinmen and make the rounds of the state...The Board of Directors of the American Imperial Slushboard Co. of Imperial Slushboard Co. 210 Paterson Plank Road, Union City, N.J. (201) UN 5-0633 (Los Angeles Office—1423 Southwestern Avenue)
The Wisconsin Music Merchants Association meeting, July 9, in the Dell View Hotel, Lake Delton, may not have been aro, but the operators and their families who attended showed considerable enthusiasm. There was a delightful weekend of gold, swimming, riding, and just plain fun, mixed with the business at hand. WMMA officers on deck were prez Clint Pfeurc, with his Marie, secre- Ed Dow, and vice prez Lou Glass. Guest speakers included Lou Casal, retiring president of the Illinois Coin Machine Operators Association (ICMOA) in the Holiday Inn East in Springfield. The big general meeting was set for Sunday afternoon, and will be chaired by Harry Shaffner, of Alton.

ALONG WINDY CITY'S COIN-ROW: Although D. Gottlob & Com- pany's employees are currently va- cationing, a skeleton crew is on hand headed by Alvin Gottlob and Judi Weinberg... Very much in production at Williams Electronics are such widely accepted amusement games as "Altaire" puck shuffle alley, "Apollo" single player flipper, and "Coronado" log ball bowler, according to Bill DeSelm and Art Weinland. Mort Sevore, sales chief of Chicago Dy- namic Industries, is singing the con- tracts for the next few months. The new game comes in four different sizes, each with its own special features. The big news at Atlas Music Co. continues to be Rowe-AIM's "PhonoVue" audio- visual adaptor.

Chicago Chatter

Traders who worked so diligently to create and develop the new Music & Performing Arts B'nai B'rith Lodge in windy city can delight in the gala installation dinner dance, Saturday evening, July 15, in the posh Continental Plaza Hotel. Charter offi- cers being installed include: Morris Price (pres.), Lee Brooks, Bob Harri- son, Ed Yolowitz, Alan Mint and Aaron Rosenblum (vice presidents); Irv Rothblatt (treas.); Morris Gold- stein (corr. sec.); Berle Hyman (fn. sec.); Alan Curtis (rec. sec.); Richard Schoenberg, (chaplain); Jack Howard (warden); Seymour Greenspan (guardian); (trustees: Ben Arden, Earl Glicken and Irwin H. Steinberg; and directors: Nathan Feinstein, of World Wide Distrib.; Reuben Law- rence and Paul Marr. Cy Leslie, char- ter proxy of the New York Music & Performing Arts Lodge will do the honors during the presentation; and Hyman Crystal, executive director of the B'nai B'rith Council of Greater Chicago, will open the proceedings, along with Mitchell G. Leavitt, 3rd vice pres. of the District Grand Lodge. See y'all there!

That's difficult to determine the identity of the busiest exec in windy city, its Patrick L. O'Malley, a stu- dent of Illinois Institute of Technology, and very much the busy proxy of Canteen Corp. Just last week Pat introd a new credit card vending machine plan on display in the employees lounge at First Fed- eral Savings & Loan along with the organization's genial president E. Stanley Enland. Just tother day very active Pat came up with an exclusive five-year contract (with a five-year renewal option) for food and bev- erage concessions in the Amphitheatre Convention Hall in windy city, Charles S. Potter, proxy of the Union Stockyard & Transit Co., which owns the huge hall where the 1967 NAMA Convention & Trade Show will be held in the fall. It will, as O'Malley says, be a tremendous proj- ect providing table service for 6,000 to 7,000 in two settings, and an oasis center providing food and beverage service on the second floor, adjacent to the arena and will be served by an escalator. Naturally O'Malley will only settle for the very best there...

It was nice catching with Bruce Teller, recently promoted by Pat O'Malley to the post of executive vice president at Canteen Corporation last week.

MOA News Looms Large This Week: MOA Proxy Jim Tolansky and executive vice pres. Fred Granger will enplane to New Orleans with their lovely spouses, July 29, as guests of Bob Nims and Rob Rooney, members to hastily submit their nomin- ations for candidacy to the MOA board of directors. He exhorts them to make suitable selections from among the membership.

California vending operators have initiated an active program to obtain relief from the state sales tax on items of ten-cents or less, which are being received through vending machines, according to Clarence M. Landis, pres. of the California Automatic Vendors Council. A. Robert Natioli, of Canteen Service of San Diego, was appointed chairman of the Special Tax Commit- tee. Also on the committee are; Dwight Dickinson, Servomation Bay Coli., Berkeley; Joseph F. Kitts, Serv- omation Western, Inc. San Bernar- dino; Clarence D. Landis; John Lumm, ARA of Los Angeles; Ted R. Nicola and Sidney S. Kallick, NAMA's western manager and coun- sel. James C. Wheeler was named national sales manager of the Gul- bransen subsidiary of The Seeburg Corp, by Harold C. Lembke, vice pres., marketing.

With a heavy heart and an eager eye toward future association plan- ning, Illinois operators bid farewell Saturday evening, July 15, during a glittering testimonial dinner to coin- vet Lou Casals, retiring president of the Illinois Coin Machine Operators Association (ICMOA) in the Holiday Inn East in Springfield. The big general meeting was set for Sunday afternoon, and will be chaired by Harry Shaffner, of Alton.

Cash Box—July 22, 1967

Milwaukee Mentions

The Wisconsin Music Merchants Association meeting, July 9, in the Dell View Hotel, Lake Delton, may not have been aro, but the operators and their families who attended showed considerable enthusiasm. There was a delightful weekend of gold, swimming, riding, and just plain fun, mixed with the business at hand. WMMA officers on deck were prez Clint Pfeurc, with his Marie, secre- Ed Dow, and vice prez Lou Glass. Guest speakers included Lou Casal, retiring president of the Illinois Coin Machine Operators Assn.; Fred Gran- ger, of MOA; and Bob Rondouz, of Empire Distribuors. Final speaker on the agenda was Sam Hastings, of Hastings Distribuors. Among the operators who were on hand were: Mr. & Mrs. "Red" Jacomet, Mr. & Mrs. Bob Puccio; Jim Standfield, Sr.; Mr. and Mrs. Jim Standfield, Jr.; Mr. & Mrs. Arnie Jost; Dusty Hobhein, of Dynahall Co., in Chicago; Jim Sch- mitz; Walter Bohrer, of Eagle Enter- prises in Big Bend; Dewey Wright of Wausau; and Mr. & Mrs. Dick Jaco- met; and many more 'cool' Wisconsi- nites.

There was a heavily attended vend- ing service school at Pioneer Sales & Service, featuring the servicing and maintenance of refrigeration units in Rowe vending machines. Joel Klei- man, prez of Pioneer, giving re- ports that everyone who attended the school was very pleased with the class instruction program laid out by the Rowe factory instructors. Also on hand for Pioneer were Sam Cooper, Dan Karolzik, Jerry Gross, Ralph Langen, Vic Koybary and Dick Staub... The action at S. L. London Music continues on unabated despite the heavy weather conditions in the area, according to genial Nate Victor. Heaviest sales are on (of course!) cold drink machines.

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BLAST OFF

IPL. Add-A-Ball
CHICAGO—First Federal Savings and Loan Association and Canteen Corporation unveiled a credit card vending system, July 6, which permits First Federal employees to purchase food and drink by special credit as well as with regular coins. The amount of credit card purchases will be automatically deducted from the employee’s payroll check, and he will receive a statement of purchases made. If the employee loses his card, it may be voided and the recognition system is programmed to reject it if subsequently used.

A computerized punched-tape record-keeping system at the vending machines records each purchase by date, item, amount and card number. These data are then transferred to First Federal’s computerized payroll deduction system.

The unique credit card vending system has been tested internally for two years by Canteen Corporation and its inventors and developers, Tateisi Electronics Company, Kyoto, Japan.

We are happy to cooperate with Canteen Corporation, and we feel that the new credit card vending system is an imaginative and interesting innovation,” commented E. Stanley Enland, president, First Federal Savings, “the kind of fresh approach to services that First Federal appreciates. We think that it will be a nice convenience for our employees. In addition, it will give us the opportunity to test the compatibility of other systems with our new on-line data processing system, which has greatly simplified our bookkeeping chores,” Enland said.

When queried Patrick L. O’Malley, president and chief executive officer of Canteen Corporation, stated: “Although the First Federal system operates on a payroll deduction plan, Canteen is examining different post-paid and pre-paid procedures for use in other vending areas. One of these is with Montgomery Ward & Company, in Chicago, where a post-purchase billing procedure is now under evaluation.”

A total of seven vending machines operable by credit card or coin serve the First Federal lounge area. These are: Hot ced food, cold drink, coffee, ice cream, pastry, milk, and general merchandise.

Tateisi Electronics Company, a major producer of industrial electronics in Japan, manufactures the OMRON brand of automatic products, and is also a leader among Japanese firms in medical electronics. The firm recently completed design and installation of the world’s first fully automatic un-manned gate control and ticket dispensing system for one of the most crowded commuter railroad stations serving Osaka, site of the 1970 Japan World Exposition.

During an exclusive interview with the Cash Box reporter after the dramatic presentation at First Federal O’Malley, who was accompanied by Bruce Telfer, recently promoted executive vice president of Canteen, and rated a top echelon officer, predicted a fine future for this unique card vending system. He stated that he envision’s an entirely new method in automatic merchandising in all its phases and concepts.

“Mr. O’Malley further advised that after this new concept in automatic merchandising has successfully passed out of the testing stages “it will, of course, be made available to our competitors.”

He was lavish in his praise of the Tateisi Electronics Company, of Kyko, Japan, the inventors and developers of this novel credit vending idea. The Canteen Corp., has the rights to sign an exclusive agreement for sales and distribution of the Tateisi credit card vending equipment in the United States.

Bruce Telfer explained that this First Federal introduction was the first public presentation of this type of equipment anywhere in this country. The cost of the equipment is, as yet, undetermined. It had previously been in use for the past six months in the Merchandise Mart offices of Canteen, and elsewhere in the nation.

CHICAGO—Music Operators of America president James F. (Jim) Tolisiano and executive vice president Fred Granger were recently invited by MOA directors Bob Nims and Bob Roomey to visit New Orleans on July 9 as their guests.

The purpose primarily for this visit is for the heads of MOA to meet and greet music operators from the states of Mississippi and Louisiana; and, to become better acquainted with them.

MOA president Tolisiano last week expressed the feeling that he and the executive vice pres and managing director (Granger) are unfortunately allotted too little time and opportunity to meet operators at the national convention and trade show, scheduled to take place in the Pick-Congress Hotel, New Orleans, October 21-29. Hence, they are making it a point to visit music operators in some of the outlying areas.

Tolisiano and Granger and their wives will be guests of honor during a cocktail party and reception, scheduled for 6:30 p.m. for these Mississippi and Louisiana operators in the Fountainbleau Motel in New Orleans, July 29. This will be followed by a dinner banquet. Both Tolisiano and Granger will address the assemblage.

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